

# COMPANY PROFILE

## SARILI CONSTRUCTION



2017

# ABOUT OUR COMPANY

## INTRODUCTION

Sarili is an established, independent, BEE level 3 verified mining, construction and project management company. The vast experience of the Managing Director, Mr. Gcobani Nyabaza, in the construction and earthmoving industry and a close association with other companies, allows Sarili the ability to provide efficient cost-effective solutions to clients in many sectors. The project experience extends from road building through to large earthmoving applications within the mining environment.

## COMPANY BACKGROUND

Sarili Construction was formed in 2007 as a Close Corporation with four members under Gcobani's leadership. Operations commenced late in 2007 with the support of Barloworld Equipment and WBHO Construction. In 2009 Sarili Construction was converted to a Private Company ((Pty) Ltd and) and has grown from strength to strength.

Over the last five years, work has been completed at Mogalakwena Platinum Mine, Bedford & Braamhoek dams in joint venture with WBHO & Concor.

Sarili has an asset base in excess of R15 million and is continually looking to expand when sustainable opportunities arise. The company is very dynamic and flexible with regard to its operations. Sarili currently employees > 120 people, and have the ability to upscale its operations within a few years, should there be the necessity to do so.

Gcobani comes from the Eastern Cape, and completed his primary education in South Africa, before moving to England for high school and his Tertiary education.

Once his honours degree in Business Administration was completed, he started his career in Canada with a company dealing in construction timber, learning the intricacies of both machinery and administration.

Such was his skill and enthusiasm, that when the company opened an operation in Germany, he was transferred to Germany. He further expanded his knowledge in terms of sales and marketing and financial negotiations. He became very involved in the marketing of new technologies in low and medium cost housing for the African market.

In 2000 he returned to South Africa to open a local operation for the German company. This included locating a suitable South African company as partner. This unfortunately failed as difficulties arose between the German and South African companies.

Gcobani remained in South Africa and joined a leading construction company as a trainee site agent, and was involved in a number of road construction projects over the next four to six years. In addition, he has been involved in providing project management and costing assistance on numerous projects.

# ENTERPRISE DEVELOPMENT

Sarili entered onto the WBHO Enterprise Development Program in October 2007, with 4 ADT's and 1 Excavator. During this time, Sarili has been involved in the following projects with WBHO:

- Earthmoving & Construction on Anglo Platinum Mine (Mogalakwena): Oct 2007 – July 2008
- Bedford & Braamhoek Dams Project at Harrismith: July 2008 – April 2010
- River Diversion Crossing: May 2010 – Nov 2010
- Sasol Dams – Secunda: Nov 2010 – Feb 2011
- Kusile Power Station Bulk Earthworks: Feb 2013 – Nov 2013
- Witcons Opencast: Dec 2013 – Oct 2014



Sarili employs all of its own operators and 2 x fully qualified Caterpillar Mechanics. A mechanic assistant was also trained at the WBHO Base Workshop and transferred to the sites the plant is working on. This mechanic assistant worked with the WBHO team and gained experience across other items of plant in addition to the Sarili plant, while the Sarili mechanic provides additional support to WBHO where Sarili works. This proves the mutual relationship where both parties benefit and learn from each other. As a SME, Sarili has certainly benefited from the enterprise development program in various ways.



## FURTHER DEVELOPMENTS

In February 2011, Sarili entered into its first external contract with African Mobile Crushers working in Hotazel, near Kuruman. Sarili was able to provide a 90% availability of plant for the mine's crushing operation because it was running double shifts and had its own workshop.

In September 2011, Sarili started a project with the Power Group in Steelpoort and then moved with them to a new project development in Midrand. In September 2012, a one year contract was signed with Pamaplim and Anglo Platinum for Load and Haul Operations & feeding of the crusher at the Mogalakwena Mine outside Mokopane, Limpopo.

Starting with just 70 000 tons per month, the mine soon realised Sarili's potential and the required quantity was increased to 150 000 tons per month.



Such was the confidence of the Principle, that the contract was renewed for another year, and the required tonnage per month increased to 421 000 – feeding one of the two mine crushers exclusively on a 24 hour continuous basis. This contract has now been extended to a three year contract.

Sarili started with a target of 70 000 tons per month and within a short period of time Anglo realised Sarili's potential and increased the target to 150 000 per month. The contract was renewed for another year and the target was increased to 421 000 tons feeding two crushers on a 24 hour operation. The contract has been extended to a three year contract up until January 2018.

In addition to the original fleet mentioned above, Sarili has three Excavators, Cat 385, Liebherr 984 & Hitachi 1200, five Cat Trip 7's on the load and haul team running three eight hour shifts. In support of the main team is the 18 000 litre diesel bowser, Cat 140G Grader, a B40D 18 000 litre water cart, and D8 Dozer all ensuring that the load area and haul roads are maintained to the required standards of the mine.

Testament to the efficiency and professionalism of the Sarili staff, the safety record is of an exceptionally high standard. In line with this, we have adopted our slogan: "Safe Production", where we proclaim that a 'Safe Operation, is a Productive Operation'. In layman's terms, this simply refers to our core value that we do not attempt to take on any operation, unless it can be done safely. We further then believe that any operation can be done safely, by following the correct procedures.

There is no doubt that the commitment of all the Sarili Staff has led to the growth of the company from SME with a turnover of less than R5 million a year to a turnover of > R7 million a month.

## PREVIOUS CONTRACTS

EMPLOYER	PROJECT	TENDER PRICE	ENGINEER NAME	COMPLETION DATE
WILD COAST DISTRICT COUNCIL	MALUTI CONSTRUCTION OF ROADS JV TEICHMAN PLANT HIRE	R 10 909 916.19	CAMDEKON D. BOYD TEL. (033) 347 4770	24/05/2003
DEPARTMENT OF PUBLIC WORKS	RD T205-UGIE EMERGENCY RECONSTRUCTION OF TRUCK ROADS	R 4 919 654.00	STEVE RICHTER (043) 726 4672	13/09/2002
DEPARTMENT OF PUBLIC WORKS	HOLE IN WALL REGRAVELLING OF ROADSJV TEICHMAN PLANT HIRE	R 3 979 999.00	JORRIE JORDAN TEL. (043) 743 4357	28/02/2002
DEPARTMENT OF PUBLIC WORKS	T195 TO T448 QUMBU EMERGENCY RECONSTRUCTION	R 1 700 000.00	PATRIC STEELE TEL. (043) 722 0714	MARCH 2002
DEPARTMENT OF PUBLIC WORKS	NQAMAKWE/BUTTERWORTH UPGRADING OF GRAVEL ROADS	R 2 300 000.00	K BOUWER TEL. (041) 391 8811	JUNE 2002
BUFFALO CITY	BERLIN PHASE 2.3 (WATER SUPPLY)	R 1 468 872.00	SONNEKUS AND TOENIEN INC. TEL. (043) 705 9111	28/03/2002
DWESA	DWESA WATER SUPPLY PROJECT JV GROUP FIVE	R 1 600 000.00	GROUP FIVE BOTT JV TEL. (043) 743 0332	JULY 2002
ENGCOCO MUNICIPALITY	PP/2003/C/04 UPGRADING OF UNION STREET (TARRED ROAD)	R 1 552 272.34	DUANE KENNEDY Tel (045) 838 4164	DEC 2003
SENQU MUNICIPALITY	REGRAVELLING OF ROADS DR 08236, DR08258 & DR08260	R 7 076 104.07	CAMDEKON ENGINEERS	25/11/2003
GROUP FIVE ROADS	FENCING OF TARRED ROAD FROM NGCOBO TO DUTYWA	R 5 943 728.81	GROUP FIVE ENGINEERS TEL (047) 548 1638	MAY 2005
O.R. TAMBO MUNICIPALITY	FENCING OF TARRED ROAD FROM QANDA SANITATION JV AMANZ'ABANTU	R 8 300 000.00	PROJECT MANAGEMENT	APR 2005
O.R. TAMBO MUNICIPALITY	FENCING OF TARRED ROAD FROM TOMBO SANITATION JV AMANZ'ABANTU	R 8 600 000.00	PROJECT MANAGEMENT	APR 2005

## PREVIOUS CONTRACTS

EMPLOYER	PROJECT	TENDER PRICE	ENGINEER NAME	COMPLETION DATE
CHRIS HANI DISTRICT MUNICIPALITY	CAMAMA ACCESS ROAD	R 668 443.51	DYNAMIC ENGINEERING TEL (031) 903 2632	JUNE 2006
CHRIS HANI DISTRICT MUNICIPALITY	Maintenance and put into operation all the existing water schemes in all the District of Chris Hani	+/- R 20 million	CHRIS HANI ENGINEER'S TEL (045) 808 4600	DEC 2006
DEPARTMENT OF PUBLIC WORKS	Repair, maintenance & operation of water and waste water treatment works (Eastern Cape)	R 5 943 728.81	CAMDEKON/NATH OON MBENYANE ENGINEERING	30 AUGUST 2006
O.R. TAMBO MUNICIPALITY	SILVERTON SANITATION	R 2 779 985.41	SAUNDERS & WIUM CONSULTING	JUNE 2006
CHRIS HANI DISTRICT MUNICIPALITY	TARKASTAD: ZOLA IVANLEW BUCKET ERADICATION	R 6 362 126.28	CIVILS & STAL ENG. KWEZI V3	JULY 2006
MAPELA TRADITIONAL COUNCIL	Construction of Mapela Drop-In Orphanage Centre	R 1 600 000	David Langa 076 240 7366	

## CURRENT CONTRACTS

EMPLOYER	PROJECT	TENDER PRICE	ENGINEER NAME	COMPLETION DATE
ANGLO PLATINUM (PAMAPLIM) MOGALAKWENAMINE	LOAD & HAUL ORE TO BIG BRUCE CRUSHER	R 6 000 000 / Month	JERRY MOTHIBE 082 903 9053	SEPT 2012
WBHO CONSTRUCTION	PLANT HIRE - VARIOUS PROJECTS	R 250 000 / Month	BILL BODINGTON 083 265 8504	JAN 2014
BALMORAL QUARRIES	PLANT HIRE	R 150 000/ Month	BILL BODINGTON 083 265 8504	NOV 2014

## SOCIAL DEVELOPMENT

Sarili believes in giving back to the communities in which we work in. This, to such an extent that we have recently sponsored and constructed a much needed Orphanage Drop-In centre within the boundaries of Mapela, next to the Mogalakwena Platinum Mine.

R1 500 000 was invested in this initiative, whilst job opportunities and in-service training was provided to 64 local residents.

Being responsible contractors, we believe this is the future, encourage others to follow suit, and will continue to embark on similar projects, jointly with our clients, subcontractors and other stakeholders.



## AMBITIONS & VISION

As a person who went to a British high school, an American University and worked in Canada and Germany, I have been privy to get acquainted with the different ways in which first world countries conduct their business. Though South Africa is still a growing economy, I am convinced that we are always willing and able to learn from the mistakes and successes of other countries.

My ambition is to make a difference in my country, in order to benefit others. I am still young and enthusiastic and aim to explore the many opportunities that the country has brought to fruition. I believe that my international experience can further assist me in achieving my goals, and to introduce new skills and methods to the way South Africa do business.

I am banking on the successes the company has achieved in the last five years, specifically when comparing growth in terms of revenue & employment. I further insist that we learn from our own mistakes of the past, acknowledge our achievements, and let our achievements encourage us to build this company even further.

Our vision as a Company is to maintain our current operations, in order to remain sustainable and competitive, but then to dedicate more of our attention to growth.

Growth predominantly means that we are looking for additional long-term contracts in the current market and to build lasting relationships.

Our bold vision is to become the most preferred contractor in the Construction & Mining Sector.

## CONTACT DETAILS

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