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NEW Sole Distributorship for IHS in southern Africa

BATEMAN, WATLING AND ASSOCIATES

has been appointed the sole distributor for IHS Group information products in southern Africa.

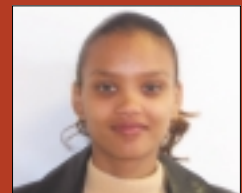
The IHS Group distributorship has been seperated from IHS South Africa and a new company formed to focus on enhancing the substantial growth that this business has experienced during the past few years.

Mike Bateman and Robin Watling have both been with IHS South Africa (formerly The Communications Group) for over twenty years. During the past eight years they have served as joint CEO's of IHS South Africa.

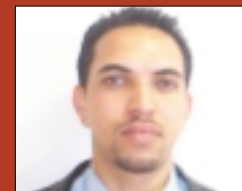
As founding partners of the new company, they bring to the distributorship exceptional business skills, combined with years of industrial marketing, publishing and technical information-service experience.

Blanka Nunes, who has been appointed general manager of the new company, has been employed by IHS South Africa for the past eight years as business manager of the Information product division. Blanka has had extensive local and international training in IHS/Global products and industrial information solutions, and has developed an excellent relationship with her clients during her years with the Group.

With a reconstituted team of experienced and enthusiastic personnel, present and future clients will be assured of personalized and superior customer service. □



Elize Jansen
Sales and Admin



Deon Delport
Sales and Admin



John Varga
Sales engineer



Mike Bateman



Robin Watling



Blanka Nunes
General Manager

WHAT OUR CUSTOMERS think of our products

Denel Aviation

- Denel Aviation vervaardig en onderhou vliegtuie, helikopters en komponente. Aangesien die globale mark betree word, is dit noodsaaklik dat daar voldoen word aan Internasionale standaarde en spesifikasies se vereistes.
- Volgens sekere spesifikasies, onder andere JAR 145, AMO 14 en AS9100, is dit 'n wetlike vereiste dat alle tegniese dokumentasie wat betrekking het op die werk wat deur 'n maatskappy gedoen word, ten alle tye geldig en op datum gehou word.
- Indien hierdie wette - wat beide nasionaal en internasionaal van aard is - nie stiptelik nagekom word nie, kan dit lei tot kansellasië van vervaardigingskontrakte as gevolg van wantroue wat beheerliggame in die skuldige maatskappy ontwikkel.



Melinda Burger
Denel Library

- Gedurende 1993/1994, het die biblioteek ongeveer 18000 standaarde en spesifikasie aan gebruikers uitgereik.
- Dit was 'n geweldige taak om die standaarde se geldigheid op 'n maandelikse basis te bevestig en om die ongeldige dokumente op datum te bring.
- Die bogenoemde probleme het daartoe gelei dat die standaarde en spesifikasies met behulp van die elektronies IHS stelsel aan gebruikers beskikbaar gemaak is.
- Denel Aviation is ingeteken op die volgende produkte: Militere standaarde, SAE, ASTM, BSI, DIN, MODUK, JAR, Federale Standaarde, DTD, AIA/NAS ens.
- Die voordele wat die IHS netwerkstelsel aan Denel Aviation bied word hieronder bespreek:
- In die verlede is op die verskaffers van die standaarde gesteun om Denel Aviation op hoogte te hou van die nuutste veranderings. Dit het natuurlik geweldige beplanning en kommunikasie vereis. Daarteenoor verskaf IHS vandag aan Denel 'n maandelikse diens wat alle veranderinge aandui.
- Produktiwiteit het aansienlik verbeter. Voorheen was gebruikers verplig om die biblioteek te besoek om dokumente te bekom. Daarby was die bibliotekaresse verantwoordelik vir onderwerpsoektogte. Huidiglik het die gebruiker toegang tot die volledige standaarde op die netwerk en elkeen is verantwoordelik vir sy eie onderwerpsoektogte.
- Die stelsel om kopieël te maak van harde kopie standaarde, skep die gevaar van oortreding van kopieregwette.
- Sommige van die Militêre standaarde bestaan uit 2000-3000+ bladsye en die taak om hierdie dokumente op te dateer en uit te reik is tydrowend en onprakties.
- Op die oomblik het Denel Aviation ongeveer 400 gebruikers wat toegang het tot al die IHS produkte.
- Die hele netwerkstelsel is in die biblioteek gevestig. Dit gee die verantwoordelike personeel volle beheer oor die administrasie van die stelsel.
- Wanneer 'n standaard of spesifikasie opgedateer word, word alle gebruikers daarvan bewus gemaak deur middel van 'n e-pos boodskap. Dit word dan die gebruiker se verantwoordelikheid om sy relevante dokumente na te gaan vir enige veranderings.
- Omdat opdaterings op 'n gereelde basis plaasvind, word onreëlmatighede in oudit bevindings met soveel as 90% verminder.
- Papierwerk word met tot 90% verminder.
- Die werklading van die bibliotekpersoneel word aansienlik verlig en dit beteken dus 'n kleiner behoefte aan mannekrag.
- Hernuwing van die IHS kontrak en die betaling daarvan, vind net een keer

per jaar plaas in teenstelling met die verkryging van verskillende produkte by verskillende verskaffers wat elkeen afsonderlik hernu en betaal moet word.

- Op die lang duur is die CD-ROM stelsel koste-effektief aangesien dit dikwels baie duurder is om die papier kopieel aan te skaf as die elektroniese CD weergawes.
- Die eindgebruiker het nie altyd 'n dokument nommer beskikbaar wanneer hy 'n navraag het nie en die bibliotekaresse het nie altyd voldoende tegniese agtergrond om soektogte te doen nie. Die gebruiker vind soms addisionele relevante inligting deur self sy soektogte te doen.
- IHS konsolideer die inligting van al die organisasies betrokke by standaarde, en maak die inligting beskikbaar op twee indekse. In kontras hiermee moes die biblioteek in die verlede afsonderlik inteken op elke organisasie se program, wat baie van mekaar verskil .
- As gevolg van die IHS stelsel word 'n meer effektiewe, vinniger and akkurater diens aan die gebruikers gelewer. □



SASOL InfoNet

SASOL InfoNet, the global information service of Sasol has subscribed to IHS Worldwide and Petrochemical standards databases since the mid nineties. InfoNet uses the Worldwide standards subscription to gain access to the complete set of ASTM standards. During 2002 Sasol InfoNet upgraded its IHS subscription to a global network license. This made the service accessible to Sasol's worldwide userbase.

We find the usage of our IHS databases continuously ranks



George de Bruin
Manager Sasol InfoNet

within the top 5 databases used by Sasol. Overall we find the IHS products very accessible and user friendly. □

UNIVERSITY OF PRETORIA

The IEEE/IEL Electronic Library at the Academic Information Service, University of Pretoria: Past and Present Situation

By Sunette Steynberg and Elna Randall

Up till the year 2000 the Academic Information Service (AIS) of the University of Pretoria subscribed to some 112 IEEE journals - mostly the IEEE transactions in paper format. The University of Pretoria is increasingly becoming a virtual campus and the AIS also had to follow suit.

In the year 2000 all subscriptions to IEEE journals in paper format were cancelled and a subscription entered into for the electronic package including all the IEEE transactions. This was very well received, however we experienced the problem of students and lecturers being able to search all IEEE publications, while only being able to download transactions in full. That gave rise to a great deal of frustration, which led to the Dept. of Electrical, Electronic and Computer Engineering cancelling almost all their subscriptions to other journals in order to be able to afford the full IEEE/IEL Electronic Library. This might seem to be a drastic step to take, but here is a translation of what the head, Prof. F W Leuschner, had to say on this matter:

" IEEE is the largest Institute in the world (this includes all disciplines

and fields). The Institute represents all the fields of Electrical, Electronic and Computer Engineering, as well as broader fields such as Bioengineering, Control systems, Engineering Management and many more.

All the important conferences in all fields of our research are either being organized by IEEE alone or in co-operation with another organizer (e.g. the Optical Fibre Conference in the USA, which was attended by more than 36000 delegates).

Therefore, access to all the IEEE publications is extremely important to our department and to many other departments too. Access to conference proceedings (often including the post-deadline papers) gives the very latest information on research in our fields. With approximately 260 postgraduate students, this is of great value. The process of doing research in any postgraduate study is normally as follows: read handbooks, read journals and then read the proceedings. It is very seldom that the IEEE system supplied by IHS does not fulfill the needs of the students and supervisors." □

MURRAY & ROBERTS

Engineering Solutions

Murray and Roberts Engineering Solutions library has been in existence since 1959 and has undergone many changes as the business has developed.

Functions and responsibilities are very similar to a normal library, except that the service is geared to providing a value-added delivery of engineering procurement and construction management (EPCM) information and knowledge. Daily activities are typical of a library environment, namely sourcing, classification, cataloguing and retrieval.

The Murray and Roberts Engineering Solutions Library is the responsibility of Beryl Pelser, the Knowledge Base coordinator with day-to-day administration falling to Gloria Radzilani, our Librarian.

EPCM projects are executed as our core business and from time to time we require a variety of international standards and specifications in order to design and construct equipment and plant – a nuclear reactor is very different from an offshore drilling platform! These international standards

and specifications come from a variety of sources and this is where the IHS's Global Information Centre (GIC) makes life easier. We no longer have to source twenty different specifications from twenty different organisations, which in turn means twenty requisitions, twenty purchase orders, twenty invoices, etc. Using GIC as a one-stop shop means one requisition, one purchase order, and 1 invoice, which in a business such as ours makes everybody's life far simpler.

In a nutshell, using GIC allows us to compress time and deliver to our customers that much quicker. □

▼ The Murray & Roberts Engineering Solutions Library



The IHS Global Info Centre offers clients a broad base of engineering data, from research and design, to manufacture and repair. Our products provide time saving tools that help increase productivity, keeping you on the cutting edge of technology and ahead of competition.

- Aerospace
- Automotive
- Construction/Metals
- Government/Military
- Health & Safety
- Telecommunications
- Medical
- Quality
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Fiber Optics Standards Collection provides standards from ANSI, ASTM, EIA, TIA, ETSI, IEEE AND ITU-T that drive the central fiber optics technologies including SONET, SDH, FDDI, and Fiber Channels

Premises Wiring & Safety Standards Collection provides standards from ASTM, CSA, EIA, TIA, ICEA, IEEE, ISO ITU-T and UL critical to the design, development, installation, and maintenance of safe, reliable telecom cable and wiring infrastructure.

Mobiles/Wireless and Safety Standards Collection provides standards from EIA, TIA, IEEE, ETSI, ITU-T, ITU-R that drive the design and construction of CDMA, TDMA, PCS and other wireless products and services.

Video Standards Collection provides standards from, AES, EIA, TIA, IEEE, ESTI, ITU-T AND ITU-R and UL for videoconferencing, multimedia data transmission, broadcast and cable television and program production.

ISO / IEC Telecom Standards Collection provides ISO and IEC standards related to the telecom industry and offers an ideal way to round out any other Telecom Standards Collection.

IHS delivers the RIGHT Information Solutions throughout the design and development cycle

With the rapid convergence of new technologies and the aggressive pace of new product developments, IHS can help you keep ahead of the information flow that drives developments and changes in the Telecommunication industry.

From instant, online access to critical standards; and critical data sheets for products and components; to testing specifications for your field engineers and installers, IHS delivers the right information quickly in a variety of electronic and hardcopy formats. □

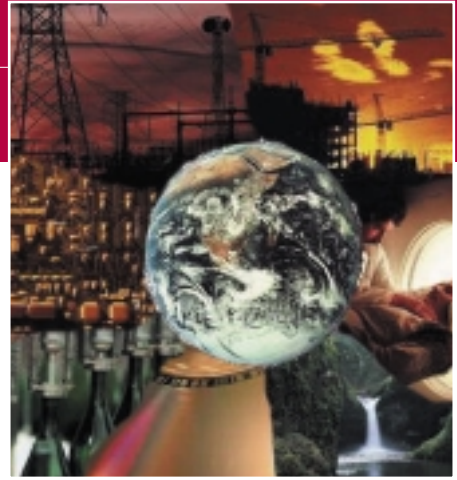
Aviation

Over the last several years, mergers in the aerospace industry have become commonplace. In addition, aerospace and aviation are the most highly regulated and data-intensive industries in the world. So, can you efficiently access, integrate and manage your technical information and still achieve your business goals in today's marketplace? IHS offers integrated information solutions to help you save time and cut cost through all phases of your workflow management process. IHS provides the most current and relevant information at your fingertips to:

- Reduce the risk of errors and redesign cost
- Control design expenses with less need for physical prototypes
- Meet design review deadlines
- Save time spent locating parts and spares
- Reduce maintenance turnaround time
- Curtail maintenance and repair costs
- Avoid fines for noncompliance with regulations



UNLEASH THE POWER OF INTEGRATED INFORMATION



PETROCHEMICAL AND UTILITIES

Discover a Customized Solution from IHS

IHS Engineering is the leader in providing technical standards, specifications, logistics and parts information to corporations around the world. IHS products serve the critical information needs of many industries, including utilities, petrochemical and electronics.

Your business continually faces a competitive environment locally and globally. A comprehensive information solution from IHS provides immediate access to critical data needed to make strategic engineering, purchasing, maintenance and safety decisions that directly impact costs, time-to-market, product quality and process efficiencies.

Our single-source solutions provide decisions support at every level of the product development life cycle.

Best business practices

Through Best Business Practices initiatives, engineers can maintain, modernize and repair utility plants to ensure utilization of the most current technologies and reduce cost

Current information is essential to control costs

Meeting quality and safety initiatives as well as complying with OSHA and EPA regulation are critical to the success of your organization. Controlling costs through informed choices for replacement parts and designing to standards are just as important

Critical Petrochemical Standards

- API - American Petroleum Institute
- ASTM - AMERICAN Society for Testing Materials

- ASME - ASME International
- ANSI - American National Standards Institute
- ISO - International Standards Organization
- IEEE - The Institute of Electrical and Electronics Engineers, Inc
- NACE - NACE International
- NFPA - National Fire Protection Association
- UL - Underwriters Laboratories, Inc
- ACI - American Concrete Institute
- AWS - American Welding Society
- GPA - Gas Process Association □

AUTOMOTIVE

Whether you're an Original Equipment Manufacturer (OEM), or a Tier 1 or Tier 2 supplier, IHS has information packages that can be customized to meet your specific needs to reduce costs and improve ROI.

IHS offers integrated information solutions that save you time and money through all phases of the automotive design and manufacturing processes. Our solutions can help you meet today's workflow challenges by bringing your corporate data together with OEM's data and industry standards.



IHS is the most comprehensive source for automotive information including: automotive standards and technical information including corporate, industry, national and international collections available through Vehicle Information Services (VIS). Access the most essential automotive documents needed at your site including:

- ASTM - ASME - AATCC - AIAG - DELPHI Automotive Systems - Delta Motor Corporation - FMVSS - Ford - GM -GMW - GM do Brasil - Holden Ltd - ISUZU - IEC - ISO - International Truck and Engine Corporation - Jaguar - OPEL - SAE International etc. □