

A look at what's happening in and around Denel



Denel Munitions' 40mm high-velocity grenades are used in a variety of automatic grenade launchers including Denel Land Systems' own Y3 AGL shown alongside and below.

40mm HV grenades are available in a number of variants including HE (high explosive) and PRAC (practice).

## CLOSING THE YEAR WITH A 'BANG'

by Sam Basch

**Denel Munitions was recently awarded a R200 million contract to supply the UK Ministry of Defence (MoD) with 40mm high velocity grenades.**

It could not have been more welcome: a substantial order for Denel Munitions, at the close of the calendar year.

The Western Cape facility replied to a request for quotation from the United Kingdom MoD for the supply of high velocity 40mm grenades. The requirement stipulated rather tight delivery schedules for significant quantities of high explosive dual purpose and target practice 'flash bang' grenades.

'Flash bang' grenades are differentiated from other target practice grenades by emitting a loud bang accompanied by a visible flash. This provides a more realistic scenario in training of grenadiers.

According to Mr Bruce Botma, Business Development Manager for the 40mm Product Group, Denel Munitions outlined several compromise options to best serve the UK requirement within the framework of prior supply commitments and capacity constraints in the 40mm production facilities.

Mr Thom Potgieter, head of Munitions Business Development, said the team worked hard to prepare an offer that would best satisfy the client requirements. In the end, it came together in a formal order from the UK MoD for more than half-a-million flash bang grenades to be delivered in monthly consignments till March 2009.



A visibly proud Denel Munitions CEO, Mr Monwabisi Kalawe, informed Denel Corporate office of the order amounting to around R200 million. "Thom and his team have done well," he said. He advised they would pull out all stops to deliver on time and to secure more of these quality orders. Denel Munitions indicated that there is also the possibility of further orders from the UK MoD.

Certainly an achievement that should be an example to all of Denel.

Congratulations!



**Like to know more?  
Contact:**

**Thom Potgieter**  
Group General Manager  
New Business Development & Sales  
Tel: +27 21 850 2007  
Fax: +27 21 850 2992  
Mobile: +27 79 871 4992  
e-mail: [marketing@dlswo.co.za](mailto:marketing@dlswo.co.za)