

# Boilers for Africa

Growing its African profile is top of the agenda for Steam Generation Africa. These heat generation technology experts recently signed an agreement with internationally-renowned Cochran to become their exclusive distributor in southern Africa. "SA Mechanical Engineer" finds out more.



John Rundle, managing director of Steam Generation Africa

The proverbial ink on the contract had only just dried and already the first boiler orders were on their way to southern Africa from Cochran UK which bodes well for the venture between Steam Generation Africa (SGA) and Cochran situated in Annan, Scotland. Says John Rundle, managing director of SGA. "There's a lot of growth expected on the African continent in the coming years and having a solid footprint in the region is essential. Just as important is having a range of reliable products to offer the market and here, the Cochran range will stand us in good stead."

## To a certain extent you could say that Cochran over-engineers their boilers

Cochran, which has historically had a strong presence in Africa, began looking at reviving and strengthening their role on the continent. "We were first approached some months ago by Cochran who had also identified Africa in their growth strategy," explains John.

It was an easy decision to align SGA with Cochran, says John. "We have often come across their boilers in South Africa and their reputation for quality and reliability worldwide is well documented. From Cochran's point of view, they felt that over and above our sales ability, we can provide design, installation and service support to the same standards that they offer worldwide."

### Quality and reliability

The final exclusive distribution agreement between the two companies was signed in December last year making Cochran's energy solutions available immediately across southern Africa. Countries already being targeted are Zambia, Zimbabwe, Mozambique, Angola, Botswana and Namibia.

John adds, "To a certain extent you could say that



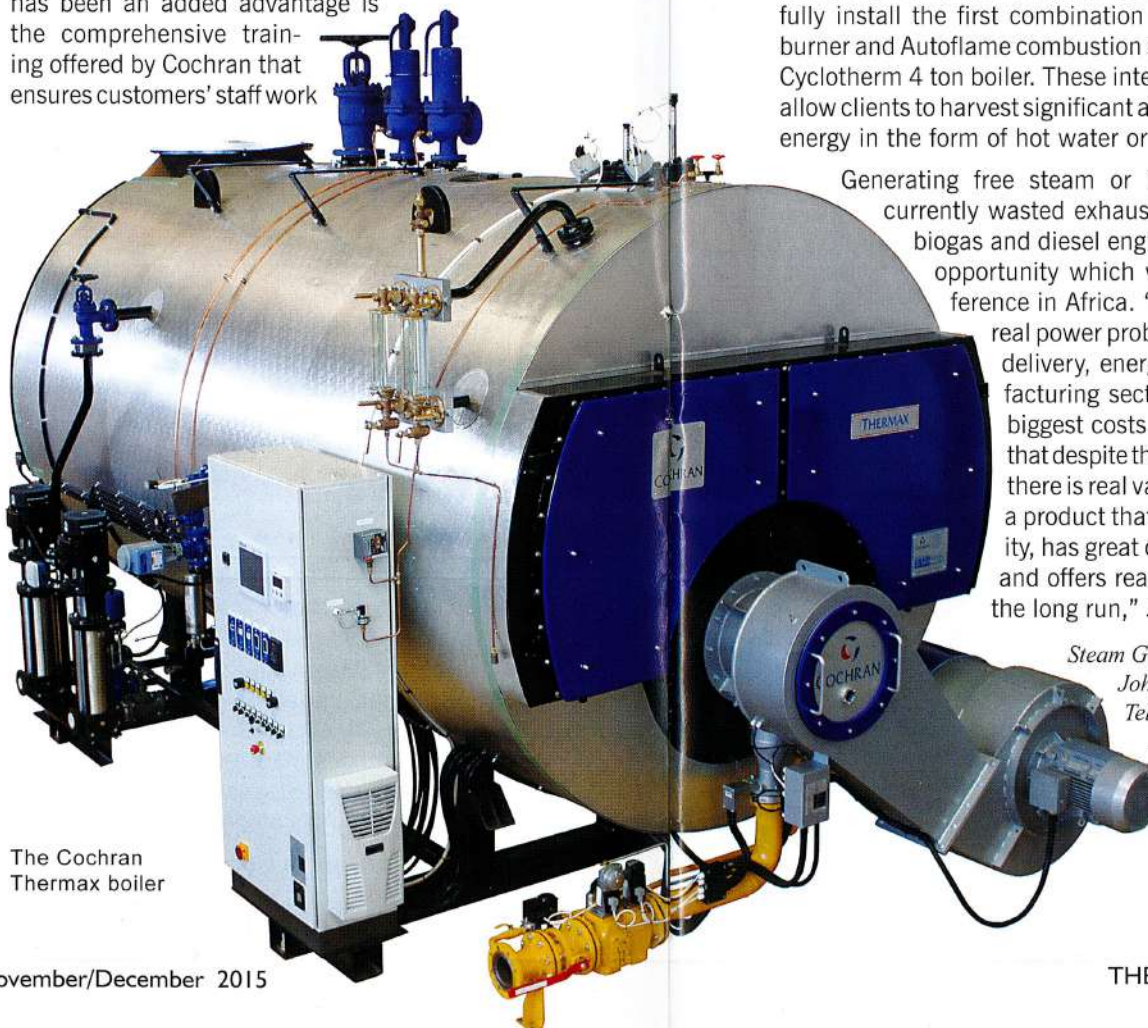
A Cochran waste heat boiler powered by exhaust of a gas-fired electric generator

Cochran over-engineers their boilers. This is perfect for the robust African environment and offers customers a long lifespan on their product."

### Full steam ahead

That the benefits of Cochran's products are known and required in Africa is clear. The first boiler which arrived in the country, has been installed and commissioned and the client is already seeing a vast improvement in their production and product.

"Another two are currently en route and we have another four in the pipeline," John remarks. "What has been an added advantage is the comprehensive training offered by Cochran that ensures customers' staff work



The Cochran Thermax boiler

effectively and safely while achieving maximum efficiency from the system.

### Opening up

"Previously we were limited to mainly gas and light oil boilers up to 10 ton steam. We can now, however, increase this offering significantly to our clients as we can go up to a 40 ton fire tube packaged boiler. And we can now sell coal-fired boilers which really spells diversification for us and the market," says John.

He highlights that given the current economic and operational environment, energy, especially in Africa, is expensive and most companies want to see boiler and burner designed for optimum efficiency. The other big issue is, of course, emission.

## The first combination of a Limpsfield burner and Autoflame combustion system on a new Cyclotherm 4 ton boiler

"Bringing carbon footprints down as low as possible is a target for almost every business. It's therefore important that we can offer a selection of top quality burners other than the Cochran packaged Simplex and Equinox burners such as Limpsfield both standard with the Autoflame combustion control systems to achieve these objectives and cut fuel costs."

### Very real problems

The company's innovative approach to improving combustion and efficiency has seen them successfully install the first combination of a Limpsfield burner and Autoflame combustion system on a new Cyclotherm 4 ton boiler. These intelligent solutions allow clients to harvest significant amounts of waste energy in the form of hot water or steam.

Generating free steam or hot water from currently wasted exhaust industrial gas, biogas and diesel engines is the latest opportunity which will make a difference in Africa. "Apart from very real power problems in terms of delivery, energy in the manufacturing sector is one of the biggest costs. But we believe that despite the ups and downs there is real value in delivering a product that is of good quality, has great design efficiency and offers real cost savings in the long run," John concludes.

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A mobile steam plant with containerised boilers



Two Cochran 10T Thermax gas fired boilers installed



The first Cyclotherm boiler with a Limpsfield Gas fired burner and auto flame combustion control system in South Africa