

# SA company leverages international partnerships to consolidate presence in Africa

Heat generation technology company Steam Generation Africa has been able to consolidate its presence through its provision of boilers on the African continent following its concluded agreement with Scotland-based industrial boiler specialist Cochran in 2014 and a partnership entered into last year with Belgium-headquartered biomass boiler manufacturer Vyncke.

"We are happy to be working

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— JOHN RUNDLE

with our partners and believe this will continue to boost our company's footprint in Africa tremendously," says Steam Generation Africa MD John Rundle.

He adds that the countries that are already being targeted and introduced to the Cochran boiler range are Zambia, Zimbabwe, Mozambique, Angola, Botswana and Namibia, with Vyncke solutions being introduced mainly in Central and Southern Africa.

Rundle says Cochran has more than 135 years' experience of industrial boiler manufacturing and Vyncke has more than 100 years' experience in the design and manufacture of biomass cogeneration energy solutions.

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"That is perfect for the robust African environment and offers customers a long life span on their product," he adds.

Rundle notes that there is a lot of growth expected on the African continent in the coming years –

therefore, having a solid footprint in the region is essential.

"Just as important is having a range of reliable products to offer the market and being able to offer Vyncke's range of biomass cogeneration solutions and Cochran industrial boilers stands us in good stead."

## Product Offering

The combined boiler range and solutions offered by Steam Generation Africa and its international partners comprise steam and hot water boilers, which include waste heat boilers powered by gas-fired generators and wood pellet boilers, as well as cogeneration plants that entail thermal or elec-

trical power generation, or a combination of the two.

Rundle says Vyncke energy plants convert fuels to energy in various media, including hot water, steam, thermal oil, hot gas and electrical power. The company efficiently combines these mediums with a single combustion unit, with thermal solutions that range from 1 MW to 100 MW and electrical power plant solutions that range from 0.5 MW to 30 MW.

"These are engineered and built turnkey energy plants, from fuel handling systems for every fuel combination to flue gas cleaning solutions that beat any emission standard," he boasts.

Rundle says Cochran has historically had a strong presence in Africa and has for some time been looking at reviving and strengthening its role on the continent.

"When we finally signed the exclusive distribution agreement, it made Cochran's boiler solutions available immediately across Southern Africa," he says.

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### INCREASING PRESENCE

The Cochran boiler range is available in countries such as Zambia, Zimbabwe, Mozambique, Angola, Botswana and Namibia

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