

SEPTEMBER 2015

GAUTENG

FREIGHT & TRADING WEEKLY

ftw

**IS GAUTENG'S
GATEWAY STATUS OVER?**

**INFRASTRUCTURE
A HIGH PRIORITY**

**FIRING UP THE
CONSTRUCTION INDUSTRY**

with Ash Resources' Tshepiso Dumasi



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FIRING UP THE CONSTRUCTION INDUSTRY

Infrastructure development and industrialisation are high on the Ash Resources agenda.

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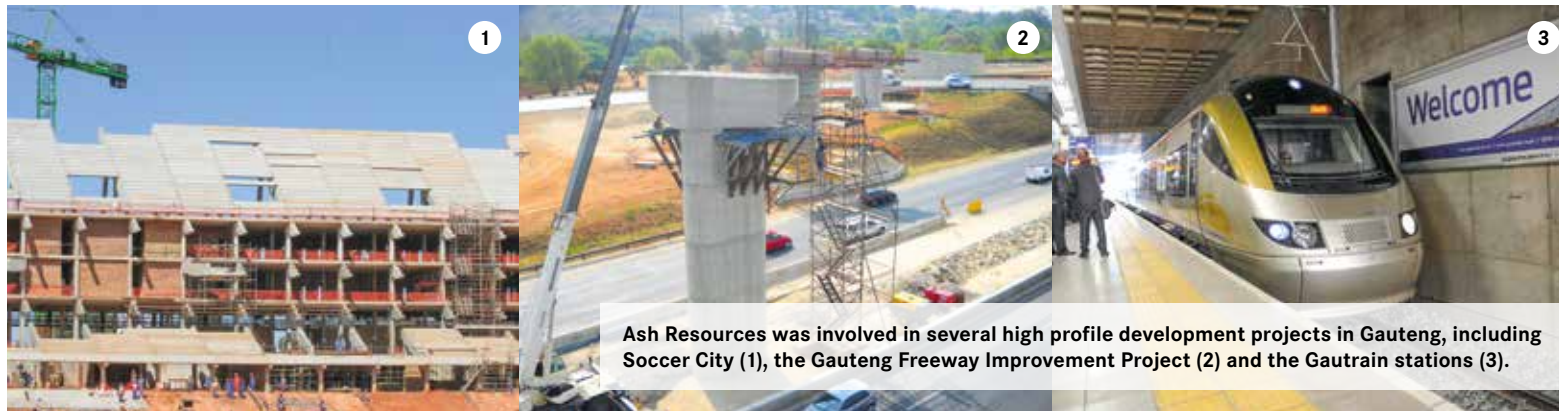
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Ash Resources was involved in several high profile development projects in Gauteng, including Soccer City (1), the Gauteng Freeway Improvement Project (2) and the Gautrain stations (3).

Firing up the construction industry

Fly ash producer helps build Gauteng

Adele Mackenzie

Ever wondered what happens to the ash from electricity utility Eskom's coal-fired power stations? The short answer is that it is blended with cement to create the high performance concrete used in the transport, water and power industries – including in the current construction of 561 kilometres of roads and major interchanges as part of the Gauteng Freeway Improvement (GFI) project.

Manufacturer and supplier of fly ash products, Ash Resources, was founded over 30 years ago by Eskom and some of South Africa's major cement companies when the need arose for the country to find innovative ways to dispose of the the natural ash created by burning coal for power stations.

Today, the Gauteng-based company forms part of Lafarge South Africa – a subsidiary of the international Lafarge Group – and its research and development team is still pioneering applications for fly ash, including its use in the production of plastics. It operates five strategically located fly ash processing plants, integrated with Eskom coal-fired power stations.

Tshepiso Dumasi, managing

director of Ash Resources, told FTW that 40-60% of ash could be used in cement to create high performance concrete, which made the local product more affordable and helped conserve limited limestone resources.

"It also helps to reduce the usage of scarce water resources during construction as, when combined with cement, it requires a lot less water," he explained, commenting that the demand for fly ash was therefore quite high.

However, it is a low value product and the logistics around it has to be managed carefully to ensure integrity

of the product and to keep costs down. Dumasi pointed out that ash, a bulk commodity, was expensive to transport and that it was vulnerable to humidity during transportation so it made "better business sense" to establish plants close to the coal-fired power stations.

"We therefore don't export the product beyond the Southern African Development Community (SADC) region but we have helped several emerging countries – including India recently – to establish their own ash plants," said Dumasi.

He added that the company's experience and expertise in fly ash meant that it didn't simply supply the product but that Ash Resources worked closely with

consultants, architects and civil engineers to create effective solutions for durable concrete that met the challenges in a wide range of projects.

"We have provided solutions on development projects as far afield as Dubai (for the Burj Khalifa) and on several iconic projects in and around Africa, including the Gauteng Freeway Improvement project, Soccer City in Johannesburg, the Katse Dam in Lesotho and the construction of the airport on the remote island of St Helena," said Dumasi.

The product is generally stored in bulk silos close to a coal-fired power plant and is transported either in bulk tankers or special bulk bags, usually on a flatbed trailer. "The bags have to be lined to prevent moisture from seeping in and damaging the product," he said, noting that due to the special packaging requirements, this was handled in-house.

According to Dumasi, one of the biggest challenges in transporting the product beyond South Africa's borders is the congestion and clearance issues at border posts. "Trucks are sometimes delayed for weeks, which increases the risk of

damage to the product," he said.

Keeping costs down with over-border shipments is also a challenge but with several mining and infrastructure developments taking place in SADC countries – especially Zambia and Namibia – the transporters can often bring back another commodity, such as copper out of Zambia, for another client on the return trip.

"We also tend to use a variety of different transport companies as we like the flexibility that comes with that. Plus it spreads the opportunity further, especially for black economic empowerment (BEE) companies," said Dumasi.



Gauteng's gateway status into Africa is over

Liesl Venter

The African continent is fast evolving and the role of Gauteng as a gateway into Africa is over.

According to Duncan Bonnett of Whitehouse & Associates, while the province remains the undisputed gateway into southern Africa, the same can no longer be said for the continent at large.

"Gauteng as the economic hub of South Africa was the gateway into many of the African regions for a long time, but even in southern Africa this is starting to change," he said. "It is no longer even the gateway into countries such as Angola."

He said the developments on the continent were happening so quickly it had become a far easier environment to work from.

"Doing business in East Africa for example no longer needs to be driven from South Africa. It can easily be done from Addis Ababa in Ethiopia, Dar es Salaam in

Tanzania or Nairobi in Kenya."

The same can be said for West Africa with developments in areas such as Dakar in Senegal and Accra in Ghana leading the way. North Africa has historically had very little dependence on South Africa anyway and the impact of a province such as Gauteng on decisions and developments in the region have been insignificant for the most part.

"Not only has there been real political stability in many of these countries but they have also seen phenomenal growth and maturity which is leading to the arrival of multinationals on their shores – and this is no longer being driven from South Africa," he explained. "These are world class multinationals – be it in the extractives industry or hotels and tourism."

He said a lot of procurement was still being done from Gauteng to areas such as Katanga in the DRC. "That is a domain where we continue to play a role and also where South African companies are very strong and have a lot of

linkages, but as far as the East, West and North are concerned the impact of South Africa has significantly diminished and will continue to be."

Whilst Gauteng – thanks to its infrastructure in the financial and manufacturing sectors – has historically been an important continental player, the attention has moved away as countries in Africa have started to create environments where there is no longer the requirement of a third party involvement.

"Companies can now head directly to Ethiopia or Ghana. They no longer need to first establish a Gauteng base and then scope and strategise from there – and they are increasingly doing just that and heading directly to the countries they are targeting for business," said Bonnett.

And with many countries showing far better economic growth than South Africa there are far better business propositions to consider.

"Regionally Gauteng is also

going to start losing ground as developments unlock new opportunities and new supply chains," said Bonnett.

Developments around corridors and transport routes such as the Nacala corridor, the Beira corridor and the Lobito corridor are also diluting attention away from areas such as Gauteng.

"And in regions where we have had a strong presence, such as Katanga in the DRC for instance, we can expect some changes. One will be able to get goods into Katanga far more easily through Dar es Salaam than Durban in the future. There will be fewer stops and fewer blockages. The same will happen once the Lobito corridor is up and running. The links with Angola will diminish even more."

He said taking the high cost of logistics in Africa into consideration, it simply made no sense to use the port of Durban, transit goods to Gauteng and from there distribute into southern Africa going through five, six border posts at a time.

SA needs to get more serious about Africa

International companies are fast unlocking the opportunities in Africa and are not necessarily doing it from what has traditionally been the gateway into the continent – Gauteng.

"South African companies in the private and the public sector on the other hand are not taking Africa seriously enough and are relying on the old ways of doing business," says Duncan Bonnett of Whitehouse & Associates. "The changes that are happening are significant. Countries are developing new corridors and investing in infrastructure."

Bonnett says unless companies – specifically those in Gauteng – don't react to these changes they will simply be left behind.

"Yes, there are several Gauteng-headquartered companies that

are very successful in the African market and are going across borders, prospering and turning challenges into opportunities. But there are also many companies that do not particularly want to be engaged in this market – and if one takes the domestic economy into consideration then we have to be looking at Africa and become far more active on the continent."

His advice is simple enough. "Roll up your sleeves and get stuck in. The quicker the better. The rest of the world is doing it already. The changes happening

in Africa can be seen on just about every level and not only in the big cities. We are seeing more and more developments in secondary cities."



“

The changes are significant. Countries are developing new corridors and investing in infrastructure.

– DUNCAN BONNETT

He said construction of roads, railways, ports and airports was clearly a priority while red tape and bureaucracy were being addressed.

"Operating conditions are becoming easier every day. A few years ago it would

have taken a day to travel the 300km between Lubumbashi and Kolwezi as the highway was nothing more than a farm road," he said. "Now it takes no

more than three hours or so to travel the same distance as the road has been upgraded."

Bonnett said as infrastructure continued to improve the movement of goods in southern Africa would also start to change. "The cost of logistics in South Africa is a further concern and the reason why there is this movement away from Gauteng. Why bring it in from Durban to Gauteng before moving it further onwards when it can come just as easily from other ports such as Mozambique?"

He said the reason for moving cargo through Gauteng – the lack of regional infrastructure – was fast changing and would start to impact more and more on local Gauteng companies.

– Liesl Venter

UPS units installed at traffic lights

Road agencies in the Johannesburg and Tshwane metropolitan areas are reportedly installing uninterrupted power supply (UPS) mechanisms on traffic lights as a counter-measure to power outages in the cities.

A total of 40 uninterrupted power supply systems have already been installed in Pretoria and 200 in Johannesburg.



This statement by the Johannesburg Roads Agency (JRA) follows a report in the Sunday Times newspaper which highlighted that four of Johannesburg's major roads – Beyers Naudé, William Nicol, Witkoppen, and Malibongwe Drive – registered an average of 182 traffic light outages per month. This affects arterial roads out of Gauteng as well, causing further delays in the



movement of goods out of the province.

Traffic FreeFlow, a company which deploys points guards in the event of an outage, reported close to 45 000 deployments in Johannesburg and Pretoria in 30 months (to the end of June 2015).

According to Traffic FreeFlow about nine out of 10 cases related to outages caused by faults, cable theft or power cuts.

LIGHTS OUT

Arterial roads in Gauteng which have seen the bulk of faulty lights over the past 30 months include:

Rivonia Road – 1 446 incidents

The M1 – 1 188 incidents

Grayston Drive – 757 incidents

Empire Road – 693 incidents

Heidelberg Road – 514 incidents

Source: Traffic Free Flow

Upgraded northern corridor road launched

Last month saw the launch of Johannesburg's newly upgraded K46 road (William Nicol highway) into a triple carriageway. The second phase, linking it to the N14 freeway, will be launched within this financial year.



Gauteng Premier David Makhura, speaking at the launch, said that the R422- million project formed part of the Gauteng Department of Roads and Transport's objective to improve the northern corridor.

"The developers of Steyn City – which is set to be the largest parkland residence in Gauteng, located off the William Nicol highway – injected one third of the funds

into the multi-million rand project, while the remainder has been part of the budget of the Gauteng Department of Roads and Transport," explained Makhura.

Gauteng MEC for Roads and Transport, Ismail Vadi, said: "This is a high traffic volume road that needed to be upgraded to facilitate ease of movement and it reflects the provincial government's commitment to promoting safe transport."

He said that the project also

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This reflects the provincial government's commitment to promote safe transport.

– ISMAIL VADI

included the demolition of the existing Jukskei River Bridge and construction of two new bridges crossing the Jukskei River.

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Infrastructure is high priority

Liesl Venter

Gauteng is fast-tracking the roll-out of infrastructure programmes across the province.

According to Mbangwa Xaba, spokesman for the Gauteng department of infrastructure development (GDID), there is renewed vigour in delivering infrastructure in line with the goals of the National Development Plan.

“Infrastructure is a key priority for local government which hosted the first Gauteng Infrastructure Investment conference (GIIC) this year. This event, which will take place annually from now on, focuses attention on the development and upliftment of the province and its infrastructural components,” he said.

Gauteng has taken an approach that will see the five different corridors in the province developed

through spatial reconfiguration, the revitalisation of township economies as well as major investments into infrastructure.

“This will be done hand in hand with the private sector,” said Xaba. “The fact is the public and private sector – along with local municipalities – are all going to have to work together to reach the goals set for the province. Several flagship projects have been earmarked and are receiving attention, one of which is the rejuvenation of the inner city.”

He said this priority was not only about arresting any further urban decay but also about enhancing the economic value of the city.

The inner city forms part of the central development corridor that is being established as the hub of finance, services, ICT and pharmaceutical industries.

The Eastern development

corridor comprising the Ekurhuleni Metro has been identified as the hub of manufacturing, logistics and transport industries, while the Northern development corridor, anchored around Tshwane, will incorporate the automotive sector, research, development, innovation and the knowledge-based economy.

Plans are afoot to create new industries, new economic nodes and new cities around the Western and Southern corridors.

Xaba said there was a real understanding within government structures of the huge investment required to achieve the vision of transforming Gauteng into a globally economic, competitive region, making it necessary for the public and private sector to work together as the benefits would be felt all round.

Furthermore, the provincial government has also put in

place various mechanisms to raise and coordinate alternative funding for strategic infrastructure projects.

Chief amongst these mechanisms is the Gauteng Infrastructure Financing Agency (GIFA), which will play an active role in priority economic sectors like manufacturing, real estate, transport and logistics, green economy and energy.

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‘Economic powerhouse’ moniker unlikely to change

Gauteng’s pivotal role as the economic powerhouse in southern Africa is expected to remain undisputed for many years to come.

With more than 70% of companies – both local and multinational – still preferring to have their headquarters in the province, it contributes heavily across several key areas including financial, manufacturing and transport.

According to Duncan Bonnett of Whitehouse & Associates, the province is an important player in the region for most sectors. “With the exception of the petrochemical industry that is largely being centred around Saldanha in the Western Cape, and the renewable energy sector being driven from the Western Cape, Gauteng remains the place where decisions are made both from a local and regional perspective.”

Bonnett said a lot of project activity was also driven out of Johannesburg, in particular as

this was still the headquarter hub for most foreign multinational companies. Even though the province is completely landlocked and at least 500km from the nearest port this is not a scenario that will necessarily change anytime soon.

“Gauteng remains the place where decisions are made. So companies may not be establishing their manufacturing sites here any more, but they are definitely still taking all of their strategic decisions from the province,” said Bonnett. “It is also the place from which they are developing their southern African strategy, and so taking this perspective into account, Gauteng remains very relevant as a province.”

Gauteng continues to be responsible for at least a third of South Africa’s GDP, has the highest per capita income, the highest disposable income and the highest literacy rate in the country.

- Liesl Venter

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Predictability is key to growth and investment

Liesl Venter

Lack of predictability remains one of the biggest challenges facing business in Gauteng. “The lack of certainty makes it very difficult for business to plan for the future,” says Joan Warburton-McBride, CEO of the Johannesburg Chamber of Commerce and Industry. “Local business has to cope with volatile labour relations, low productivity levels, skills shortages, interrupted electricity supply, global competition, changes in government regulations and an exchange rate that is under stress.” At the same time there is increased competition for local and foreign direct investment – including from Cape Town, Lagos and Nairobi – as South Africa and Gauteng are no longer recognised as the only

or main gateways for investment into South Africa and Africa, respectively. “On the other hand, for certain industries such as transport and fast moving consumer goods (FMCG) Gauteng will always have an important role to play

because of its geographic location and comparatively advanced infrastructure networks,” said Warburton-McBride. “At the same time Gauteng remains one of the most resilient business destinations – certainly on the African continent and potentially in the world.”



“



The lack of certainty makes it very difficult for business to plan for the future.

– **JOAN Warburton-McBride**

But, she said, in light of the many challenges facing business it cannot be stressed enough that there needs to be more open engagement between government and business. “It is necessary to get all parties ‘singing from the same hymn sheet’ of continued and sustainable growth in the province and the country,” said Warburton-McBride. “The Chamber has a long history of providing a forum for interaction between government and business. JCCI provides a conduit through which business can provide input and through which government can interact directly with business. It is encouraging to see that the province’s leaders have recognised the opportunity and have developed long-term visions and strategic plans.”

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New turnaround depot set to rev up Gauteng business

Cross-border project transport specialist Image Freight is set to grow its Gauteng customer base with the opening this month of a turnaround depot in Roodekop.

It adds significant muscle to the company's service offering, says director Anthony Sivalingam, and is an essential element of its cross-border armory.

"When you're based in Durban, running a cross-border operation, it's essential to have a Johannesburg depot. We'll bring in imports from Durban, stage them in our yard and clear them and then the truck will go back."

The Johannesburg depot is very similar to the Durban facility, with a workshop, operational facility, training facility and management and driver accommodation. A warehouse is on the planning boards

for later development.

Without doubt 2015 has been a tough year, says Sivalingam, but next year will be better, he told FTW.

Economic peaks and troughs are part and parcel of the business landscape. "There are cycles of good and bad – and during the bad times you need to consolidate."

It's a philosophy that's worked well during the company's 15-year history which has seen the fleet grow from one-truck and one-trailer when

it started in 2001 to 60 trucks and 140 trailers today.

Its one-stop operation includes not only transport but clearing and forwarding and bonded warehousing facilities at its Durban base. Daily services cover Zimbabwe, Zambia, Botswana and Mozambique for project and general cargo.

"What makes us different is

our all-encompassing service. For example, if there's a new mine being set up, we can do the whole turnkey operation from A to Z.

"We can clear the cargo, get it out of the port, stage it and arrange the transport. Transport is just one element of the comprehensive service we offer."

Operating cross-border is not without its challenges, and policy changes and labour issues related to customs and drivers require constant attention.

"We have runners in Zambia and Zimbabwe and our own office at the Beitbridge border in

order to facilitate swift processing of customs documentation."

For Sivalingam it's about having the right structures in place, manned by competent staff. The Johannesburg depot adds a key component to the company's

comprehensive service portfolio and it will be marketing the new facility aggressively as it vies for a greater share of the Gauteng market.

- Joy Orlek

“

What makes us different is our all-encompassing service. For example, if there's a new mine being set up, we can do the whole turnkey operation from A to Z.

– ANTHONY SIVALINGAM



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Joy Orlek

With less than a month to go before Ziegler ZA moves into new premises in Spartan, the company has brought another major customer on board – specialising in safety and allied products for the mining industry. “They’ll have a dedicated area in the warehouse and we’ll do the import and distribution of the product,” said chief operations officer, Paul Lawrence.

Ziegler’s new facility will treble current warehousing capacity and dedicated space is already at a premium, Lawrence said.

Dedicated space has been allocated to several global customers in the energy sector and the first shipments are due to arrive in South Africa later this month.

“We’ve often had warehouse opportunities but have had to turn them away because we haven’t had the facilities. We can now offer an all-encapsulating service with our warehouse capability providing the opportunity to grow our clearing and

Dedicated warehousing capacity snapped up

forwarding business,” said Lawrence.

And while warehousing itself is not always a particularly lucrative sector, it’s the spinoffs that create opportunity – feeding into Ziegler’s wider 4PL strategy.

There’s no denying that 2015 has been a difficult year but the company’s significant investment is a vote of confidence for future growth, says Lawrence.

However, one of the major issues that has stunted growth and that needs to be addressed, in Lawrence’s view, is load shedding – a sentiment shared by the rest of the business world and one of the factors contributing to South Africa’s waning status as the gateway into the continent.

“But Gauteng remains the business hub of South Africa – and a distribution centre for cargo moving

north to Africa,” he said.

“Infrastructure upgrades at ports on the continent are challenging Durban’s premier role and without some urgent intervention we could see shippers routing their cargo through other African countries, using the likes of Maputo port.”

But for the moment it’s full steam ahead for Ziegler as its Gauteng growth strategy takes shape.

“

We can now offer an all-encapsulating service with our warehouse capability providing the opportunity to grow our clearing and forwarding business.

– PAUL LAWRENCE



Salaries reflect tough economic environment

South Africa’s bleak economic outlook has taken its toll with a number of companies retrenching as a cost-saving imperative in a tight economy.

“We have seen candidates relocating mainly from Durban to Johannesburg in search of positions,” said Lee Botti & Associates director Kim Botti. “And with fewer

jobs available many people are struggling to find employment.”

The majority of vacancies are recruited in this region, she said, and the oversupply of candidates for not enough jobs is reflected in levels of salary and increases.

“There have been indications of candidates accepting positions at lower salaries than previously, just to secure employment.

Salary increases, meanwhile, are generally in the 6-7% range,” said Botti. “Some organisations have not been in a position to provide increases, while others have given 2-3% when inflation is currently sitting at 5%.”

With desperate times calling for desperate measures, in the recruitment industry this

often results in misrepresentation of credentials. It’s been rife in the public sector with several prominent public sector figures being caught short.

“As industry specialists we have built good relationships with our candidates and clients over the past 38 years and this assists in checking people out,” said Botti.

“The checking and pre-screening of candidates has become more critical. As a recruitment agency we have seen how important these checks are, in particular obtaining the right reference checks. Many organisations are becoming quite thorough in checking they have the right candidate for the job and have taken on personality profiling, emotional intelligence and integrity testing, reference checks

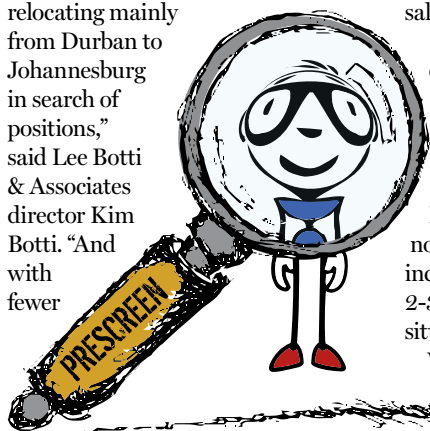
and criminal checks,” she said.

The bottom line for most companies in a challenging market is skills, she added.

“Clients want qualified candidates with stable track records who can jump into the role and immediately become productive. They no longer have the luxury of seeking potential,” she said.

With companies cutting down on training in order to cut costs, Botti believes the few learnership opportunities available play a key role in bringing in new talent and increasing the skills pool.

“Learnerships offer the opportunity for youngsters to gain training and exposure in the industry at entry level,” Botti said.



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State-of-the-art depot opens in Gauteng

This month sees the opening by Image Freight of a state-of-the-art turnaround depot in Gauteng – a worthy celebration of the company's 15th year in business. And it's been 15 years of solid growth for the specialist cross-border project transport operator, launched by director Anthony Sivalingam in Durban in 2001.

One of the non-negotiables at Image Freight is integrity, says Sivalingam, and that's the cornerstone on which the business has been built. A self-confessed control freak, Sivalingam sets the bar high for his staff and customers, and this has been a crucial element of the company's growing success.

"We're well entrenched in the Durban market but we've never had our full share in Gauteng," says Sivalingam. "Our new depot puts us out there. "It replicates the Durban facility with a workshop, an operational facility, training room, management quarters and driver sleeping quarters. The only difference is that currently it doesn't have a warehouse which is on track for future development."



Anthony Sivalingam



From one truck to 65

In 2001 Image Freight bought its first truck and trailer. It now has 60 trucks and 140 trailers providing daily cross-border services to Zimbabwe, Zambia, Botswana and Mozambique for general and project cargo. "I never expected the business to grow to this size, but as each year went by we expanded our fleet – and that growth is all built on reputation. We've never had a marketing department – our track record speaks volumes."

Much more than a transporter

Being able to provide a turnkey solution to its customers is what sets Image Freight apart from its competitors. "We're not just a transporter," says Sivalingam. "We have a clearing and forwarding division, bonded warehouse and we own our own trucks. That pretty much sums up the logistics industry. And not only does it offer the customer a one-stop shop, it also cuts out extra charges levied by the middleman if the services are outsourced."

Where to from here?

There's no denying that 2015 has been a tough year for all industries – and transport and logistics is no exception. "But we're upbeat about the year ahead and will apply the philosophy that has worked for us up to now – consolidation in the bad times so that we're ready for growth when the economy turns." And with the new facility in Gauteng up and running, Image Freight is more than ready!



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Celebrating 15 years

Joy Orlek

Speedy transit on Durban-Jo'burg route

CFR moves closer to creation of virtual bond store in Durban

As the freight forwarding industry increasingly buys into the concept of a one-stop service for its groupage shipments, independent NVOCC and depot operator CFR Freight is recording growing volumes on its Johannesburg-Durban route.

"We are running multiple daily trucks both north and southbound between Johannesburg and Durban," managing director Martin Keck told FTW. "This is due largely to the success of our ZacPak depots combined with our growing LCL volumes."

"Because of the volumes we're moving," said ZacPak managing director Willie Nel, "we're able to utilise our vehicles at optimum level and offer highly competitive rates."

"From arrival in Durban, including all public holidays and weekends, irrespective of the nature of the cargo, whether there have been NCRS or other customs stops, we are maintaining a three-day transit time to freight available in Johannesburg. And that three days is more like 2.5 if SA Revenue Service stops are excluded," said Nel.

The company is also moving closer to the creation of a virtual bond store in Durban which will be up and running shortly.

"The application has been submitted and it will soon be in play. It's a high priority but requires some IT development before it can be finalised," said Nel.

In a separate development, ZacPak is also in the final stages of developing a container unpack depot in Port Elizabeth, and has identified Coega as the most suitable location.

CFR's overborder market is showing equal growth with steadily

increasing demand for road transport into neighbouring and landlocked countries, said Keck. "We are well placed to handle all the key destinations – Namibia, Botswana,

Zimbabwe, Zambia and Malawi."

On the airfreight side, the Gauteng market – headed up by Jay Cameron – has been recording good growth said airfreight general

manager Stephen Bishop.

"We have improved our airfreight export offering by including all small, narrow and wide body carrier options wherever applicable into all of our destinations that we publish

on a monthly basis. This gives our clients easy access to the maximum dimensions an aircraft will permit to ensure they are using the right pricing. We will be improving on this further by including the departure days of all flights and consolidations – along with transit times – thereby giving our clients all the information they need to make an informed decision when booking their export cargo.

"Airfreight imports are also on a growth trajectory," said Bishop, "with our German, USA and Chinese routes among the top performers."

"Rebecca Foster was recently appointed as our first dedicated route development consultant for airfreight to focus on growing our relationship with our AirCargo Group partners overseas."

“

We are maintaining a three-day transit time to freight available in Johannesburg.

– WILLIE NEL



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Totally paperless warehouse ‘not impossible’

As the environmental lobby gains momentum, the advent of the totally paperless warehouse is not as impossible as it may sound, says Anthea van Breemen of Macro 2000. And nor is it necessarily an expensive option.

“Radio-frequency Identification (RFID) is here and can achieve that paperless warehouse environment, but bar code scanning is still the less expensive option.”

According to Van Breemen bar code scanning has long been the performance booster of the warehousing



industry, possibly more so in cold storage, and can be used very successfully across the supply chain – even in container tracking.

“Bar code scanning gives you better accuracy through elimination of human error, versatile, rapidly available information, and data integrity. Scanning improves inventory control when used correctly as every movement in or out of the warehouse, cold store or container depot is recorded at actual inventory item

and not the planned item,” she explains. “What happens in non-scanning environments is that the planned inventory item cannot be located, so a similar item is dispatched, but the original is taken off the computer system. With bar code scanning, planning is just that, a plan to move specific inventory items,

but at dispatch the actual items moved are scanned and the system is updated with the correct inventory leaving the premises.”

Van Breemen says bar code scanning also improves the speed of transacting, with variance reports for checking and balancing before closing off any documents and updating inventory.

“We have taken this a step further and moved towards eliminating paper even more. Forklift truck drivers now have



tablets in their vehicles. Instructions for picking or to put away are automatically sent to their devices. These are listed by priority, where a priority can be changed or re-organised by the

“Radio-frequency Identification (RFID) is here and can achieve that paperless warehouse environment.”

– ANTHEA VAN BREEMEN

operations manager should this become necessary instead of giving them instructions on paper.”

Automatic emailing of all documents and reports, she says, has long been an integral part of the Macro 2000 software, all of which contributes to a paperless environment.

-Liesl Venter



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Photo: Wikimedia

Nelson Mandela Bridge, Johannesburg.

Big bridge upgrade

The Johannesburg Roads Agency (JRA) is spending billions of rands this year to resurface roads and upgrade the city's bridges.

These include the Oxford, Federation and double-decker bridges on the M1 and M2 and

the Nelson Mandela, Booyens Road, Queen Elizabeth and Le Roux Avenue bridges in the city centre.

In addition, R50 million has been allocated to the resurfacing of the M1, while R10m will be spent on improvements to the M2.

Gauteng expansion on the cards

Liesl Venter

Wine logistics specialist JF Hillebrand is set to expand its reach in the beverage sector and this requires a strong presence in the Gauteng market.

The Stellenbosch-headquartered company, already active in the Cape beverage sector, has firm development plans for Gauteng.

"We have specialised in wine and spirits, but as an addition to our current portfolio we are developing the same expertise in the beverage sector in Gauteng," said managing director Marliese Martin.

She said a number of options were available to the company in the development of its Gauteng presence.

"It is crucial to the success of any endeavour that the business fully understands the nature of the

market it is entering – and that is where we are at the moment when it comes to the Gauteng beverage market," she said.

Whilst the company already has representation in the area it is now about growing and developing that in the most strategic way. "We expect to see brand association in Gauteng grow."

JF Hillebrand hopes to increase its footprint through this new strategy. The company has a reputation for developing partnerships based on a mutual understanding of the client's business needs, said Martin who believes that the Gauteng beverage sector will benefit from the company's expertise.

"Our global footprint also ensures effective and on-time international information, knowledge and services," she said.



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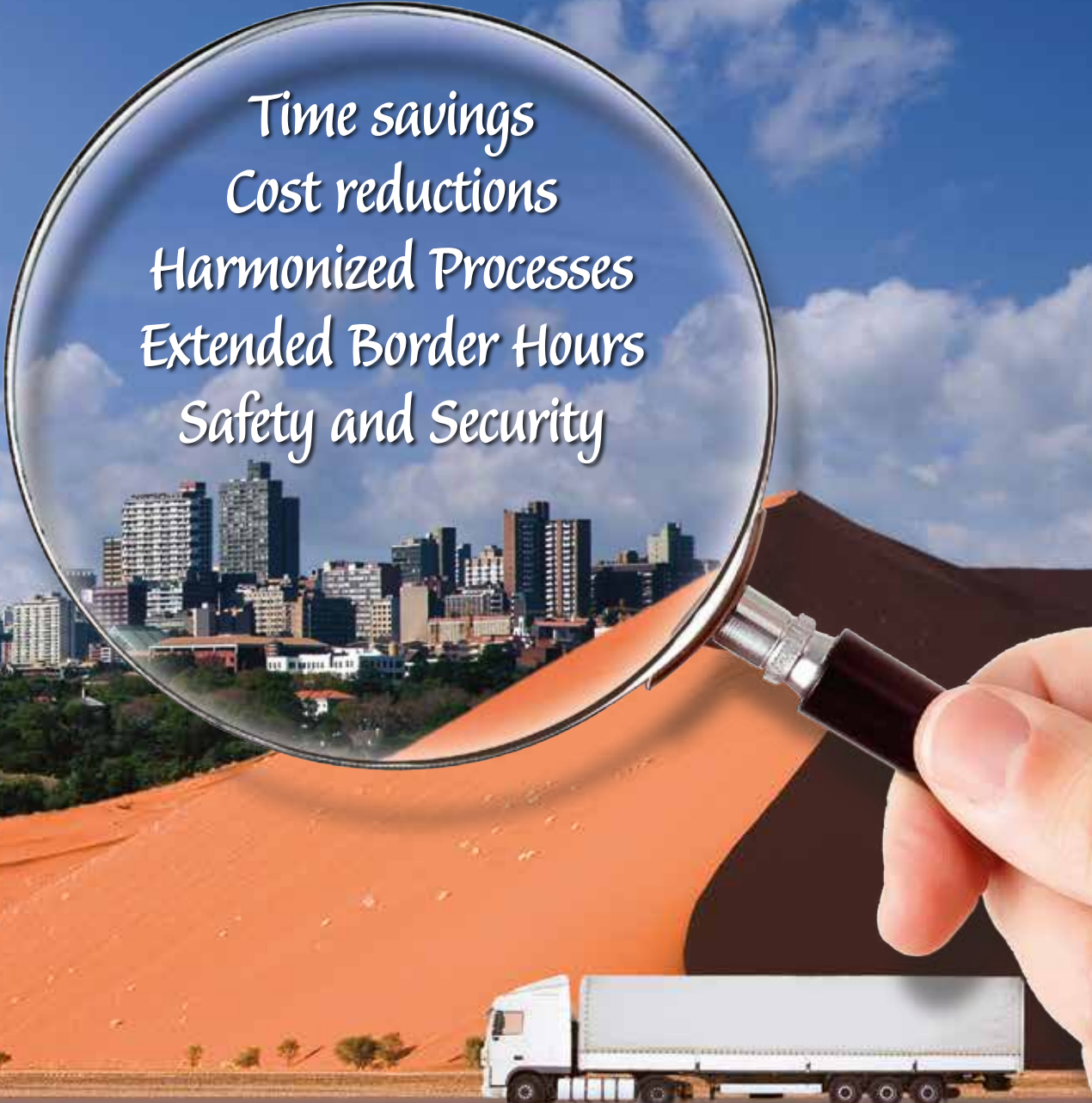
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Logistics company celebrates 30 years in SA

Adele Mackenzie

Global logistics company Leschaco – with its headquarters in Bremen, Germany – is celebrating its 30th year in Gauteng with a strong growth outlook, despite current national and global economic challenges.

“Following a major restructuring process in 2012, we are pleased to say that we have achieved 15% growth in the 2014/2015 financial year, with a projected growth of 6% for the 2015/2016 period,” said Leschaco COO Oliver Oestreich, adding that this positive projection was subject to several unforeseen factors, including a volatile economy. “But so far 2015 is going very well, so we are positive and happy to be back on track after our restructuring.”

He commented that challenges such as increased competition – especially from larger players who have better liquidity – could be overcome by ensuring a consistently good service and building strong relationships. “Furthermore, Europe’s economy is getting stronger and the fact that we have a powerful



Positive growth ahead ... Oliver Oestreich; Marklin Naidoo and Jörg Conrad.

Photo: Shannon Van Zyl

foothold on the continent counts in our favour,” added Oestreich.

Jörg Conrad, CEO of the owner-managed company, said that there was a lot of investment in the automotive sector in Gauteng – particularly from Europe – which provided good opportunities for growth, including in the chemicals sector. “A lot of chemicals are used in the manufacturing of cars as well, which has further boosted demand.”

Leschaco’s strategic location in Gauteng – the gateway business hub of sub-Saharan Africa, according to Conrad – also allows

the company to take advantage of opportunities further into Africa. “There is increasing demand for logistics services into West Africa, especially for mobile and electronics products,” he said.

Managing director of Leschaco South Africa, Marklin Naidoo, added that the company would further boost its growth by introducing a full logistics service – from storage and warehousing to distribution. “There has been increasing demand for that and we are prioritising the development of this,” he said.

Emerging markets invest in Gauteng

Gauteng saw foreign investment from 13 global companies – mainly from emerging markets – during the 2014/2015 financial year.

Announcing the province’s financial results earlier this month, Gauteng MEC for Economic Development, Lebogang Maile, said that the Gauteng Growth and Development Agency (GGDA) had facilitated 13 investments mainly from China, followed by India, Brazil, Russia and Portugal.

“These investments are in agro-processing, property development, business process outsourcing and green energy,” said Maile.



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Gauteng cannot develop in isolation

The Gauteng province – which has a more than R1.6-trillion infrastructure deficit – cannot develop sustainable infrastructure and grow economically without synergies with its African neighbours.

“As much as our efforts seek to position Gauteng as a globally competitive city region, this does not imply that our province and our country deem themselves a competitor to our African counterparts. Instead, we view our position as being one of the rock-beds and launching pads on which Africa’s growth and development can be taken to even higher levels of production,” said the Gauteng head of department: infrastructure development,

Bethuel Netshiswinzhe, speaking at the Infrastructure Africa conference held at the Sandton Convention Centre earlier this month.

Gauteng premier David Makhura said recently that Gauteng would need more than R1.6 trillion over the next

15 years to respond to social and economic infrastructure requirements. He

pointed out that the provincial government had been mobilising support for the private sector to invest in its five economic corridors – Central Development Corridor (Johannesburg), Eastern Development Corridor (Ekurhuleni), Northern Development Corridor (Tshwane), Western Corridor (West Rand), and Southern Corridor (Sedibeng).

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There are 159 mines in the Gauteng province



A fifth of South Africa lives in Gauteng – around 12.7 million people.



Gauteng generates at least a third of the country’s GDP.



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Four principal languages are spoken in Gauteng – English, Afrikaans, isiZulu and Sesotho



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Safmarine ups its game in Gauteng

Adele Mackenzie

Safmarine Southern Africa, a division of the Maersk Group, has seen “much better than expected” import volumes to South Africa for the first six months of the year – largely driven by increased local consumer demand and Gauteng’s booming automotive sector.

“Exports remain below expectations, despite the weak currency, but this market is driven by the mining commodities

which are under pressure,” said Dirk Hoffmann, managing director of Safmarine Southern Africa.

He told FTW that Gauteng, as the “powerhouse” of the South African economy, had a significant impact on import and export volumes and where the country was likely to see

the most growth “if we can harness the full potential of our people and resources”.

Hoffmann commented that the province remained an important gateway to the landlocked countries of southern Africa – Zimbabwe, Botswana, Zambia and Malawi –

but added that for the hinterland beyond South Africa’s borders there were alternative ports, including Walvis Bay, Maputo, Beira, Nacala and Pemba.

“There are ongoing investments in these ports and improvements in road and rail

links to the markets in southern Africa. For Gauteng to continue to have a strong influence in the region it requires more investment in infrastructure for the future, from both business and government (local and national),” said Hoffmann.

According to him, Safmarine’s

focus is still to have representation in the same locations from which its customers operate, which makes its Gauteng office particularly strategic from a customer service and sales perspective.

Lizanne Ferreira, who has been with Safmarine for a number of years, was recently appointed as regional sales manager for Gauteng. “It is important to have sales people and customer experience teams to interact with the business decision-makers in Gauteng and find ways of growing our businesses together,” said Hoffmann.

He said Safmarine had launched a major restructuring process last year, which it was still implementing this year. “We believe that the key differentiator in the market is our level of service and the overall experience our customer receives.

Getting better at what we do to support and assist our customers is the main reason we get up in the morning,” said Hoffmann, adding that the company continued to roll out new systems and processes

to improve the customer experience.

Safmarine will celebrate 70 years of shipping in Gauteng next year.



“
It is important to have sales people and customer experience teams to interact with the business decision-makers in Gauteng.

– DIRK HOFFMANN

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Shipping line pushes better connectivity

The Mediterranean Shipping Company (MSC), in conjunction with MSC Logistics, has been working with Transnet Freight Rail (TFR) to promote and improve rail transport times and increase volumes to alleviate road congestion.

“Gauteng contributes 10% to South Africa’s total gross domestic product (GDP) and a high proportion of business majors are based in Gauteng, thus exercising control over significant cargo volumes,” said Mike Van Hear and Alex Ferrari of MSC Johannesburg, commenting that improved connectivity from ports to Gauteng was a key trade facilitator.

Furthermore, MSC Logistics has invested in more trucks

and equipment which will help strengthen MSC’s through bill of lading and one-stop-shop strategy and meet increased demand for sensitive cargo, specialised project cargo and out-of-gauge cargo.

“Just-in-time cargo is also a rapidly growing trend and the new investments will boost our service offering around that as well,” said Van Hear.

He pointed out that MSC’s strong presence in Gauteng ensured that it was well placed to grow exports into the “ever-growing” African market.

As part of this strategy, the company recently launched a new route from Durban to West Africa via Lomé, providing a more direct service in the West African region.

“
A high proportion of business majors are based in Gauteng, thus exercising control over significant cargo volumes.”
– MIKE VAN HEAR

Gauteng’s challenges

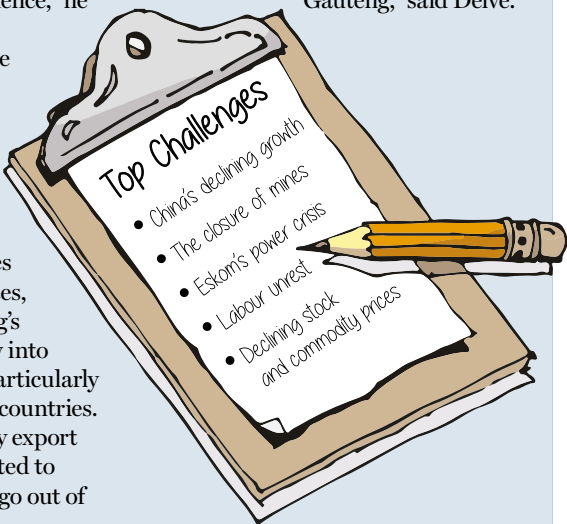
To facilitate trade and ensure economic growth in Gauteng, service delivery in all aspects of transport has to improve, said Glenn Delve, national commercial director of MSC.

“We also need to see improved confidence in the reliability of our labour force which will provide stability and improved global trade confidence,” he commented.

Furthermore, the recent decline in commodity prices in South Africa and around the world, as well as the ongoing possibility of strikes due to wage disputes, may erode Gauteng’s status as a gateway into southern Africa, particularly for the landlocked countries.

“Generally, many export customers have opted to transport their cargo out of

the neighbouring landlocked countries into Gauteng for packing and then onward to port for loading. However, we’ve noticed recently that with the price increases of fuel and labour, many products are being routed via Mozambique and Namibia. This has impacted volumes directly for South Africa and Gauteng,” said Delve.



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Auto sector's import imbalance hampers growth

Building skills to bridge the gap

Gauteng's automotive sector is growing due to increased foreign investment but the import/export balance is still heavily in favour of imports. This needs to be urgently addressed if the province's ambitious plans for reindustrialisation are to be realised.

"Only 35% of the components and parts used to manufacture vehicles in South Africa are produced locally while the other 65% are imported from various parts of the world," said Gauteng MEC for Economic Development, Environment, Agriculture and Rural Development, Lebogang Maile, at the launch of the province's Trade and Investment Strategy last month.

According to him, Gauteng automotive companies spend nearly R8 billion per annum on imports of automotive parts, components and accessories. "This is potential revenue for the

province which needs to be kept in-house," he said.

According to Maile, the Automotive Industry Development Centre (AIDC) automotive supplier efficiency programme remains a "vital component" of government's plans to ensure the industry's expansion with increased local manufacturing.

"Twenty two component suppliers will be enrolled for training on quality, costing, productivity improvement and supply stability during this financial year (2015/2016) and small, medium and micro enterprise (SMME) companies engaged in the manufacturing of bumpers, foundry consumables,

seatbelts, windscreens, airbags and moulded plastic components have been targeted for this programme," he said.

Maile pointed out that his department had invested "heavily" in training and skills development to ensure improved local industrialisation. A total of 1 595 people will be trained at the Gauteng Automotive Learning Centre during this financial year," he said.

Another highlight this year has been the launch of South Africa's second automotive incubation centre, in partnership with Nissan, which has paved the way for eight black-owned SMMEs to supply parts and components for the Nissan Pick Up truck which is due for production in 2018.

"An investment of R22 million was secured from the Jobs Fund for this project," Maile said, adding that in addition Nissan would be investing R200 million in this project.



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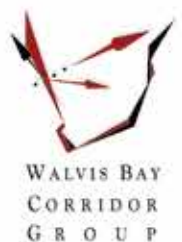
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