

# PROQUESTS

# MAGAZINE

January / FEBRUARY 2020



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# Fire-protection systems are essential for high-value mining assets

“It is essential” to undertake pre-shift and weekly inspections on mining vehicles that operate in demanding environments to ensure that the fire system is in working order. This is because mining vehicles such as excavators are high-value assets operating under harsh conditions where there is an inherent danger of fire, warns **ASP Fire CEO Michael van Niekerk**.



**ASP Fire CEO Michael van Niekerk**

During such an inspection, the technician needs to check that the fire protection system nozzles are still attached correctly, covering the high-risk areas effectively; that the blow-off caps are still on; and that there is

sufficient pressure in the detection line and in the system. Here ASP Fire can assist mining operations in mitigating any risk posed by fire, which affects productivity and profits.



The design and installation of a vehicle fire-protection system requires that mining vehicles are subjected to a Hazard Identification and Risk Assessment (HIRA) of potential fires. Each vehicle needs to be assessed carefully within its specific operating environment, in order to understand what hazards and fire risks that vehicle is exposed to. These range from excavators to haul trucks, and even drag lines.

Inherent fire risks include the turbochargers and brake system overheating, as well as high-pressure hydraulic systems and electrical equipment that may ignite a



combustible or flammable component of the vehicle.



ASP Fire designs systems to suit individual vehicles and their specific requirements. This means examining the conditions not only inside the vehicle, but also within the surrounding environment.

Although Dry Chemical Powder (DCP) extinguishers are highly-effective in fire-fighting, they offer minimal cooling properties. This results in re-ignition of flames, especially in liquid fuel and rubber fires, thereby increasing the risk of property damage and loss of life. The powder inside DCP extinguishers can also compact due to vibration when placed on a moving vehicle.

This compacted powder increases the risk of malfunction when activated. As a result, DCP extinguishers placed on mobile equipment need to be serviced more frequently. DCP extinguishers also pose serious operator and environmental hazards. When used in confined spaces, they can affect the fire respondents' visibility and capability to effectively suppress the fire, or to safely evacuate an area should the fire grow out of control.

A much more effective and 'greener' solution is water-mist special risk and handheld fire extinguishers. Utilising water as the main agent and nitrogen as a propellant, this handheld range is capable of extinguishing most types of fires, including rubber and plastic, diesel and petrol fires, and electrical fires rated up to 245 kV.

The atomised mist generated by the extinguisher increases the surface area of the water by more than a hundredfold. The micro-droplets rapidly turn into cold steam when coming into contact with burning or very hot materials, further increasing the surface area by 1 600 times. The endothermic reaction effectively cools down any hot surfaces in the immediate environment.

Not only is the fire extinguished, but any hot spots are cooled down without any thermal shock. The thermal heat radiation barrier created allows the operator to approach the fire without sustaining burns in order to deploy the extinguisher. A protection mechanism eliminates any false alarms. This consists of a heat-sensitive pressurised activation tube that requires heat to rupture and open a differential valve on the main cylinder to activate the system.

Another solution offered by ASP Fire is an Aqueous Film Forming Foam (AFFF) for fire-extinguishing and vapour suppression of hydrocarbon fuel fires. The AFFF blanket blocks oxygen supply

to the fuel, and cools any hot flammable liquid by effectively sealing the surface.

Connect with ASP Fire on Social Media to receive the company's latest news  
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#### **About ASP Fire**

ASP Fire operates across the entire African continent from its Gauteng base, providing professional, accredited fire risk management and support to its clients. ASP Fire designs, installs and maintains a full range of fire detection and suppression equipment suited to clients' needs. ASP Fire provides a holistic, proactive and preventative fire solution based on integrated fire risk assessment, training and consulting, with the installation and maintenance of fire detection and suppression systems that meet SABS,

NFPA, FPASA, FDIA and SAQCC standards.

#### **ASP Fire Contact**

Michael van Niekerk  
ASP Fire CEO  
Phone: (011) 452 2169  
Cell: 083 779 1701  
Fax: 086 505 1030  
Email: [michael@asfire.co.za](mailto:michael@asfire.co.za)  
Web: [www.asfire.co.za](http://www.asfire.co.za)

#### **Media Contact**

Nomvelo Buthelezi  
NGAGE Public Relations  
Phone: (011) 867-7763  
Fax: 086 512 3352  
Cell: 083 4088 911  
Email: [nomvelo@ngage.co.za](mailto:nomvelo@ngage.co.za)  
Web: [www.ngage.co.za](http://www.ngage.co.za)

#### **Publisher:**

**WOOTA PUBLISHERS t/a PROJECTS MAGAZINE**

#### **SOUTH AFRICA OFFICE**

Tel: +27 62 624 1801 Fax: +27 86 601 9195 62, 2nd Avenue,  
Houghton  
P.O. Box 92744, Norwood, 2117 South Africa

#### **KENYA OFFICE**

Tel: +254 70 155 2963 P.O.Box 178-20114, Kabazi, Nakuru, Kenya.

Email: [info@projectsmagazine.net](mailto:info@projectsmagazine.net) Website:

[www.projectsmagazine.net](http://www.projectsmagazine.net)

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# Barloworld Equipment officially unveils its unique new head office in Isando

**Johannesburg, 27 November 2019** - Barloworld Equipment officially unveils its unique new head office and flagship Caterpillar Earthmoving Equipment showroom in Isando today – in what is a distinctively designed campus of superb functionality, where form and function fuse throughout.

The new development for Barloworld Equipment consists of a head office and a world class showroom, housed in a series of elegant curved forms. The new campus, developed in conjunction with Eris Property Group, is currently under construction, with the showroom already completed and the head office completion date scheduled for end November 2019.



Front view of the showroom.



The showroom facing the highway for maximum exposure.

The project was conceptualised as a series of iconic buildings nestled in an indigenous landscape, with the showroom facing the highway for maximum exposure. "The new head office buildings through its forward-looking design will deliver a productive agile working environment dedicated to employee wellbeing ensuring the Barloworld Equipment staff are able to provide exceptional customer performance." states Emmy Leeka, CEO of Barloworld Equipment.



Rear view of the showroom.

The head office, comprising of two elongated buildings linked by an enclosed glazed bridge, consolidates all corporate staff into one cohesive team here. Its design also encompasses flush-glazed strip windows, creating a tasteful floor-to-ceiling contemporary look; while the prevalence of glass in both buildings also ensures maximum



sunlight, because of their purposeful North-facing orientation. This was mindful of green considerations, in minimising the need for artificial heating and lighting. And both the head office and showroom roof structures were designed to cater for photovoltaic panels.

In 2002, when speaking at the Barloworld centenary celebrations, the late President Nelson Mandela, described the partnership between the Barloworld Equipment and Caterpillar as “the builders of our economy” who helped “create the magnificent road network that connects places and people, to build dams for fresh water and to construct harbours and airports to open up South Africa to the rest of the world.”

It is this ethos of making a collaborative contribution to constructive human endeavour and the imperatives of nation-building, which this highly original head office campus visually represents. The new campus is a fully-functional, three-dimensional embodiment of the spirit of Barloworld Equipment at work – reshaping environments and building nations together – across the African continent and around the world.

Ultimately, the partnership that has provided the earthmoving machinery without which contemporary infrastructure could not exist since 1927, is now truly celebrated in a symbolic construction of its own.



Voluminous interior space created by the design.

The most immediately noticeable feature of the new Barloworld Equipment showroom structure, is its elongated front-facing bubble profile, inspired by the curved shape of the Caterpillar excavator tread. Not only is this an iconic visual tribute to the legendary earthmoving equipment showcased within, but it also allows this huge machinery to be comfortably exhibited in the voluminous interior space that this design creates.

Couple this with a vast glass façade, which makes the interior exhibit perfectly visible from the busy R24 highway outside, and this becomes far more than a cutting-edge combination of corporate head office and flagship showroom! It is one of the most monumentally attention-grabbing display cabinets ever built – exquisitely exhibiting the mammoth machines that practically build nations, through their role in construction, creation of transport routes and other infrastructure.

Internationally, Barloworld Equipment

is the official dealer for Caterpillar Equipment in numerous African countries, as well as operating in Europe and Russia. Here at home in Isando, South Africa, their head office building boasts a number of world-beating firsts. The showroom alone, is a first-of-a-kind in the country dedicated to heavy earthmoving equipment; and is split into two zones – namely “tyre” and “track” product categories – with both open and enclosed areas.



Heavy earthmoving equipment.

Here, the seamless flow of the building, which authentically mimics the characteristic contours of the equipment on display, makes for easy examination of, and direct interaction with, these vast machines. At the same time, the ubiquitous infusion of the brand aesthetic into all the interiors’ design and signage, creates the effect of complete immersion into the giant world of Barloworld Equipment and Caterpillar.

Of course, such a global showpiece exhibit of gigantic machinery in a seminal showroom, begs the question of how such huge apparatus can easily

enter or be extracted from this space. Which is why the building can claim a never-been-done-before international breakthrough; with a staggering 8.8m x 5.5m piece of the prominent glass frontage being fully retractable, via intricate motor-driven automation.

Indeed, the entire head-office and showroom complex is designed with this kind of finely-tuned fusion of form with function in mind. And while not necessarily being created as a green building per se, this too has been taken into account. All the essentials are in place for a 3-Star Green-Star rating, including roofs that are purposefully strengthened to carry a variety of photovoltaic panelling, as well as water consumption and waste management systems.

Leeka says” Ultimately, this beautiful behemoth is living testament to what happens when inspired combinations come together to co-construct the monumental and co-create the iconic. It stands as a definitive symbol, not only of the historic past that Barloworld Equipment and Caterpillar share, but of their future together as bulwarks of development, who can unleash the power to build nations and tangibly transform lives.”

### **More about Barloworld Equipment**

Barloworld Equipment is a Level 1 B-BBEE contributor and a division of Barloworld Limited, a multinational and distribution company listed on the



Johannesburg Stock Exchange.

Barloworld Equipment is the dealer for Cat earthmoving machines and Cat power systems in all its southern African territories – South Africa, Angola, Botswana, Eswatini, Lesotho, Malawi, Mozambique, Namibia and Zambia as well as in the Democratic Republic of Congo's Katanga Province (in joint venture with Tractafric Equipment) and in Zimbabwe (in joint venture with Zimplow).



Power generation - Diesel & HFO.

Additionally, Barloworld is the Cat dealer for Siberia and the Russian Far East. Other Barloworld Group divisions comprise Barloworld Automotive and Barloworld Logistics.

Find more at [www.barloworld-equipment.com](http://www.barloworld-equipment.com) and connect with us on LinkedIn, Facebook & Twitter.

## João Marques: It's Time to Negotiate for a Better Future for Africa's Energy Industry

If you go to Amazon.com to purchase NJ Ayuk's most recent book "Billions at Play: The Future of African Oil and Doing Deals", which you absolutely should do, you will notice that besides his previous book, "Big Barrels: African Oil and Gas and the Quest for Success", which I had the pleasure to co-author, most of the oil-related books suggested by Amazon have titles like "Cursed Wells", "Curse of the Black Gold", "Oil and Insurgency" and the like (these are all actual titles of books available on Amazon if you search for "African Petroleum").

This is hardly surprising. For the better part of the last half century, oil and gas has been portrayed over and over again as the source of all evil across Africa, responsible for instability, power struggles, poverty, death, pollution, corruption, etc. If this portrait really was the mirror of the truth, then African nations would be better off just living their oil and gas underground, but it isn't the whole truth.



When Ayuk and I started working on Big Barrels, back in 2017, when the oil price crisis was at its highest, we started out with a simple idea. A simple but very strong and compelling idea, that maybe this portrait that seemed so prevalent for so long might not tell the whole story, or even the bigger part of the story. So, we tried to look at it differently. If you read Big Barrels, you know what I mean. Throughout eight chapters we extensively document the best efforts made across the continent to develop, manage and monetize oil and gas resources. The success stories we uncovered focused on local content, on policy making, on environmental protection, on the structuring of a national oil company, on contract drafting, on civil society involvement, on capital resource management and use, etc. We looked around and saw that the story being told was not really telling what reality showed. It focused on the scandals, the negatives, the drama, and overlooked all the development, jobs and capital

the industry was bringing. It focused on the defeats and never on the victories. It was a different way to look at a story that had been told from a consistently negative angle for decades. It told a story of hope and optimism about an industry that had the promise to change African economies for the better.

Two years later, Ayuk is at it again, and this time he amped the game. Billions at Play does not tell the story of what good examples we had in the past anymore, it tells us how to shape the future for the better by making use of the resources we have. Few have Ayuk's industry experience and scope of vision, fewer have tried to promote that vision, none has been as loud about it.

Ayuk takes 20-plus years of experience as a successful lawyer in the African oil and gas industry, throughout which he was witness and participant in the shaping of some of the continent's



Most important energy deals, and drafts out a comprehensive map of what leaders, companies, deal-makers and citizens need to do to turn their oil and gas wealth into jobs, economic growth, power generation and better living conditions.



I do not intend to summarize here the extensive amount of knowledge and experience that Ayuk shares throughout the 250-plus pages of skillfully written and, at times, quite entertaining prose. But certain issues covered seem fundamental to me to highlight. First off, the solutions for Africa's problems, Ayuk argues, must come from within. Cooperation for development with supranational and international partners is great, and needs to be fostered, but only locally-developed solutions that combine in-depth knowledge of the challenges faced as well as the idiosyncrasies of the local culture and population can hope to succeed. The book gives plenty of examples of programs that failed because they were designed

abroad with insufficient knowledge of the situation on the ground, and of programs that succeeded because they were developed by Africans to fix African problems.

This idea is not only conceptually important, as it empowers Africans, but it also represents a call to action for African leaders. The solutions for their country's problems are in reach if they choose to make use of them.

From here the book focuses on enhancing oil and gas production to foster economic development. Improving the business environment by simplifying red tape, streamlining the negotiation and licensing procedures, promoting regular bidding rounds, implementing transparency measures, establishing a strong legal framework and attractive contract terms are all fundamental parts of attracting foreign investment that can help develop the industry. Ayuk covers each of these issues extensively, showing how different countries have found solutions that match the needs of their own markets and take advantage of the specificities of their own resources, from the cross-border development agreements between Senegal and Mauritania, to South Sudan's recent historic production sharing agreement that shows leadership and commitment in the aftermath of a deadly conflict with Sudan.

Beyond attracting foreign investment, Ayuk takes a close look at Nigeria's

marginal field development campaign, that offered local exploration and production companies the opportunity to develop assets that were too small for the majors, thereby developing profitable fields, contributing to the economy and gaining a new status amongst oil and gas producers. Angola's attempt to mimic these efforts is a clear demonstration of how African nations can learn from each other.

By enhancing production and streamlining resource management, African countries can finally have the capital to invest in industrialization and in the diversification of their economies, a goal that informs most of the lines of action suggested by the book.

And how should we power these industries and economies? Billions tells us the answer lies in the abundant, accessible and affordable natural gas reserves that dot the continent. Equatorial Guinea has already stepped up its game and is positioning itself to become West Africa's gas hub. Natural gas can power industries, produce electricity that will light the homes of hundreds of millions of people, feed a growing and profitable petrochemical industry across the continent and serve as an export to foreign markets, besides the fact that natural gas is the cleanest source of energy of all hydrocarbons, serving an

environmental purpose in itself. Unbundling national utilities and privatizing the power generation sector is another pillar in this path. Ayuk goes on, showcasing the need to integrate women in the oil and gas industry - how can we continue to snub half of the continent's workforce? -, the need to attract American companies that will partner and share knowledge to develop the industry, the need to invest in innovation and infrastructure, focus on education, improve Africans' negotiation skills and make use of the stand African nations have gained in OPEC and other international platforms. They are all fundamental, for they inform a pathway to constructive and wise management and development of the continent's resources to foster growth and improve people's lives. No other book has told the story this way, and no other has presented such a definitive analysis of the challenges and proposed concrete solutions for all of them.





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## Making empowerment work in the steel industry

**Creating and growing sustainable businesses is the only way to create the jobs our country needs so desperately. It's also the way to help a critical foundation of the economy become more dynamic and resilient. Please see opinion piece from Lenny Govender below.**

Small, entrepreneurial businesses are recognised as the engines of economic growth and job creation worldwide. Our own National Development Plan

aims to see such businesses provide 90% of the country's jobs by 2030—but we are making scant progress towards achieving that goal. Globally, SMEs provide 50% of jobs, with formal SMEs contributing up to 40% of gross domestic product. [1] Here, however, they account for only 28% of jobs.

All of this comes into sharp focus in the steel industry. Because its product is essential to all industries, an underperforming steel industry impacts

he whole economy. One direct job in the steel industry creates 13 jobs across its supply chain. And because steel is used in so many other industries, it also indirectly supports job creation beyond the steel industry itself.

As a major player in the steel industry, Macsteel has long recognised the need to help new entrants from disadvantaged communities enter the industry successfully. The immediate need is to create jobs, of course, but it's no secret that the industry, like the rest of the South African economy, is also facing severe challenges, chief among them stagnant demand and cutthroat competition from local suppliers. We need new ideas, new people in our industry to keep it competitive; we also need to nurture

new customers to buy our product. In any industry, a company is only as strong as the ecosystem in which it operates.

In response, Macsteel initiated an empowerment programme to help a new generation of customers develop and grow their businesses. Called Usizo, or Help, it aims to provide solutions to common barriers that hold smaller companies back, among them access to credit. This programme is the brainchild of Kim Allan, head of CSR, who started the programme in 2015. One of the things we learned early on is that it was important to identify companies with the potential to grow - in a sense, who deserve help. To assist us to evaluate potential candidate companies we developed an audit sheet that covers a range of criteria







that we believe demonstrate a company that is serious about growth and thus worth assisting. These criteria include whether the company has a bank account, undertakes audits, pays tax, has HR systems in place, follows health and safety procedures, offers training, has appropriate facilities and has basic marketing in place.

Companies that meet 75% or more of these criteria qualify to become Usizo partners.

Overall, our Usizo programme has helped create 180 new jobs and sustained 585 existing ones. In the process, credit of more than R100 million has been extended to SMEs in the steel sector.

An example will illustrate what all this means on the ground. Since 2018, Usizo has been working with Beake Engineering, an engineering services company based in the North-West, servicing the mining industry. They were the first Usizo client to score 100% on our audit, and we are working closely with them to assist them to develop their business.

As an Usizo company, Beake is assigned a dedicated senior sales manager who negotiates discounted prices and credit on steel purchases and expedites quotes. Quick turnaround is instrumental in allowing Beake to respond successfully to requests for quotations from its clients.

We are currently partnering with Beake to help it qualify to tender for a substantial project. One challenge is capacity, and Macsteel is providing assurances that it will provide support through, for example, cutting steel to size to reduce the strain on Beake's workshops. In addition, we have provided guarantees that our payment terms for the steel needed will be aligned with the project's payment cycle, thus reducing the financial risk.



## About Macsteel

Macsteel is Africa's leading manufacturer, merchandiser and distributor of steel and value-added steel products. With a proud history spanning 115 years, Macsteel Service Centres SA consists of eight business units and operates from a strategic network of more than 50 service

centres, branches and warehouses. It supplies the entire sub-Saharan geographic region with the broadest range of carbon steel, stainless steel, speciality steels, aluminium products and value-added processes to all industry sectors.

[www.macsteel.co.za](http://www.macsteel.co.za)

## Hulisani, energy investments, achieve 32% improvement for six months ended 31 August 2019



Thursday, 20 November 2019: Hulisani Limited (HUL), the JSE-listed energy investment company, today announced its interim results for the six months ended 31 August 2019.

The group has reported a reduced loss of R6.9 million for the current period compared to a loss of R10.2 million in the comparative prior year period - a 32% improvement in its results. Revenue for the period increased R1.7 million to R25.4 million from the prior half-year period, largely attributable to increased sale of electricity to Eskom by one of Hulisani's investments, Rustmo Solar Farm.

Significant fair value gains of R8.6 million were reported (2018: R2.5 million) on account of the valuation of the Avon and Dedisa Peaking Power Plants (held through an investment in Legend Power Solutions). In addition, Hulisani's put option in its GRI investment (South Africa's only operational manufacturer of wind towers) was recognised during the period, leading to the restatement of prior year results and an increase in net asset value.





**Marubini Raphulu Hulisani CEO**

Hulisani is an investment holding company that generates dividend income on its investments, which are largely focused on energy projects ranging from gas, solar PV, concentrated solar, wind and hydro in South Africa and in sub-Saharan Africa. Hulisani’s key portfolio includes interests in GRI Wind Steel, Kouga Wind Farm, RustMo1 Solar Farm; and the Avon and Dedisa Peaking Power Plants.

Commenting on the results, CEO Marubini Raphulu says that with greater certainty in the sector, Hulisani is focused on simplifying the business, building scale, and achieving growth over the long-term while containing costs. “The significant reduction in losses in a challenging macroeconomic environment and the R63 million

improvement in our net asset value point to prudent foresight in our investment negotiations,” he says.

Expenses for the period are R11 million higher at R45 million (2018: R34 million) due to a R17 million increase in credit loss provisions brought about by the implementation of a new accounting standard requiring the measurement of expected credit losses.

“This means that Hulisani has the capacity to manage significantly more transactions without a substantial increase in costs,” says Raphulu, “We are therefore in a position to take advantage of operational opportunities in line with our positive outlook on the energy sector and our robust pipeline of deals.”

[www.hulisani.co.za](http://www.hulisani.co.za)

# The African Energy Chamber launches its African Energy Outlook for 2020

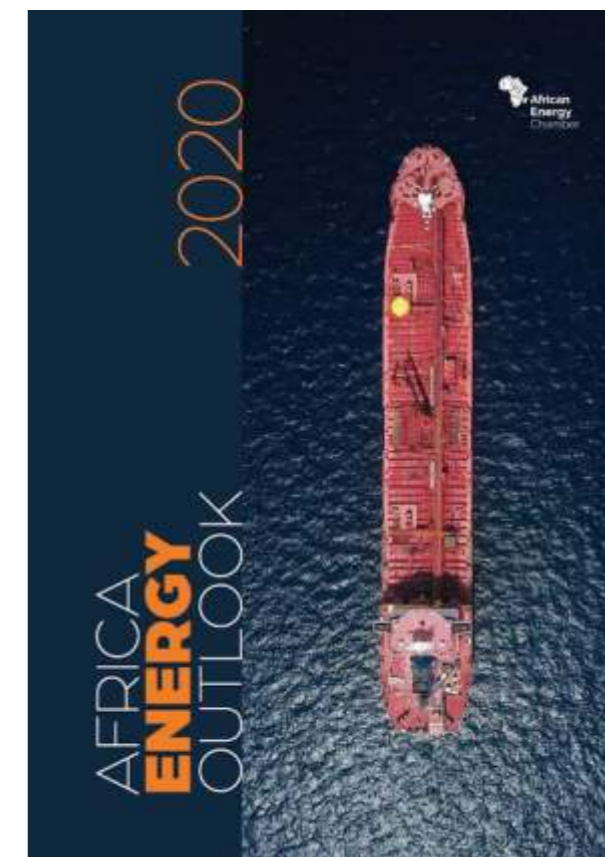
The African Energy Chamber is pleased to announce the launch of its inaugural African Energy Outlook for 2020.

Providing a thorough look at the continent’s oil and gas sector, the report analyses the state of the industry, highlighting current trends, opportunities, and key challenges and how they will impact the future of Africa’s energy and economic development.

With a focus on key strategic and operational developments for 2020, the African Energy Outlook forms part of the African Energy Chamber’s mission

to play an instrumental role in laying the foundation that will ultimately allow Africans to benefit from its resources for generations to come.

The report looks at key developments in major African oil and gas producers and offers key insights into the growth potential of the industry whilst examining the role of the public and private sector. It also includes the African Energy Chamber’s **Top 25 Movers and Shakers to Watch** list which profiles individuals who will play a big role in shaping the continent’s energy economy in 2020.





“We are delighted to announce the launch of the African Energy Outlook for 2020. This document is our analysis of where Africa’s oil and gas sector currently stands and our forecast of what 2020 holds. In it, we study key factors that will contribute to the growth and development of Africa’s oil and gas sector. This includes regulatory and strategic reforms, finance and trading, foreign participation in Africa’s energy sector and the role of gas developments on the continent,” said Verner Ayukegba, Senior Vice President of the Africa Energy Chamber. “This document is not a compilation of what Africa is doing wrong but rather what it has done right and how it can build on this to unlock greater opportunities for growth and investment,” he added.

The African Energy Outlook 2020 is now available for free download.

### About the African Energy Chamber

Determined to promote growth in the African energy sector. The African Energy Chamber encourages collaboration between businesses and

government and takes a leadership role in shaping policies, sharing best practices and using resources to create value.

For news and updates, follow our social media:

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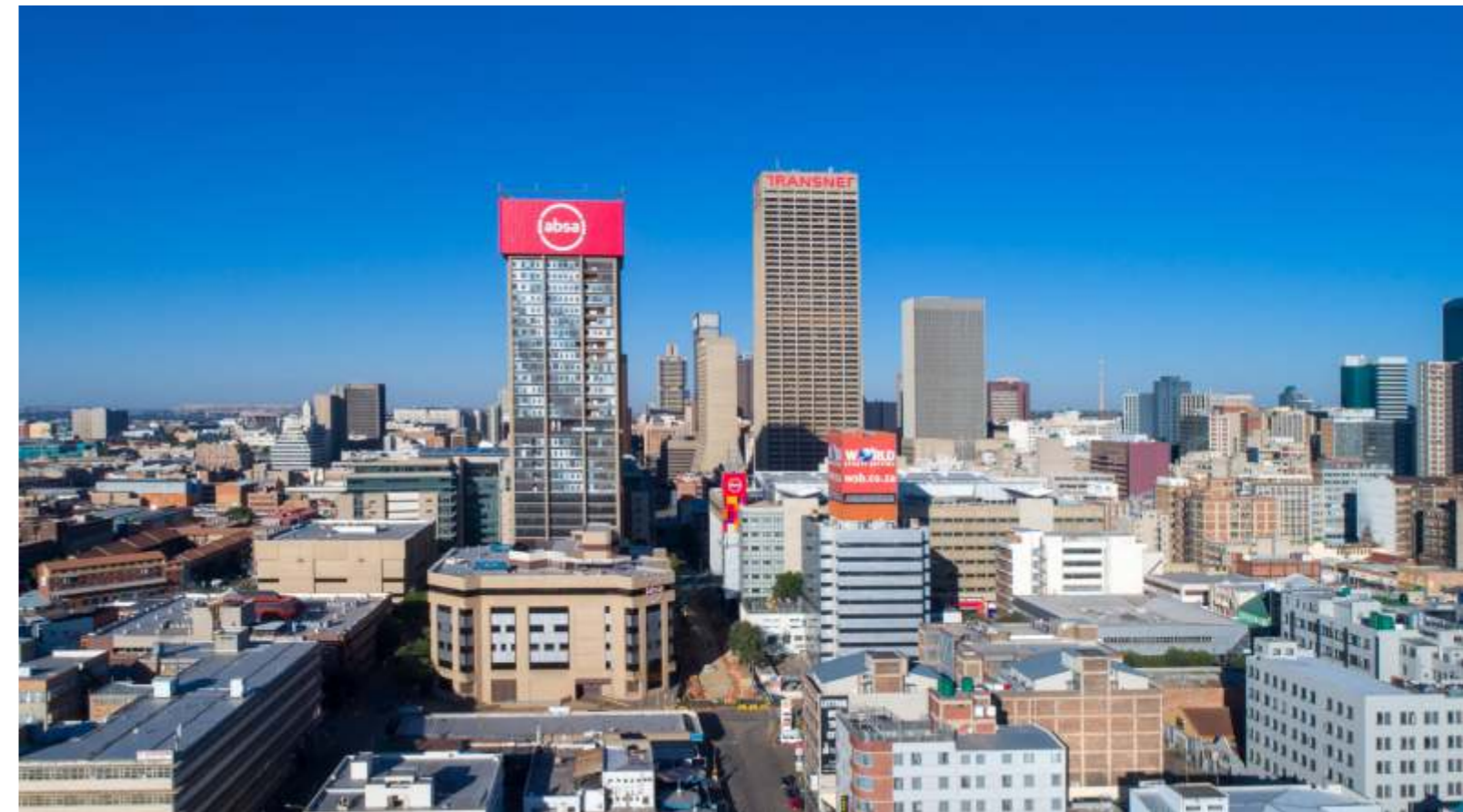
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# Jewel City and Towers Main are set to revive Joburg inner-city living in 2020



Diversity - view of Jewel City

The transformation of the city of Johannesburg will continue with a resurgence of life and community in its inner-city in 2020 driven by two major Diversity Urban Property Fund developments.

Residents have already started moving into the vibrant new live-work-play neighbourhood that has been created in inner Joburg as a result of two development projects, Jewel City precinct and Towers Main. Together these initiatives, which represent a

substantial investment, are changing the face of Johannesburg’s CBD.

“The market response from retailers and residents alike has been positive beyond our expectations, which reaffirms that Towers Main and Jewel City are ideally suited for what people want from inner-city living. There is no doubt that they are going to be the best place to work and live in Joburg central,” says, Derrick Pautz, Atterbury Development Manager.





Divercity - external view of the residential rental apartments

Divercity is a new property investment fund driven to renew and re-energise South Africa's urban centres by sculpting unique inner-city precincts. Its principal shareholders and stakeholders are Atterbury Property,

Ithemba Property and Talis Property Fund. Its cornerstone investors are RMH Property and Nedbank Property Partners. Divercity creates multifunctional, inclusive and diverse neighbourhoods with integrated commercial buildings and affordable residential accommodation.

Towers Main and Jewel City are two of its keystone projects within the Joburg inner city designed to rejuvenate their entire surrounding area as part of a wider neighbourhood development initiative. Towers Main is designed to connect with Jewel City which, in turn, connects to the vibey Maboneng. Running all the way through the three precincts will be a pedestrian-friendly walkway that is the length of some 10 city blocks, complete with street furniture, lighting and art.



Divercity-Aeria view of Jewel City

One of the city's 10 tallest buildings, surging up 140-metres, the iconic 30-storey Towers Main building in Johannesburg's ABSA Precinct is being renewed by Divercity. The significant investment is creating a unique mixed-use address that, from 2020, will help to meet the high demand for residential accommodation in the city with 520 affordably priced residential rental apartments.

ABSA, a key partner in this project, has leased back nine floors with 10,000sqm of office space in the redeveloped building. Absa commenced its move into Towers Main in December 2019, with the interior fit-out of its premises officially starting in January 2020 and its long lease commencing in April 2020.

The high-rise landmark, formerly only used for offices, has had its upper storeys converted into 20 floors of dedicated residential accommodation and recreation, which are being launched in phases. The first tenants started moving into the transformed building in December 2019 on the first levels to be complete, floors 10 to 14. The next apartments will be released in March 2020, followed by the final release of its units in June 2020.

Pautz notes, "The Towers Main redevelopment has been welcomed and received keen interest, including from Absa employees, so much so that

it is already ahead of letting forecasts. The product caters directly to the needs of its market."

Adjacent to Towers Main, the iconic Jewel City redevelopment is revitalising six city blocks at the heart of the former precious gems and metals trade that have been closed to the public for decades. Remodelling existing buildings and constructing 40,000sqm of new buildings, Divercity will reopen this space to the public as a thriving, modern inner-city neighbourhood. The Jewel City mixed-use precinct includes 1,200 new residential apartments in its first phase and up to 1,000 in its second phase.

The first residents have starting moving into the new apartments built on its roof and those on level six of the revamped block one building this month. Level five will become available in January 2020, with a new floor of apartments being released every month after that, until the building is completed in July 2020.

The structure of the new residential building, block six, has already topped-out and its apartments are being fitted out. It will be ready for its first residents from April 2020 and completed by July 2020.

The precinct will be rich in amenities. The development's first 14,000sqm of commercial space includes Curro, which will begin teaching at its new high school in Jewel City from 15



January 2020. The roof of Curro's building, Block 2, includes Fives Futbol's five-a-side football fields, which will be used by the school's students during school hours and operate commercially during non-school hours.

"We are delighted to announce that all retail space in the first phase of Jewel City is already fully let," reveals Pautz. Jewel City has attracted top-tier retailers like Shoprite, Shoprite Liquor, Shoprite K'nect, Pep, Pep Cell, Clicks, MedeServe, PostNet, Chicken Licken,

McDonald's and Steers and Debonairs in a combined store.

Marking the first phase of opening the long-closed doors to the Jewel City precinct, Fox Street will be reopened in January. And, making excellent construction progress, the developers confirm the precinct will be completed and live by June 2020, with the master programme for the precinct being orchestrated so that all six buildings of the first phase will be completed at the same time.

## Growthpoint Investec African Properties makes a significant leap in its acquisition trail in Africa

Growthpoint Investec African Properties (GIAP), the pan-African real estate investment business managed by Growthpoint Investec African Property Management, has significantly advanced the execution of its strategy to aggregate a quality portfolio of prime income-producing commercial assets in select cities across Africa.

GIAP, initially established as a joint venture between Growthpoint Properties and Investec Asset Management, announced today that it has successfully concluded the acquisition of 100% of RMB Westport

Real Estate Development Fund Limited (RMB Westport), the entity which houses the assets developed and owned by RMB Westport's inaugural property development fund.

This transaction follows the recently announced GIAP acquisitions of Achimota Retail Centre in Ghana and Manda Hill Shopping Centre in Zambia, which were acquired in June and July respectively of this year. The acquisition of the RMB Westport portfolio of assets is a significant leap for the business and gives GIAP an asset base of approximately US\$500



External view of the Manda Hill Shopping Centre in Zambia.

million and a presence across a number of Sub-Saharan African countries with the majority of exposure in key cities in Ghana, Nigeria and Zambia.

GIAP expects to announce progress regarding further acquisitions in due course.

In 2018, GIAP secured capital commitments of more than US\$212 million from several large institutional and international investors. The acquisition of RMB Westport has resulted in GIAP's initial commitments being fully invested, with the existing RMB Westport investors additionally having agreed to invest into GIAP as

part of the transaction, further boosting the market capitalisation of the business.

Thomas Reilly, MD of Growthpoint Investec African Properties, says, "GIAP has successfully concluded the acquisition of RMB Westport, which marks a significant leap in GIAP's evolution and undoubtedly positions it as one of the leading Sub-Saharan African firms in the industry. GIAP now owns 11 assets across four countries, with arguably some of the best performing landmark assets across both the retail and office sectors in the cities we are focussing on. These assets are predominantly well-matured and allows GIAP a significant amount of



relevance in these markets, however they still have capacity to allow GIAP to enhance and extract growth from assets with a high degree of resilience to differing market cycles.”



Thomas Reilly, MD of Growthpoint Investec African Properties

Reilly adds, “We are excited to once again take advantage of a highly attractive entry-point in the cycle, adding quality yielding assets in select cities to our asset base at competitive prices, which we believe have the potential to offer strong growth prospects. The business continues to enjoy significant momentum, and we expect this to aid in the delivery of sustainable long-term investor returns.”

GIAP is expected to support the development of capital markets for real estate as an asset class across the countries in which it operates, thereby contributing to the wide-ranging developmental impact which the real estate sector can have in such markets.

#### **Growthpoint Properties:**

Nadine Kuzmanich +27 11 944 6251

[NKuzmanich@growthpoint.co.z](mailto:NKuzmanich@growthpoint.co.z)

#### **About Growthpoint Properties**

Growthpoint provides space to thrive with innovative and sustainable property solutions. It is an international property company with assets on three continents and is the largest South African primary REIT listed on the JSE. It owns and manages a diversified portfolio of 559 property assets, locally and internationally, with its group property assets totalling R133 billion\*. Growthpoint is a FTSE/JSE Top 40 Index company, a Top 10 constituent of the FTSE EPRA/NAREIT Emerging Index and is in the FTSE4Good Emerging Index and FTSE/JSE Responsible Investment Index. Visit [growthpoint.co.za](http://growthpoint.co.za) for more information, and connect with Growthpoint on Facebook, Twitter, LinkedIn and YouTube.

# Atterbury’s Bo’Valon Mall in Mauritius opens to much excitement



External view of Atterbury’s Bo’Valon Mall in Mauritius.

Leading property developer and investor Atterbury has successfully completed the development of the MUR800m (R340 million) Bo’Valon Mall in Mahebourg on the island paradise of Mauritius.

Bo’Valon Mall is a joint venture development between Atterbury and EnAtt. The mall takes its name for the village it is in, Beau Valon, which means

“beautiful valley”.

The year-long construction project has created a shopping centre with 10,500sqm of gross lettable area. The top-notch development brings exciting and convenient shopping to the south of Mauritius in a mall that stands proud with the very best the island has to offer.



The development was delivered on schedule and opened its doors on 21 November 2019 with its official inauguration ceremony taking place a week later on 27 November.

Attracting strong leasing demand, the Bo'Valon opened fully-let with nearly 50 shops, restaurants and services. Anchor tenants are Kingsavers and Espace Maison, supported by fashion brands such as GoSports, Vesti One, Quicksilver, City Sports, and others.

Pieter Olivier, Development Manager at Atterbury, says, "Bo'Valon Mall is unlike anything the area has seen before. Apart from the shopping convenience, variety and leisure options it offers the local residents under one roof, I truly believe this mall has turned out exceptionally well."

Olivier adds, "This is a facility the local shoppers can be very proud of. Its development has been an immensely positive experience, and Bo'Valon Mall has been welcomed by Mahebourg locals who are delighted to have one of

the best shopping destinations on the island."

The development of Bo'Valon continues Atterbury's ongoing investment and confidence in Mauritius where it has established a formidable presence and track record, including the development of the landmark Bagatelle Mall of Mauritius.

This year, Atterbury is celebrating 25 years of developing prime office, industrial, retail, mixed-use and residential property across South Africa, the rest of the African continent and Europe.

Atterbury Property

Zahn Hulme, Head of Marketing

Tel: 012 471 1600

Website: [www.atterbury.co.za](http://www.atterbury.co.za)

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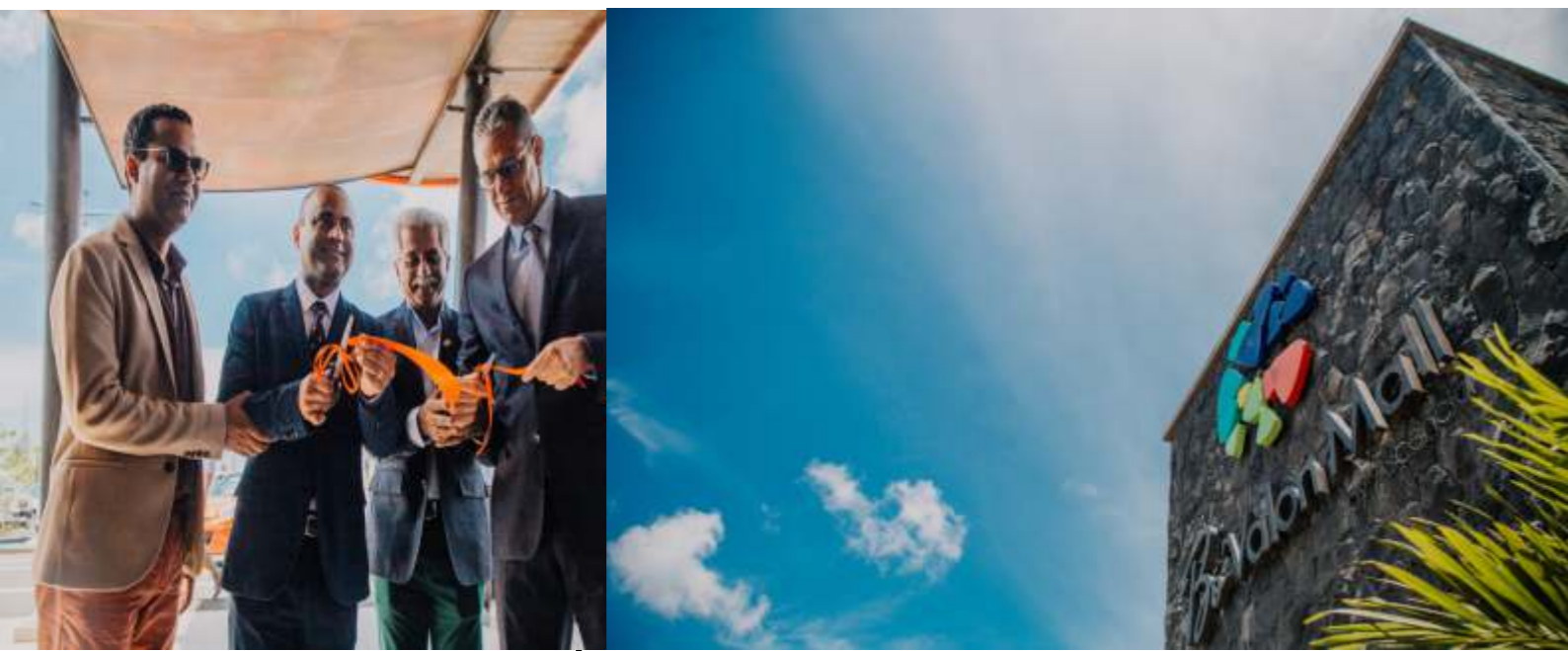
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# Emira completes its R210m The Bolton residential conversion in Rosebank

The development of Emira Property Fund's residential conversion, The Bolton, in Rosebank is complete after a two-year project, and its stylish apartments are already more than 95% let.

At the end of this two-year project, Emira is pleased with the results of its first foray into residential property. Ulana van Biljon, COO of Emira "The Bolton is certainly living up to our expectations for this landmark conversion. The letting, rental levels and overall management are doing well. By partnering on the project with leaders in the field, its ongoing success is ensured."

The chic urban lifestyle offered by The Bolton is the result of Emira's value-enhancing conversion of two Rosebank office property assets, which were consolidated into one and which Sasol occupied for many years. The JSE-listed REIT co-invests with respected hands-on specialists in their fields, and in the case of The Bolton residential conversion, Emira's partner the Feenstra Group added its residential development and property management expertise to the project.







The conversion into residential apartments came with a unique set of challenges, especially as work had to be designed around the constraints of existing structures. The phased construction programme also called for flexibility to minimise any unnecessary disruption to tenants as they started moving in and until the dust settled.

The Bolton stands out from other residential accommodation in Rosebank, offering all the amenities - swimming pool, cinema, meeting rooms, free WiFi and more - but with smaller units that come at more palatable rentals for many.

“The Bolton has resonated well with its target market of young professionals, by actively marketing the apartments on digital and social media, it earned strong interest and demand. It has attracted residents mainly in their early 30s from a range of professions from advocates and accountants to medical and health professionals, bankers and

business owners,” confirms van Biljon.

There are also a limited number of furnished, serviced units at The Bolton, specifically for corporate tenants in the area, which are proving popular.

Undoubtedly, The Bolton’s appeal also comes from its excellent proximity to a wide range of places of work and retail, commuter routes, the Rosebank Gautrain Station and amenities. Its on-site advantages are boosted by Rosebank being an attractive area to live in, with its vibrant shopping and socialising places.



The Bolton is an ideal residential investment for Emira’s criteria, it has the right location, the right size and the right market, and is proving to be a good investment that enhances Emira’s residential property investments,” notes van Biljon.

Based on the success of The Bolton, van Biljon confirms that it will consider similar investment opportunities as it is part of a diversified property portfolio strategy. “We continually evaluate our office buildings for value-add opportunities, including alternative uses and conversions, and to the extent that they meet our criteria then we will pursue accordingly,” she says.

Emira is a medium-cap diversified JSE-listed SA REIT that is invested in a quality, balanced portfolio of office, retail, industrial and residential properties. At 30 June 2019, its directly

held assets comprised 80 properties valued at R10.9bn. It also invests indirectly in 22 lower LSM shopping centres valued at R1.15bn through its exposure to Enyuka Property Fund. It also has a 34.9% holding in JSE AltX-listed Transcend Residential Property Fund. Emira is internationally diversified through its investment in ASX-listed Growthpoint Properties Australia (GOZ) valued at R759.7m, and its equity investments in nine grocery-anchored open-air convenience shopping centres with a combined value of USD75.9m through its USA subsidiary.

Emira Property Fund  
 Ulana van Biljon, COO  
 Tel: 011 028 3119  
 website: emira.co.za  
 Facebook: @EmiraPropertyFund  
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## AMSA's SALDANHA STEELWORKS: GOVERNMENT'S SOLUTION EVEN WORSE

According to the National Employers Association of South Africa (NEASA) CE, Gerhard Papenfus government wants to keep AMSA's Saldanha Steel plant open - at all costs

Over and above the 20 percent duties preventing the steel downstream from importing cheaper and better quality steel - which serves no purpose other than rapidly eroding South Africa's downstream manufacturing capacity and delaying AMSA's demise - the Department of Trade, Industry and Competition (DTIC) is taking its efforts to save an unsustainable enterprise to an unprecedented level.

The DTIC has announced that it has engaged with AMSA's management on support that could reduce costs in respect of, among others, electricity, water and rail tariffs. According to the DTIC this will have the effect of "providing considerable cost savings" to Saldanha Steel

"There is, however, no cost savings involved. Someone is paying. The DTIC solution is merely a subsidy. In the case of protectionist duties, the steel downstream is bearing the brunt. Cheaper electricity, water and transport, amounts to a 'dubbe-whammy' for the steel downstream. For the taxpayer, a subsidy simply amounts to supporting another Eskom, SAA (and

a multitude other failing institutions) - just another attempt at keeping a deceased institution on life support," says Papenfus.

When will we learn that, unless an institution can sustain itself and prove its worth, it is doomed - not if, but when. The help government is offering just delays the inevitable - in the process draining the fiscus.

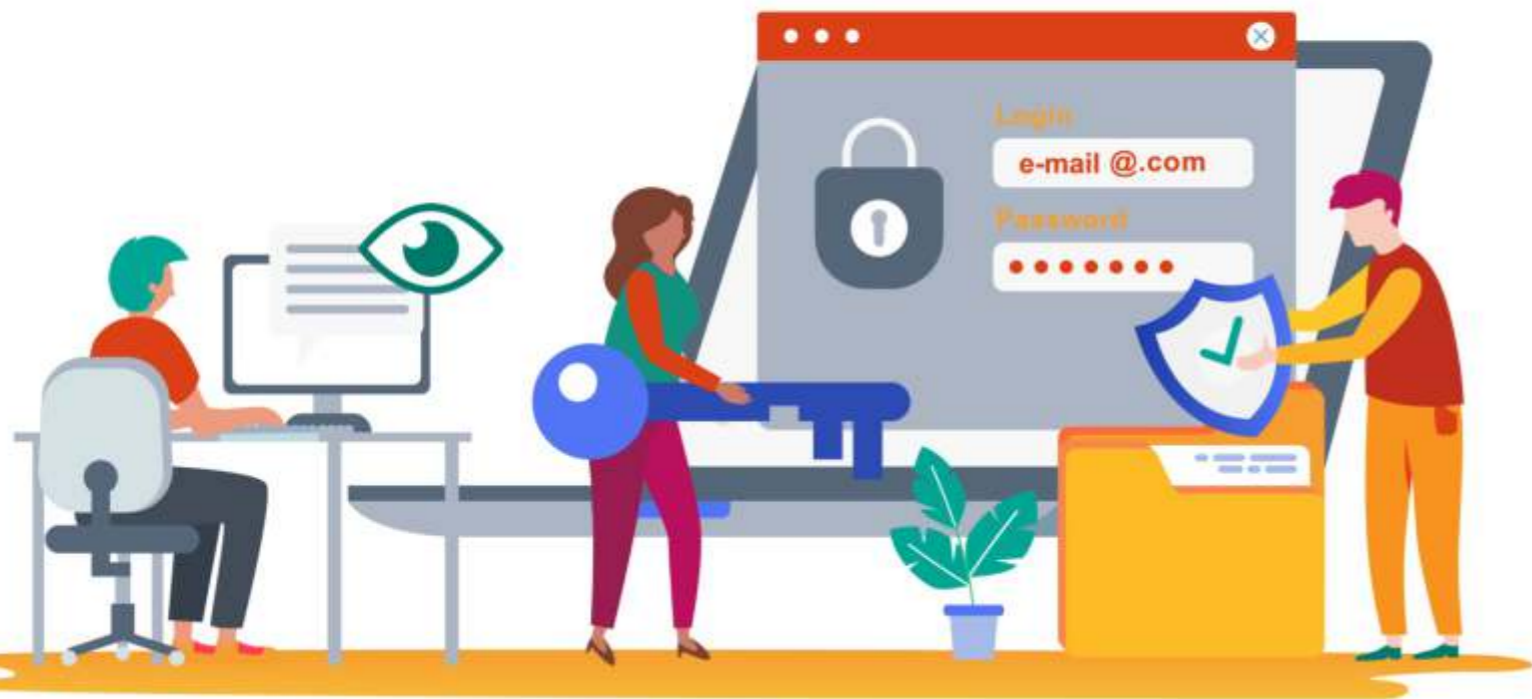
"AMSA itself has declared that Saldanha Steel cannot be run profitably and that the possibility of an outside buyer, coming to its rescue, is remote. Surprisingly, however, there is talk about just such a buyer which raises the concern that the plant will be offered with the advantage of protectionist duties, cheaper power, rail and water. If this is the case, South Africa would be locked in a deal that will have disastrous consequences for the steel industry and South Africans in general," he continued.

AMSA, instead of being a strategic asset, is a strategic liability. Unless a prospective buyer can prove that it will contribute to South Africa without protectionist duties and subsidies, the same scenario will play out

"We can only hope that good sense will prevail going forward", Papenfus



# Time to add a cyber incident response plan to your business plan



This time of the year is a boom time for cybercriminals. Consumers are shopping and transacting more. Shopping websites experience higher traffic volumes and process more payments than usual. Companies' security teams can often be understaffed or unprepared for the influx of spam and malware doing the rounds. Employees are also more likely to work remotely, which often include using unsafe connections to access company networks, like mobile hotspots or public WiFi. These factors make it a great time for perpetrating

cybercrime.

"Cybercrime and fraud usually spike this time of the year, running into the January lull and companies should not drop their guard with regard to security. Consumers and companies must be more vigilant over this period.

He says that as the cyberattacks increase in scale and frequency over public holidays and the festive season when most business-to-business organisations are not operating as

usual, cyber incident response plans become more critical to a company's cyber defences.

"Effective cyber incident response planning will place your business in better stead for handling and recovering from cyber incidents, and minimising their impact if they do happen."

He concludes with six tips for mitigating threats over the holidays and beyond:

**Understand your risk:** conduct an internal and external vulnerability assessment to know where the security gaps are in your systems.

**Stay up to date:** keep hardware and software protection tools up to date.

**Educate your people:** make sure that your employees are aware of cyber security risks, know your company's policies around security, and understand your cyber incident response processes. Employees need to know how to respond in the case of a cyber security breach. They should know what actions to take.

**Implement a cyber incident response plan:** this is key to managing and minimising the damage of a breach.

**Proactive Monitoring:** keep monitoring your systems to identify potential risks quickly.

**Learn from your mistakes:** use your incident response to improve overall security. This should form part of continuous evaluation of the security posture. Knowing where your risks lie and what the impact of the risks are, is

key.

About AVeS Cyber Security

AVeS Cyber Security is a specialist IT Governance & Architectural services consultancy that combines expert knowledge and services with leading technology products to provide comprehensive Information Security and Advanced IT Infrastructure solutions. Over the past 21-years, AVeS Cyber Security has strategically honed its solutions and services to help Southern African businesses future-proof their IT environments against the constantly evolving threat landscape while achieving their digital transformation aspirations. The company offers a leading portfolio of professional services, products, and training in security, infrastructure, and governance solutions. This year (2019), the company won four awards from some of the world's top technology vendors, indicating competency, strength, innovation and robustness in an industry that is fast growing in complexity due to evolving challenges, such as ransomware, advanced targeted attacks and the Internet of Things. The awards include Kaspersky's Africa Partner of the Year 2019, ESET Regional SMB Sales Champion 2019, ESET Product Champion 2019, and Symantec SMB Partner of the Year 2019. AVeS Cyber Security also received three new partner statuses, namely, Microsoft Gold Datacentre Partner, DellEMC Gold Partner, and Barracuda Preferred Partner.



# Green game-changers win Greenovate Property and Engineering Awards 2019

University of Pretoria and North West University

claim top honours at the Greenovate Awards



University of Pretoria is the winner of the Greenovate Property Award 2019 and North West University the winner of the Greenovate Engineering Award 2019.

The prestigious Greenovate Awards acknowledge outstanding leadership in environmentally innovative thinking for the built environment at university level.

The Greenovate Awards is a joint venture initiative between South Africa's forerunner in high-performance green buildings Growthpoint Properties and the Green Building Council South Africa (GBCSA).

Launched in 2015, this student programme aims to educate and reward the young minds and future leaders of South Africa for innovation and green building in the built environment.

This year Growthpoint and GBCSA have been joined by sponsors RMS Remote Metering Services, Aurecon, WSP and Ellies to deliver an initiative that is so much more than a competition; it is changing our built environment.

The programme has two streams: the Greenovate Property Awards - covering property studies, quantity surveying and construction management -



offered for the fifth time in 2019, and the Greenovate Engineering Awards – covering electrical, computer and electronic, civil and mechanical engineering - now in its third year.

This year, 18 finalists were adjudicated from seven universities around South Africa. The wide-ranging and visionary submissions varied from sustainable societies to greywater and energy storage solutions.

The winners were announced at a gala dinner in Sandton Central with keynote speaker Carla Sharpe, founding member of the SA Space Association and Women in Aerospace Africa, who is also responsible for business development at Africa's largest science undertaking, the Square Kilometres Array (SKA).

Greenovate Property Awards 2019:

1. Winners: The University of Pretoria team of Henno de Villiers and Liné Grobler supervised by Danie Hoffman, with their submission titled "Pushing back Day Zero - water-saving strategies for all". The team won R30,000 as well as the opportunity to present at GBCSA Conference 2020, local flights and accommodation included.

2. Second place: Neslon Mandela Bay University's Ashvin Managa with his submission titled "Implications of a natural ventilation retrofit of an office building", supervised by Chris Allen. The student won R15,000 as well as GBCSA Convention 2020 tickets.

3. Third place: The University of the Witwatersrand team of Ayanda Mhlanga, Binaica Dalpat and Mzuchumile Makalima, supervised by Rolien Labuschagne, with their submission titled.



# Kenya & Tanzania: Over 3 million people to benefit from African Development Bank's €345 million road construction support



Kenya and Tanzania will benefit from African Development Bank (AfDB) €345 million financing package for road construction support representing 78.5% of the total €399.7 million project cost.

Over three million people in Tanzania and Kenya will benefit from a US\$384.22mn financing package for road construction support, approved by the African Development Bank's (AfDB) board in Abidjan road af atr 16 DecThis first phase involves the construction of 175km of

road sections. (Image source: kolibri5/Pixabay)

The Bank's support for the Mombasa-Lunga Lunga/Horohoro and Tanga-Pangani-Bagamoyo roads Phase I, is in the form of African Development Bank and African Development Fund loans and represents 78.5 per cent of the total US\$445.14mn project cost.

The European Union contributed a grant of US\$33.41mn, 7.7 per cent of the total project cost, to the government of Kenya.



The road is a major component of the East African transport corridors network, connecting Kenya and Tanzania. Producers, manufacturers and traders will be able to move goods more quickly and cheaply. In addition, farmers and fishermen will benefit from improved access to local and regional markets and amenities, including better schools and health centres.

The road crosses regions with high rates of youth unemployment. In light of this, the project includes a

vocational training component for 500 unemployed youth (half of them women) to acquire marketable skill and improve their economic prospects.

The Bank anticipates that the intervention will boost regional integration by reducing transit times, facilitating trade and the cross-border movement of people, opening access to tourist attractions. The project will also link the ports of Dar es Salaam, Tanga and Mombasa, and stimulate the blue economy in coastal areas.

AfDB witnessed the signing of a US\$440mn agreement between Japan International Cooperation Agency (JICA) and the government of Kenya for the first phase construction of a bridge connecting Mombasa island and Likoni, a major international port area of East Africa.

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# Corobrik builds economic legacy through R1b in investment



As Corobrik readies its R800 million new mega factory in Driefontein for full production and begins to build a second new plant in KwaZulu-Natal, the brickmaker says it will see investment pass the R1 billion mark within the next two years.

Speaking at the second South African Investment conference last week, Chief Executive Dirk Meyer, told the high profile private and public sector gathering that the company had invested R550 million in its new Driefontein plant to date and would

inject a further R250 million into the project during 2020.

An additional R200 million would also see the company build a new manufacturing facility to the north of Durban to augment production at its current plant.

Following the conference, Meyer confirmed that the design work for the new R200 million KZN factory had already been completed and that negotiations were underway to purchase land for the new operation.



“What is particularly important about this project is that, whilst we are using German intellectual property, most of the building and construction is being done by South African companies,” Meyer said.

Corobrik currently operates 13 clay brick factories and 14 kilns countrywide. These produce a mix of plaster and face bricks for the residential and commercial markets. It also has two concrete operations in Durban which supply concrete paving and retaining walls.

Corobrik currently sells about four million bricks per working day.



As soon as the Driefontein plant is up and running, work will begin on the new KZN plant which would take about a year to complete and was likely to be in production by 2022, Meyer said.

Meyer said the project, which had gone extremely smoothly and would be delivered within budget and on time, had been largely financed from the essentially debt free company’s balance sheet.

About 1 000 jobs have been created during construction of the Driefontein facility with a further 60 permanent positions to be created as the factory comes on stream.

Also, 30 members of the local community have been trained and employed to lay bricks during construction, providing them with a marketable skill going forward.

Meyer said as an investor, Corobrik had taken a long term rather than a short term view and had faith in government’s strategies to turn the economy around.



# Construction of Durban's cruise terminal in South Africa begins



The project is a partnership between Transnet National Ports Authority (TNPA) and the KwaZulu Cruise Terminal (KCT) consortium – in which MSC Cruises holds a 70% stake with broad-based black economic empowerment investment company Africa Armada Consortium as the minority partner.

KCT holds a 25-year port concession from TNPA to finance, construct, operate, maintain, and transfer the facility. It is finalising the detailed design, and anticipated commissioning of the project is 2020/21.

The 4,516 m<sup>2</sup> cruise terminal will boast a host of green and energy efficient features, and facilities include a retail component and a multipurpose training, conferencing, and events space. It will be completed in phases and will eventually be able to accommodate two 91 m-long cruise vessels.

In addition, there will be parking for 200 vehicles with curbside drop-off facilities for 12 buses, dedicated baggage drop-off areas, separate screening and temporary holding areas, as well as separate passenger entry and exit points.

TNPA plans to commence construction on its own section of the promenade in the third quarter of 2020, which will connect to the new cruise terminal, allowing passengers direct access and connections to the central beachfront with relative ease and safety.

The sod-turning ceremony for the terminal on 16 November 2019 coincided with the arrival of the MSC Orchestra for the South African cruise season, running from November to April.

Meanwhile, TNPA has had its dredging vessel hard at work pumping sand along the new portion of the city's Golden Mile beach in anticipation of the influx of visitors for the festive season. Sand collected by the dredger during TNPA's routine harbour dredging operations is being discharged onto the new beach area from uShaka Beach southwards towards the harbour entrance.



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