**MONTHLY REPORT**

**October 2023**

* 1. **Static**
* Order intake and sales is behind budget. However, EBIT is ahead of budget for the month. Cash Flow is substantially behind for the month. We still have a large outstanding amount from Eskom.
* Adverts out for Engineering Manager.
* Design restructure to incorporate Tony’s work.
* Finance restructure almost complete with another LDC to be appointed.
* EV exploration with potential EV dealership. Tony reviewing charger requirements.
* Finally welding machine is on its way –
* Absentism in Production?
* Testing Li-ion battery

**1.1.1 Solar projects:**

* Sasol
  + Approved to provide Project Management services, supply, install & maintain PV solar & Energy Storage syatems up to 100kW.
  + Pre-assessment for Quality, Environmental & Safety has been completed and we have been approved.
  + We are awaiting responses from various subcontractors and possible finance options.
* John Thompson Project:
  + We presented the options to John Thompson and were requested to submit an alternative qute for only grid connected as they do not get loadshed.
  + Second offer was submitted to JT, awaiting response.
  + In our previous discussions, they did mention that they would submit the capital request to HQ.
* De Heus SA:
  + De Heus put out a tender and unfortunately requested specific battery products from a specific supplier, MTU
  + We battled to get any information from and decided to withdraw from the tender.
* HQ & Linbro Project:
  + In discussions with the owner of both buildings, Lance regarding a potential solar investment.
  + HQ bills are yet to be received
  + Linbro bills have been received.
* Kenya Packaging Industries Lunga Lunga Rd Solar project:
  + Bills received from Bobby for a packaging industry.
  + We have identified a local PV installer – OFFGEN with whom we will initiate some pricing.
  1. **Protection & Control**
* Although order intake is behind budget, Sales is ahead of budget. However, EBIT and Cash flow are behind budget for the month.
* The three major debtors are Thenga, Eskom & F&J.
* With regard to the E-commerce project, we should be ready to go live by the end of September.
* ISO recertification was completed at the end of July with five minor non-conformances. These were closed and submitted early September to Bureau Veritas. Awaiting the re-certification certificate.
* Under recoveries still remain a challenge but are being monitored closely.
  + 1. **Quill**
       1. **Projects at APT**
* Following the successful implementation of the pilot project at Bokomoso & Waterloo to monitor their transformers, we have received other enquiries especially from IPPs.
* We have been appointed to adapt the current condition monitoring solution to make use of newer IoT devices.
* Bushing monitoring is also being investigated.
* Mulilo Energy has also enquired about the condition monitoring solution and is also looking for a call enter solution.
* PTK solution for Harmony Gold.

* + - 1. **Projects at HVE - Casbah has assigned two project leads.**
* Looking at a solution for the water content of the oil storage and filling stations, which is used in the transformers and the humidity measurements at the ovens to remove all moisture from the paper insulation covering the coils.
* Phase 1 of the project will most probably go ahead.
* Circuit breaker monitoring on hold till we receive further information on the instruments.

* + - 1. **Projects at P&C**
* The E-commerce project is progressing well and consideration to expand to EP & Kenya will be investigated.
  + - 1. **Diesel generator monitoring @ Knights**
* Audit has been complete and report received. The purpose is to do a pilot project on the most advanced generator for rollout to the other generators.
* Pricing on replacing the old generators has been submitted for consideration.
* We also had a presentation from Vodacom on diesel generator monitoring and will do a cost comparison to using Quill to develop an inhouse solution which would most probably be cheaper and the preferred option.
  1. **Actom Kenya**
* Search for a permanent GM has commenced.
* Onboarding of Tatu City is complete.
* Contact has been established with Kenya Zutari.
* Engagements with Schneider VPs around Africa.
* Data Centre Cabinet Designs are complete and sample panels have been manufactured.
* Management accounts are being populated.
* The conversion of enquiries to orders remains a challenge.
* Investigating the requirements for imports and exports, including the requirements from the Kenya Bureau of Standard (KEBS).