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Let's face it, no one understands your business better than you do. That's why, if you want expert advice and support on doing business in KwaZulu-Natal, you should turn to Trade & Investment KwaZulu-Natal, because no one understands our business better than we do. When it comes to doing business in our province, we offer expert advice and support on all aspects of investment promotion, export development and promotion, and business retention and expansion.

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EMNOTHWENI

THE PULSE OF TRADE & INVESTMENT IN KWAZULU-NATAL



Issue 20

- KZN SIGNS AN MOU WITH GUANGDONG PROVINCE
- TIKZN HOSTS THE KZN CONSULS GENERAL
- EXPORT WEEK
- EXPORTER AWARDS
- SUCCESS STORIES IN KZN

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LETTER FROM THE EDITOR

Ayanda Zuma

GM: Marketing and Communications

Sanibonani!

Welcome to Edition 20 of *Emnothweni* magazine. This edition will profile some of the success stories that Trade & Investment KwaZulu-Natal has generated over the years since inception. The success stories you will find in this edition demonstrate that empowerment is not merely about an exchange of equity between the elite of society, but primarily about human development.

The municipal roadshows are another promotion avenue that TIKZN uses to promote its services and engage with municipal stakeholders. These aim at building and sustaining sound relations and promoting the municipalities as investment destinations. Trade & Investment KwaZulu-Natal continues to stamp its authority in the investment and trade sector by partnering with all spheres of government. The final leg of the municipal roadshow we embarked on was in the uMzinyathi District. **Page 11.**

The year 2016 also saw another successful KwaZulu-Natal Export Week, which highlighted the significance of exporting to the KwaZulu-Natal economy and was aimed at celebrating the success of KwaZulu-Natal exporters. Co-located with African Ports Evolution, Export Week KZN recognised, promoted and assisted with growing export opportunities in the Province, giving export ready businesses a platform to enhance their international business development strategies and to help meet the critical educational and mentoring needs of KZN SMEs engaged in international trade. **Page 24.**

Since his appointment as MEC for Economic Development, Tourism & Environmental Affairs, Mr Sihle Zikalala has held a number of meetings with different stakeholders in the Province's economy aimed at promoting and strengthening co-operation in the process of promoting development and growth. Among the roleplayers that the MEC prioritised in his interactive sessions were the public entities falling within his portfolio's purview. He recently had a meeting with Trade & Investment KwaZulu-Natal Board Members and Management, outlined on **page 10.**

This edition is filled with a great mix of informative reads and developments pertaining to the exceptional kingdom of KwaZulu-Natal. We hope that the dedication and diligence that went into the making of this edition will inspire you to – wherever you are – seek ways in which you can contribute to both the transformation and the growth of our economy.

Salani kahle, until next time!

Ayanda



RICHARDS BAY

INDUSTRIAL DEVELOPMENT ZONE



The Richards Bay Industrial Development Zone (RBIDZ) is a purpose-built, secure industrial estate on the North-Eastern, South African coast, linked to the international deep-water port of Richards Bay.

RBIDZ is tailored for the manufacturing of goods and production of services. The RBIDZ is deemed a Special Economic Zone (SEZ) and aims to encourage international competitiveness through world-class infrastructure, tax, VAT and duty free incentives to qualifying entities.

The following sectors have been identified as key to economic development in the RBIDZ:

- Processing of Coal, Metals and Aluminium
- Paper and Wood Products
- Food and Food Products (Agro-processing)
- Renewable energy
- Oil and Gas
- ICT and Electronics
- Special Purpose Machinery
- Chemicals
- Maritime

Benefits of investing in RBIDZ:

- Automotive Incentive Scheme offered for automotive component manufacturers
- Tax and duty free rebates
- Capital Project feasibility programme for capital goods manufacturers
- Critical infrastructure programme
- Export Marketing and Investment assistance for export market development of South African products and services
- 15% corporate tax incentive

Available opportunities for companies investing in RBIDZ:

- A gateway to international markets
- A platform tailored to manufacturing
- Possibility of business partnerships and linkages with well-established companies in the area (joint venture investments)

Comparative advantage:

- Close proximity to the deep-water port
- Availability of Natural Resources
- Agglomeration of Primary Producers
- Reasonable land rentals and values
- Mineral beneficiation

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R I C H A R D S B A Y
INDUSTRIAL DEVELOPMENT ZONE

CEO'S FOREWORD

Zamo Gwala
Chief Executive Officer

The South African economy continued to grow at a slow pace in 2016 due to slower than preferred manufacturing and trade performances. Economic growth prospects were revised down during the first quarter. South Africa's growth projections are far below the required average annual growth rate to address the triple challenges of poverty, unemployment and inequality, as per the National Development Plan (NDP). A number of factors continue to weigh down on the country's economic growth prospects. These include, inter-alia, persistent drought and a weakening currency.

South Africa's initiatives have, over the past decade, focused primarily on boosting infrastructural developments across the country. Government is determined to broaden accessibility and connectivity in KwaZulu-Natal and to grow the economic output of the country. Strategic infrastructure such as the Province's harbours, airports, road and rail networks, information and communications technology, water resources and energy supply are infrastructural developments that enhance and promote regional integration with the rest of the world. Some of the initiatives include the Durban dig-out port, inland multi-modal logistics hub, and the development surrounding King Shaka International Airport known as the Durban Aerotropolis. Transport infrastructure linking these initiatives is paramount in driving economic growth and social development in the Province and country.

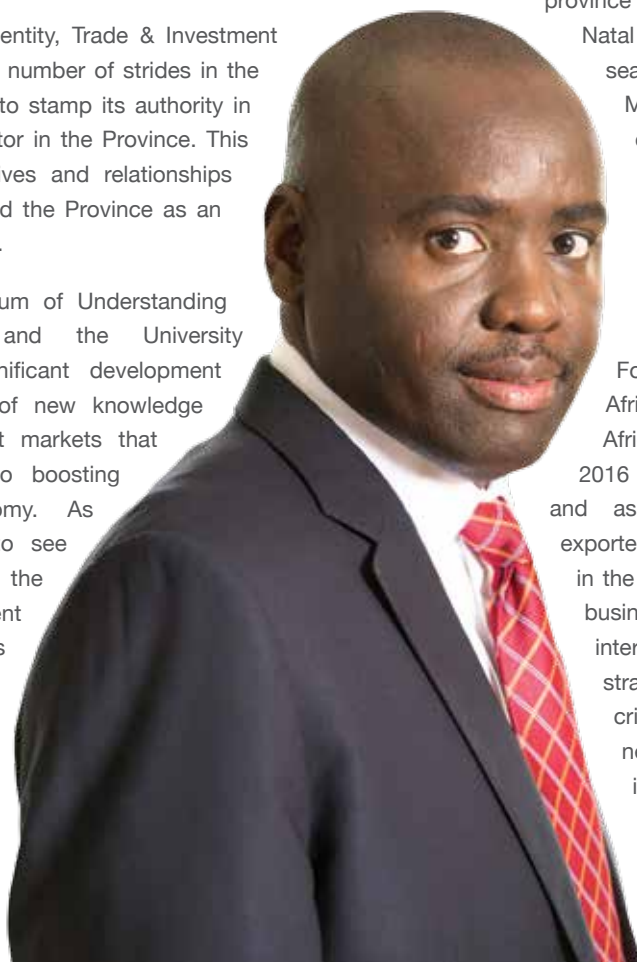
As an investment promotion entity, Trade & Investment KwaZulu-Natal (TIKZN) took a number of strides in the right direction and continued to stamp its authority in the investment and trade sector in the Province. This was achieved through initiatives and relationships that accelerated and promoted the Province as an investment friendly destination.

The signing of a Memorandum of Understanding (MoU) between TIKZN and the University of KwaZulu-Natal is a significant development that facilitates the transfer of new knowledge and technologies to relevant markets that will apply the knowledge to boosting the South African economy. As a country, we would like to see South Africa ranked among the top conducive investment destinations. However, this cannot be achieved overnight; forging relations with other like-minded industries will go a long way in achieving this.

The purpose of the MoU is the development and introduction of an academic Executive Programme in trade, investment and economic development in Africa. In the short-term, UKZN's Extended Learning Unit has agreed to develop a customised programme for TIKZN to address the needs of its stakeholders and upskill professionals in the area of trade and investment promotion designed to address Africa's specific development needs.

TIKZN was part of the KwaZulu-Natal team that hosted the delegation from Guangdong Province of China that attended the Economic and Trade Cooperation Conference held in Durban. This visit by more than 150 Chinese investors and businesses is a follow-up on a similar visit in November 2016 held in the Guangdong province of China as part of a partnership between the province of KwaZulu-Natal and the province of Guangdong in China. KwaZulu-Natal and the Guangdong province sealed the agreement by signing an MoU in accordance with the principle of equality and mutual benefits. This partnership will promote shared development and prosperity, and the two provinces will proactively push for the growth of two-way trade and investment.

For the first time, co-located with the African Ports Evolution event that is Africa's biggest maritime and expo, the 2016 edition of Export Week recognised and assisted emerging and seasoned exporters with growing export opportunities in the Province. It also gave export ready businesses a platform to enhance their international business development strategies and helping to meet the critical educational and mentoring needs of KZN SMEs involved in international trade.



TO SUCCEED,



YOU FIRST NEED TO TRADE IN KNOWLEDGE

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A successful business is based on what you know and who you know. Which is why, when it comes to trade and investment, you can only benefit from having Trade & Investment KwaZulu-Natal as your business partner. That's because it has a wealth of knowledge and expertise in both local and international trade, and it also offers access to the government on a provincial level. Trade & Investment KwaZulu-Natal will help you identify new markets for the export of your products, seek out new investment opportunities in KwaZulu-Natal, help you access international markets, facilitate new local and foreign investment, negotiate joint ventures, and even help you find suitable premises and secure project and operational finance.

Trade & Investment KwaZulu-Natal. Your knowledge partner in business.



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"Investment in KwaZulu-Natal continues to emerge as a major contributor to South Africa's growing economy and its favourable business environment has made the Province a sound investment destination for investors from around the world." – Mr S. Zikalala, MPL MEC Economic Development, Tourism & Environmental Affairs

STIMULATING SMALL BUSINESS AND ATTRACTING INVESTMENT IN KZN

Ms Ina Cronjé
Chairperson of the Board



Ms Ina Cronjé, Board Chairperson of Trade & Investment KwaZulu-Natal, delivering closing remarks during the Export Week 2015, Export Essentials Session held at Suncoast Casino and Entertainment World.



The province of KwaZulu-Natal has South Africa's second largest local economy, contributing 16% to the national GDP, and is deemed to be one of the country's leading economic and business hubs.

Ms Ina Cronjé was born in Pretoria but grew up with her four sisters in Schweizer-Reneke – the old Western Transvaal – now North West Province. In 1964, she graduated at the University of Pretoria, majoring in German, Afrikaans-Netherlands and History of Art.

She taught at schools in Johannesburg and Pretoria before moving to Phalaborwa where she wrote articles for the local community newspaper after enrolling for a correspondence course in Journalism.

In 1968, Ms Cronjé resumed her teaching career in Amanzimtoti at Kingsway High School and later at Pietermaritzburg Girls' High and St Anne's Diocesan College. During her teaching career, Ms Cronjé obtained her University Education Diploma, as well as an Honours Degree in Afrikaans-Netherlands at the University of Natal. She also lectured part-time at the University of Natal in Second Language Teaching Methods. After the birth of her son, she retired from teaching to study law full-time through Unisa.

In the late 1980s she was admitted as an attorney and practiced as such in Pietermaritzburg until 1994. During this period, she also became more active in the African National Congress and was a founder member of the first ANC branch in Pietermaritzburg Central after the ANC was unbanned.

As a consequence of her political involvement, she acted for and defended a number of ANC members in political trials. In 1994, she was elected as a Member of Parliament in the KwaZulu-Natal Provincial Legislature. Initially, she served as ANC Deputy Chief Whip under the first Chief Whip, the late Mr Harry Gwala, from whom she took over after he passed away.

She held the position as Chief Whip until April 2004, while also chairing the Portfolio Committee on Conservation and Environmental Affairs and serving on the Finance, Public Accounts and Education portfolio committees. During this period, she obtained a Postgraduate Diploma in Environmental Law at the University of Natal (Pietermaritzburg). Ms Cronjé served in the ANC's Provincial Executive Committee and the Provincial Working Committee. She currently serves as the Board Chairperson at Trade & Investment KwaZulu-Natal.

Q. Having read your profile after giving birth to your son, you changed your career altogether and studied law. Is there such a thing as work/life balance in your schedule?

A. There is no sharp line between my personal life and work, although it's nice to have some leisure time periodically in life. I strongly believe in creating a strong foundation for your children, both mentally and economically. I can define a working mother as a woman with the ability to combine a career with the added responsibility of raising a child. Changing my career from Education to Law was something I always wanted to do and I knew that it was something I had to do, which afterwards saw another turn into politics – another journey on its own. They complement each other since there's lot of politicians who are lawyers by profession.

Through my political career I was fortunate to have been involved in two areas that I'm particularly fond of, that is being MEC for Education, which I believe starting my career as a teacher prepared me for, and being MEC for Finance, where I was involved more on the business side of things. I had a deep understanding of the economic climate and generators of economic growth, which then became very interesting as the legal foundation assisted me in that role.

Q. Tell us about a project or accomplishment that you consider to be the most significant in your career journey?

A. At one stage, I was involved in a literacy programme through the Education Department, which was aimed at giving illiterate people an opportunity to read and write, even though it was at a very fundamental level. It gave me the satisfaction of seeing people acquire this basic skill and changing people's lives. This literacy programme was triggered by my trip to one of the Asian countries, before the English language was dominant worldwide. The experience of being in a foreign country where everything was in a foreign language sort of gave me a sense of what it meant to be illiterate and not being able to understand the basic things in life. A moving experience was when someone said: "I actually know my own name". That was very touching. During my tenure in the Department of Education, the Department obtained its first unqualified audit since 1994, and I believe that was a collective effort of the staff and managers; it is not something I can single-handedly take credit for.

When I was in Treasury, I continued with that, however, it wasn't reading and writing but it was teaching people financial literacy; things like the importance of budgeting and government budgeting, which I think was a continuation of the original idea but in more financial terms.



“The typical South African entrepreneur is male, 25-44 years of age, lives in an urban area, is involved in the retail and wholesale sector, and has a secondary or tertiary level of education.”

– Global Entrepreneurship Monitor

“The experience of being in a foreign country where everything was in a foreign language sort of gave me a sense of what it meant to be illiterate and not being able to understand the basic things in life. A moving experience was when someone said: “I actually know my own name”. That was very touching.”

At TIKZN, which is a more recent part of my life, I see the number of projects that we have facilitated and the number of job opportunities that have been created due to the commitment of the TIKZN staff through our intervention to further grow the economy. I look at the number of companies that were in distress and were about to retrench, and TIKZN came on board and assisted to save those businesses and jobs. Those are the things that give me great satisfaction.

Q. What are your views on investment in KwaZulu-Natal? How do you believe those investments should be happening?

A. I believe that we need to attract more investments in the process and ensure that we give our people the benefit of growing the economy of the Province and our country. We need to give our local people the confidence of investing in their own country; there is reluctance in our fellow citizens to invest in their own country. At the same time, we can do more to attract investments from Africa. I believe that investment has to grow the economy and benefit the country. The importance of also taking care of our existing investments through business retention is vitally important, which, I believe, as TIKZN, we have done fairly well.

Q. What role can infrastructural development play in developing and promoting investment in South Africa and KwaZulu-Natal?

A. Infrastructure development is key to the growth of the economy. At the moment, I think as the Province, we have done well in this area. Currently, around 65% of South Africa's exports pass through KwaZulu-Natal via the two seaports in Durban and Richards Bay, via air through the King Shaka International Airport and Dube Trade Port, and along the road network, most commonly the N3 between Durban and Gauteng and the N2 between Durban and Richards Bay. I strongly believe that infrastructure expenditure stimulates the economy.

Q. Where do you believe KwaZulu-Natal's strengths lie in terms of investment opportunities?

A. As mentioned before, in terms of existing infrastructure, access to seaports and major ports places the Province in a favourable condition in terms of investment promotion. We have one of the best schools in Africa, our tourism is diverse, and our heritage is rich.

Q. What legacy do you want to leave behind from your tenure?

A. It will give me satisfaction if we assist as many businesses to grow and participate in the provincial economy through our intervention and assistance, because I strongly believe that no business should be shutting down when TIKZN has the means and resources to assist businesses in distress. I would like to see more people obtaining employment through our facilitated projects; in that way we would have changed people's lives forever.

Q. What is your take on promoting entrepreneurship and an entrepreneurial culture in KwaZulu-Natal, given that the development of this business sector has proven globally to be the backbone of a thriving economy?

A. There are major opportunities and benefits of developing people into entrepreneurs; I believe that entrepreneurship is a key driver of our economy. Wealth and a majority of jobs are created by small businesses started by entrepreneurially-minded individuals, many of whom go on to create big



South Africa is one of the world's most sophisticated emerging markets. The unique combination of a highly developed first world economic infrastructure and a huge emergent market economy has given rise to a strong entrepreneurial and dynamic investment environment.

businesses. People exposed to entrepreneurship frequently express that they have more opportunity to exercise creative freedom, higher self-esteem, and an overall greater sense of control over their own lives. Training, mentorship and exposure are very important. Platforms such as Export Week are crucial in giving entrepreneurs the knowledge and skills in the business but they also give them the channels and possibility of exploring new markets.

Q. What does radical economic transformation mean to you?

A. For me, radical economic transformation relates to increasing a number of people who actively participate in the economy. One of the main challenges is the fact that there are few roleplayers in the economy. Through entrepreneurship programmes, which can benefit the majority, economic transformation can actually be faster and radical. Although reflecting on the economy since 1994, there has been transformation, the growth rate has been very slow. Our

economy has not been inclusive enough; we need to shift gears and start doing things differently. Township economies, for example, should play a bigger part of the provincial economic growth. Our youth should change the mentality of being job seekers to jobs makers. In this way, even the unemployment scourge will be conquered.

Q. What is the main benefit for the KZN community with regard to the one-stop-shop concept and how is it going to influence the foreign direct investments into the Province?

A. The one-stop-shop concept will ensure that instead of the entrepreneur or investor visiting separate institutions for each area of need, there will in effect be one 'window' that can address their concerns. This will save the entrepreneurs, investors and/or existing enterprises valuable time and effort, thus reducing their transactional costs. This will also assist in reducing the waiting period, since all the decision-makers will be under one roof.

“ I believe that we need to attract more investments in the process and ensure that we give our people the benefit of growing the economy of the Province and our country. We need to give our local people the confidence of investing in their own country. ”



“Investment in KwaZulu-Natal continues to emerge as a major contributor to South Africa’s growing economy and its favourable business environment has made the Province a sound investment destination for investors from around the world.”

– Mr S. Zikalala, MPL MEC Economic Development, Tourism & Environmental Affairs

MEC ZIKALALA VISITS TKZN

Since his appointment as MEC for Economic Development, Tourism & Environmental Affairs, Mr Sihle Zikalala has held a number of meetings with different stakeholders in the Province’s economy aimed at promoting and strengthening co-operation in the process of promoting development and growth. Among the roleplayers the MEC prioritised in his interactive sessions were the public entities falling within his portfolio’s purview.

In his visit to Trade and Investment KwaZulu-Natal (TIKZN) recently, he congratulated members of the Board and senior management, for their continuous endeavours to draw the attention of “the trading world to the Province of KwaZulu-Natal” amid intense competition for investments and constrained economic conditions in the global market.” He then noted that the assessment of the organisation shouldn’t be limited to “the total amount of investments that graced our shores in recent years, but also the support the Agency is providing to our own entrepreneurs wanting to trade in the international market”. More than 125 exporters were assisted to access new markets, which the MEC described as “crucial for the Province to earn good foreign exchange, especially as we try to bolster our manufacturing sector.”

He further motivated TIKZN to cast its net for investors across the world to cover new markets in Africa and the East. The advent of Africa’s growth where at least six of the 10 fastest growing economies in the world are on the Continent, was offering considerable opportunities for South African entrepreneurs who should respond to the demand for a plethora of finished products and services in many countries on the Continent.

Mr Zikalala reminded TIKZN of Africa’s vision for regional integration, which could be achieved through inter-trade among African nations. For the Province to be part of these efforts it required capable leaders and the TIKZN Board and management were reflective of such essential qualities. More importantly, he said that the country is still facing the triple challenge of poverty, unemployment and inequality that could be alleviated through collective efforts by Government and business and through the attraction of investments.

He also implored the TIKZN Board and management to continue working as a collective to ensure that “KwaZulu-Natal leads in terms of attaining ‘Radical Economic Transformation’ and of course the objectives of the 2030 Vision of the National Development Plan and its provincial equivalent, the Provincial Growth and Development Strategy (PGDS).” The Province is relying on agencies like TIKZN to ensure its competitiveness in



MEC for Economic Development, Tourism & Environmental Affairs Mr Sihle Zikalala in the company of Trade & Investment KZN Board Chairperson Ms Ina Cronje and Chief Executive Officer Mr Zamo Gwala respectively during his visit to the Agency’s headquarters in Durban.

“The assessment of the organisation shouldn’t be limited to “the total amount of investments that graced our shores in recent years, but also the support the Agency is providing to our own entrepreneurs wanting to trade in the international market.”

MEC for Economic Development, Tourism & Environmental Affairs Mr Sihle Zikalala

the global market, while it stuck to its basic task of, among other things:

- Identifying, developing, marketing and promoting investment opportunities in the Province to international and domestic investors;
- Developing the export capacity and market of the Province;
- Fostering trade and investment within the Province;
- Developing a provincial investment and export plan for the development, promotion and marketing of investment in and exports from the Province; and
- Keeping and maintaining a database of investment opportunities within the Province in such a manner as to benefit all sectors of the economy.

Mr Zikalala expressed his confidence in the Board and management to carry out their duties in a harmonious fashion that will guarantee KwaZulu-Natal’s success in scooping more investments from the current competition among various regions of the world. In his concluding remarks, the MEC reiterated the need to fast track “radical economic transformation” and urged the Agency to ensure that in its efforts to facilitate the broadening of growth in the Province, it should infuse the concept of black industrialists directed at bringing the historically marginalised black communities to the mainstream of the economy, especially in the manufacturing and value-adding sectors. Meanwhile, Government had invested around R23 billion to support the Black Industrialists Programme.



TIKZN embarks on municipal roadshows to promote districts as an investment and trade destination and strengthen relationships and the flow of communication between itself and all spheres of Government.

UMZINYATHI MUNICIPAL ROADSHOW

Trade and Investment KwaZulu-Natal (TIKZN) and the uMzinyathi District Municipality held a highly successful municipal roadshow in July in their endeavour to unlock local trade across the Province.

The event aimed to equip, energise and inspire local entrepreneurs to become innovative thinkers in the world of business. It also aimed to build and sustain relations with local government spheres and create awareness of TIKZN's services.

The closed session on the first day between TIKZN and municipal officials was a platform to engage on issues of trade, investment and projects in the District, with possible linkages to substantially boost the District's economy.

The following day began with a networking business breakfast where interaction between TIKZN and the uMzinyathi District Municipality ensured that Government's shared goals to attract investment, develop strategic partnerships and create jobs throughout KwaZulu-Natal were voiced.



The panel of speakers during the uMzinyathi Municipal Roadshow, which included the former Mayor of uMzinyathi District Cllr L.W. Ngubane, the former Mayor of uThukela District, who happens to be a TIKZN Board member, Cllr D.C.P. Mazibuko, Executive Manager for Strategy and Operations Neville Matjie, Managing Director for Madlelaphansi Clothing Factory in Msinga Ms Lelly Mntungwa.

“Statistics in 2011 indicate that the unemployment rate in our District is 36.6% and more alarming is that the youth unemployment rate is 45.6%. These statistics mark some challenges that require Government and the private sector to collectively look at vigorous and sustainable solutions for economic growth.” Cllr L.W. Ngubane

The District Mayor of uMzinyathi Municipality Cllr L.W. Ngubane commended TIKZN for initiating an engagement between Government and the business sector that will fulfil the collective vision of growing the local economy, creating much needed job opportunities and improving livelihoods for its citizens. “Since the inception of uMzinyathi after the elections in the year 2000, it succeeded the Mzinyathi Regional Council and has been growing from strength to strength over the years.

The government agenda of radical economic transformation remains a core function, as it fast tracks the growth of the local economy, however, we recognise the significant role that is played by the private sector in ensuring that economic

growth is indeed achieved. Statistics in 2011 indicate that the unemployment rate in our District is 36.6% and more alarming is that the youth unemployment rate is 45.6%. These statistics mark some challenges that require Government and the private sector to collectively look at vigorous and sustainable solutions for economic growth,” said Ngubane.

Speaking on behalf of the TIKZN Board of Directors, Cllr D.C.P. Mazibuko highlighted the fact that investment in KwaZulu-Natal continues to emerge as a major contributor to South Africa's growing economy and its favourable business environment has made the Province a sound investment destination for investors from around the world. “This platform will create efficient marketing of projects based in districts in the international arena. Based on this, it is therefore essential to ensure that municipalities are ready in terms of trade, investment and research expertise,” added Mazibuko.

Executive Manager for Strategy and Operations Mr Neville Matjie spoke about the background to the municipal roadshow concept, which was developed to create visibility of the entity in the local economic sphere. “TIKZN was established by the Act of No. 5 of 2010, which sets out the role of TIKZN – to basically coordinate all aspects relating to investments. In relation to three areas: promotion and attraction of investments in the Province; exposing locally produced products to international markets, which is export development and promotion; and an information suppository of trade and investment issues in the Province,” added Matjie.



The KZN YouthBiz website was created in 2006 by the KZN Department of Economic Development and the South African Youth Council to address the challenges that are faced by Youth led SMMEs and co-operatives.

RALLY TO READ CSI PROJECT DELIVERS EDUCATIONAL SUPPLIES



TIKZN as well as six other sponsor companies recently participated in the 2016 Rally to READ initiative, where they delivered educational supplies to 12 underprivileged schools in the central Drakensberg.

The teams departed from Umhlanga in convoy in Bidvest McCarthy off-road vehicles. This was the third and final visit for the KZN portion of the nationwide Rally to READ programme, of which Bidvest Insurance was the host. Vehicles were loaded with library boxes, stationery, teacher-training support materials, sports equipment, toys and other much needed educational resources. The donated material was provided by the READ Educational Trust, an organisation that began after the 1976 student uprisings and is today committed to improving the language and literacy levels of South African learners.

The Rally programme was established in 1998 when the Human Sciences Research Council approached the McCarthy dealerships and asked them to provide four-wheel drive vehicles needed to reach rural schools as part of a study on school resources. Seeing the dire need for supplies, the once-off expedition quickly became a national project for McCarthy.

Now a Bidvest Group initiative, convoys of vehicles transport educational material and resources from five cities across the country throughout the year to some of South Africa's most remote and neglected schools. Programme sponsors visit their schools during the three-year period and are given the opportunity to monitor and evaluate learners' progress as well as the programmes' overall success.

"Being part of this deserving initiative for the past two years has been a humbling experience and we are proud to be completing our third year with the same schools to provide them with the resources they need to educate the children in

“Being part of this deserving initiative for the past two years has been a humbling experience and we are proud to be completing our third year with the same schools to provide them with the resources they need to educate the children in their communities.”

Lucy Cooke, Marketing Manager of Bidvest Insurance

their communities,” stated Lucy Cooke, Marketing Manager of Bidvest Insurance.

Bidvest Insurance leads all the teams to the various schools as well as sources the loan vehicles through Bidvest McCarthy dealers and Bidvest Car Rental, as well as coordinates the rally logistics while hosting the other sponsors. The additional volunteers and corporate sponsors for this year's Rally to READ initiative included:

- Telkom Foundation
- Toolquip & Allied KZN
- Shell Downstream SA
- First National Bank
- Bidvest Facilities Management
- Trade and Investment KZN



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The region's strategic geographical position on world trade routes provides effortless access to major global markets, such as South America, Europe and Far East.

KWAZULU-NATAL SIGNS AN MOU WITH THE GUANGDONG PROVINCE (CHINA)



Trade & Investment KwaZulu-Natal (TIKZN) stamped its authority in the provincial economic sphere by hosting the China (Guangdong)/South Africa (KwaZulu-Natal) Economic and Trade Cooperation Conference recently at the Durban ICC.

This visit by more than 150 Chinese investors and businesses was a follow-up on a similar visit in November 2015 as part of a trade and investment partnership between the Province of KwaZulu-Natal and the Province of Guangdong in China. Guangdong is the largest and most populous province in China and is responsible for the bulk of its manufacturing and exports. The one-day business seminar included focused workshops on industrial development, trade and cross-border commerce and tourism. This offered KwaZulu-Natal companies the opportunity to explore the Chinese market and gain inroads into the Asian region. This event further provided a fantastic opportunity for KZN businesses that wished to benefit from doing business with the world's second largest economy.

KwaZulu-Natal and the Guangdong province sealed the agreement by signing a Memorandum of Understanding in accordance with the principle of equality and mutual benefits. This partnership will promote shared development and prosperity, and the two provinces will proactively push for the growth of two-way trade and investment. There will also be a joint commitment to concrete initiatives in areas including,

but not limited to, tourism, agriculture, ports, education and cultural exchanges. The newly appointed mayor of eThekweni Metro Councillor Zandile Gumede welcomed the international delegates to the award-winning city of Durban. She further alluded to the economic trade opportunity that will explore economic potential for both the Guangdong and KwaZulu-Natal provinces. "I would like to thank the Governor of Guangdong Mr Zhu Xiaodan for the partnership that will bear mutual benefits and economic growth for the provinces. It is important to re-iterate the commitment of the provincial and national government to driving the economic development of the country. We are therefore doubling our efforts to prosper the economic development for the people of eThekweni municipality," she said.

The MEC for Economic Development, Tourism & Environmental Affairs Mr Sihle Zikalala said that Africa has enjoyed a long-standing and shared positive history with China. "Today's engagement is a milestone that deepens and strengthens the realisation of the aspirations that enjoin both our people as expressed by both President Xi Jinping and President Jacob Zuma in the Forum on China-Africa



China is South Africa's largest single trading partner, according to the World Trade Organisation.

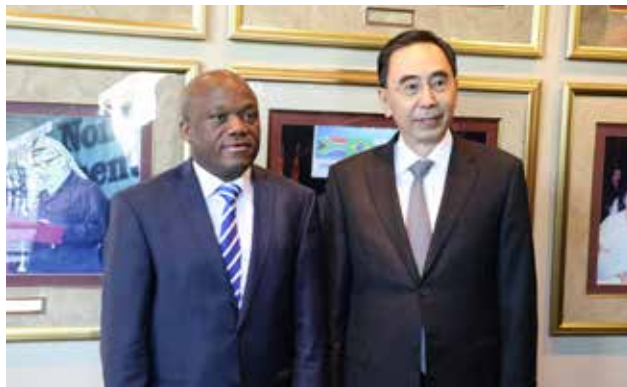
Cooperation (FOCAC). Your vision has given solidity to an initiative that could otherwise be deemed to be unachievable if it did not possess your relentless leadership resolve to make it real," said Zikalala.

He added that this platform warrants a suggestion that our economic cooperation agenda extend beyond trade and investment issues to include customs cooperation, trade facilitation, industrial and innovation policy, intellectual property, e-commerce, deliberate natural resource-based technology, commercialisation and industrialisation partnerships and small business development.

According to Mr Wang Jianzhou, Consul General of the People's Republic of China to Durban, South Africa, both KwaZulu-Natal and the Guangdong have worked very hard to ensure that the partnership established between the two countries, which emanates from the meeting held by His Excellency President Jacob Zuma and the Governor of Guangdong Province Mr Zhu Xiaodan, focused on the prospect of a twinning agreement between Guangdong and KwaZulu-Natal to enhance cooperation in a number of economic sectors.

"We see South Africa as a lucrative business partner and believe that there is a great deal of potential in infrastructure, tourism, special economic zones (SEZ), industrial parks and the ocean economy. At the moment, there is a growing trend of Chinese companies developing a strong interest in doing business in the KZN province, and the feedback from the Chinese companies that are currently doing business in KZN is phenomenal. Indeed, last year was the year of China in South Africa and this year is the year of KZN in Guangdong," added the Consul General.

Speaking at the same forum, the Governor of Guangdong Province Mr Zhu Xiaodan emphasised enhancing the friendly exchange with South Africa, which remains the main fundamental element of the partnership. "The agreements signed mark the milestone we believe that we have reached and that we have always been hoping for. It is important that we propose a deepened economic industrial development, which promotes the provinces to support all Guangdong and South African companies. At the same time, we welcome South African companies willing to do business in the Guangdong



The KZN Province sealed the agreement by signing an MoU in accordance with the principle of equality and mutual benefits. From the left, The MEC for Economic Development, Tourism & Environmental Affairs Mr Sihle Zikalala and the Governor of the Guangdong Province Mr Zhu Xiaodan.

province. At the end of October, we will host the port summit and we are inviting all the port sectors to participate and explore business opportunities in the logistics sector. The ocean economy and shipbuilding are the core sectors in order to enhance all sectors relating to ocean economy."

Presenting the trade and investment opportunities available in KZN, TIKZN Chief Executive Officer Mr Zamo Gwala gave an overview of the high impact catalytic projects that require partnerships and investments.

The focus of this mission is to develop and entrench partnerships, investment and business opportunities in the areas of agriculture, architecture and construction, biotech, chemicals and plastics, computers and electronics, energy, pharmaceuticals property development and tourism, among others.

KwaZulu-Natal is naturally positioned as a gateway into the southern African development region. With two of the continent's busiest ports, the state-of-the-art King Shaka International Airport passenger and cargo capabilities as well as well-developed road and rail infrastructure, it is an obvious choice for countries such as China that wish to gain access to the sub-continent. KwaZulu-Natal is China's largest trade partner in South Africa and contributed \$10.6 trillion to the country's gross domestic product. The Guangdong province achieved \$25.5 billion (R350bn) worth of trade with South Africa in 2014.

GUANGDONG FAST FACTS

Guangdong has a total area of 179 757km². Total population stood at 107.24 million at the end of 2014. The Pearl River Delta (PRD) Economic Zone is the province's economic hub. Its GDP was RMB5 765 billion, accounting for 85% of Guangdong's GDP in 2014. The PRD Economic Zone covers nine cities – Guangzhou, Shenzhen, Zhuhai, Foshan, Jiangmen, Dongguan, Zhongshan, Huizhou city and Zhaoqing city.



The chemical sector in South Africa is largely characterised by producer-driven value chains, which are highly capital intensive in nature.

CHEMICALS IMBIZO 2016



The 2016 Chemicals Imbizo was held recently at Durban's Moses Mabhida Stadium. It was delivered as part of the Durban Chemicals Cluster's (DCC) activities under the Investment and Growth programme. This programme aims to facilitate investments in both capital equipment and innovation to enhance the competitiveness within the local chemicals manufacturing sector.

This event aimed to 'Drive Investment and Growth in the Chemicals Industry' by supporting the DCC's objective to increase the sales and value addition (MVA) of the local manufacturing sector by 53% in real terms between 2011 and 2020.

The success of the previous inaugural Imbizo gave rise to a directive by industry to replicate and expand this event. Last year's Imbizo was incredibly well received, and the 2016 event was enhanced through the support of the eThekweni Municipality, TIKZN, the Industrial Development Corporation, the Chemicals Industry Education and Training Authority, and the Department of Trade and Industry. The 2016 Imbizo saw a significant increase in both the quantity and quality of outputs as compared to the previous year and hosted:

- 233 delegates (55% increase from the previous year);
- 25 exhibitors (67% increase); and
- 60 buyer-supplier meetings (200% increase).

Over 200 key decision-makers in the chemicals industry, including stakeholders from the different government funding



agencies, attended the event. These delegates actively took part in the three key platforms, namely: the conference, the exhibition and the buyer and supplier meetings – designed for chemicals buyers and local suppliers with the intent to connect regarding common supply and demand opportunities with an overall objective of growing the local chemicals manufacturing sector.

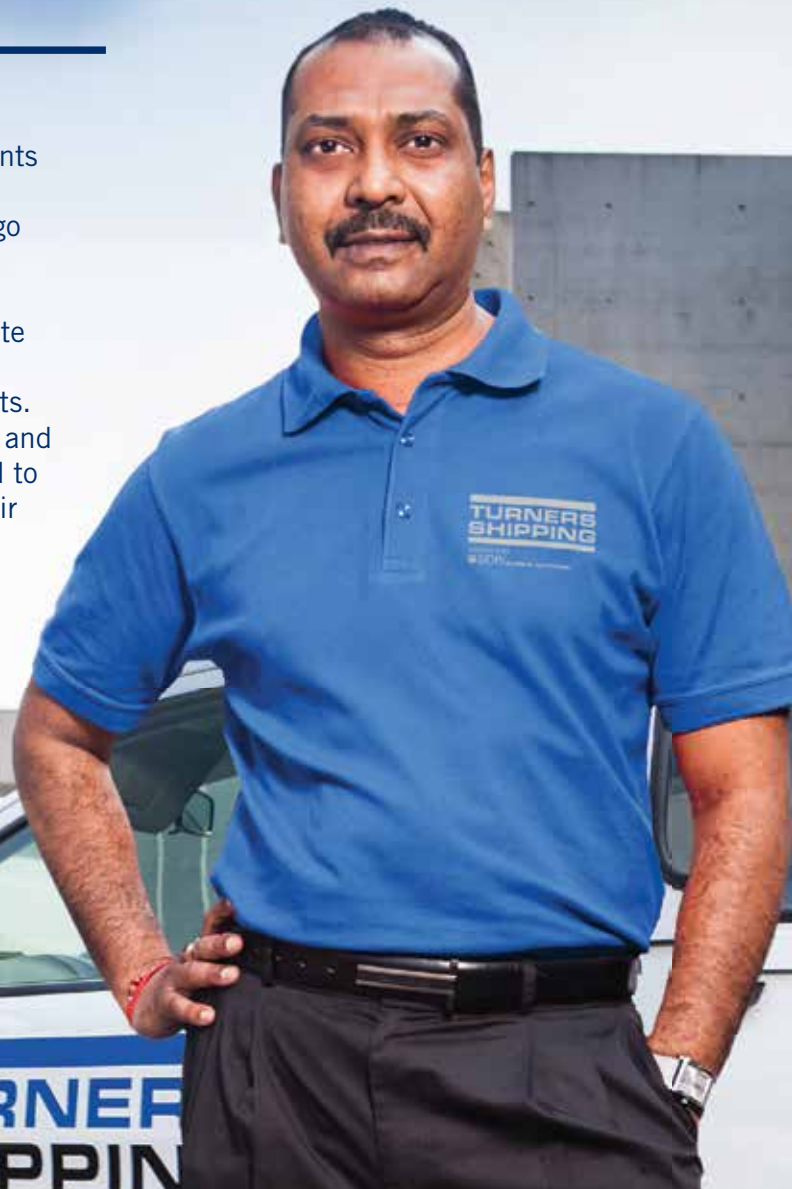
The 2016 Imbizo hosted 233 delegates (55% increase from the previous year); 25 exhibitors (67% increase) and 60 buyer-supplier meetings (200% increase).

“DOING BUSINESS THROUGH DUBE CARGO TERMINAL IS HASSLE-FREE AND THE 24/7 SERVICE – WITH NO ADDITIONAL FEES – GIVES US GREAT TURN-AROUND, TICKING A MAJOR BOX WITH, ESPECIALLY, OUR TIME-PRESSURED CUSTOMERS.”

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MOVING YOUR BUSINESS FORWARD ➡➡



Business Retention and Expansion (BR&E) is an instrument that has been used in the US, Canada and Australia for more than 20 years.

BR&E PROGRAMME KICKS OFF IN NEW GERMANY

Creating jobs has become a top priority nationally in view of South Africa's 27.6% unemployment rate. In tackling this challenge, it is essential to remember that 60-80% of all new jobs are created by existing businesses that are also responsible for 70% of the local investment. Moreover, actions that create an environment in which existing businesses can flourish will also benefit new businesses and attract the interest of outside investors.

Business retention and expansion in eThekweni

eThekweni Municipality has been active in the Business Retention & Expansion (BR&E) programme in a number of ways. The Municipality's role in the Toyota expansion is a prime example, as is its support for clustering initiatives and for catalytic infrastructure developments. Since 2005, Durban Investment Promotion has conducted six BR&E programmes in partnership with the Durban Chamber of Commerce and Industry, plus other localised business bodies.

These have impacted some 3 500 businesses using a locally-driven process that surveys business needs and priorities while mobilising business and other local roleplayers to address them. A key lesson of the City's Investment Promotion Programme has been that the quality of the process plays a major part in determining the action that follows. Analysis of key issues in each area has been formalised and properly reported on for all to be able to work on.

In the past, these surveys revealed common issues of concern for businesses, including crime and grime, skills shortages, heavy vehicle traffic congestion, waste and electricity supply problems and the need to improve how local business is organised.

A new One-Stop Shop is providing existing and new large investors to the City with support through the regulatory and infrastructure provision processes, plus managing the incentive application procedure for the catalytic projects.

At the Business Retention & Expansion event held recently, eThekweni Municipality Speaker Councillor Logie Naidoo and President of the Durban Chamber of Commerce and Industry Mr Zeph Ndlovu officiated and launched the BR&E Programme. Russell Curtis, HOD of Durban Investment Promotion, outlined the importance of the BR&E Programme in retaining jobs and attracting investment.

Businesses were advised of the Go!Durban progress by Head of the eThekweni Transport Authority Mr Thami Manyathi. Business opportunities surrounding the procurement of the





BR&E promotes job growth by helping communities to learn about issues, concerns and opportunities for local businesses, and sets priorities for projects to address these needs.

transport components would further emerge in 2017/2018 once the transport network was operational.

Dr Nuthan Maharaj, Senior Professional Planner in the Economic Development and Investment Promotion Unit of eThekweni Municipality, alerted attendees to the new Incentive Policy that kicked off on 1 July 2016.

A new One-Stop Shop is providing existing and new large investors to the City with support through the regulatory and infrastructure provision processes, plus managing the incentive application procedure for the catalytic projects.

KwaZulu-Natal is still in the grip of a severe drought and Mr Bongani Hlophe, Community Liaison and Education in Water and Sanitation, highlighted the measures that both eThekweni and Umgeni Water would have to take if all communities were not vigilant about saving water.

To round off the BR&E launch, Miss Kathleen Hall, Legal Advisor of the eThekweni Municipality, introduced the new by-laws, especially those relating to the BR&E Programme, namely the Nuisance By-laws, in order to create safe and friendly public places and a community environment.

Different BR&E approaches will be taken within New Germany. One of these is asking business owners about their concerns, ideas and opportunities. Through the eThekweni Municipality's Durban Investment Promotion, this locally driven and implemented programme has been initiated by local partnership with the Durban Chamber of Commerce and Industry and supported by Trade and Investment KwaZulu-Natal.

The BR&E programme is managed by a task team of local leaders, including eThekweni Municipality's BR&E Project Manager Sibusiso Makhathini, Samala Morgan, DCCI Western Area Liaison Officer and Perusha Govender, Business Retention Officer, TIKZN. The day-to-day running of the programme will be led by BR&E Local Co-ordinator Monique Labat in conjunction with associate Dumisani Ndlela. A survey of the businesses within New Germany will be conducted. Business will be asked about the pros and cons of doing business locally, obstacles to growth and ideas for growth. Action teams on each of these will then be launched.





Nearly a third of South Africa's manufactured exports are produced in KwaZulu-Natal.

TIKZN ATTENDS THE ASSOCIATION OF THE REPRESENTATIVES OF THE ELECTRONICS INDUSTRY (AREI) EXPO

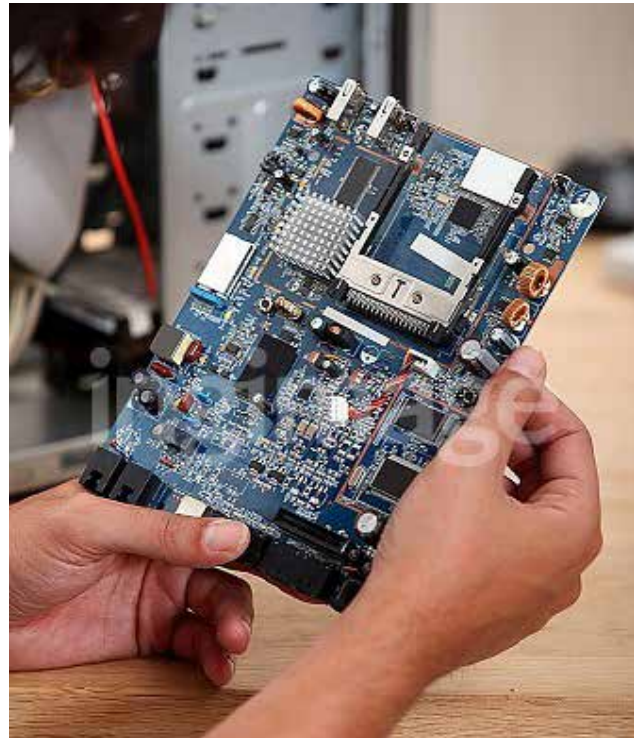
Trade & Investment KwaZulu-Natal (TIKZN), as a non-voting member of the Association of the Representatives of the Electronics Industry (AREI), took the opportunity to partner with the organisation in showcasing the value proposition of the KwaZulu-Natal electronics sector by attending the event recently at the Kyalami International Convention Centre, Midrand.

The purpose of TIKZN's stand was to promote KwaZulu-Natal, showcase service offerings and market the Province as an investment destination for the electronics sector with the intention of increasing opportunities for electronic deals in the Province.

Isaac Zikhathile, Donnee Kruger and interns had the opportunity to showcase TIKZN's investment options and help projects seeking funding from potential funders and stakeholders.

The event was well attended by contract manufacturers and international delegations and focused on the automotive, lighting, metering, military, transport, communications sectors and educational institutions. The office was able to market the

TIKZN's participation in this sector-specific initiative had positive spin-offs judging by the investment leads generated for consideration as well as the opportunity to build on existing synergies.



Province's electronics industrial hub initiative as well to this targeted audience.

Promoters present at the expo engaged our colleagues at the stand regarding potential assistance and areas for collaboration, thereby fostering new relationships and strengthening existing ones.

Some of the eminent leads were:

- Potential investment in KZN with a start-up of R50m and further investment of R200m;
- A follow-up with the University of North West Engineering Faculty on a funding mechanism;
- Joint research on ICT projects in KZN and potential assistance to incubator companies to be explored with CSIR; and
- Enquiries from companies seeking to contract a company from KZN for barcoding systems.

Overall, TIKZN's participation in this sector-specific initiative had positive spin-offs judging by the investment leads generated for consideration as well as the opportunity to build on existing synergies. TIKZN's presence at the event gave the team insight into the future of the vibrant and dynamic electronics sector for future knowledge and information management. The team also witnessed the latest innovations by South Africans in the sector and it is expected that positive gains will be made from this exposure to innovations in the electronics industry in the future.



South Africa has earned the right to host the Global Entrepreneurship Congress (GEC) in 2017.

TIKZN HOSTS THE KZN CONSULS GENERAL TO STRENGTHEN RELATIONS



Trade & Investment KwaZulu-Natal (TIKZN) continued strengthening partnerships with key stakeholders by hosting an engagement with the Honorary Consuls General based in KwaZulu-Natal to provide them with an update on the investment and trade opportunities that the Province has to offer.

During his keynote address, the Executive Manager for Export Development and Promotions Unit Mr Lester Bouah unpacked TIKZN services and the provincial key sectors. He further made reference to the impact of thriving and flourishing aquaculture and fish farming in the Province, which can have a substantial economic impact from an export perspective.

The aerotropolis is destined to become a premier business and trade hub in sub-Saharan Africa, on the doorstep of KwaZulu-Natal's biggest city and primary manufacturing centre, Durban. The developing aerotropolis, with its continuously improving local, regional and international connectivity, may therefore be regarded as being on the cusp of becoming South Africa's new gateway to southern Africa and the world, heralding a new and globally-competitive business operating environment; one with the capacity to radically accelerate business efficiencies and stimulate the worldwide supply chain.

The recent launch of the Isibaya Precinct boosted the Province's service offering in the tourism sector and will act as a catalyst in unlocking the potential of significant regional development, infrastructure and job creation. It will also provide a solid anchor to the emerging Durban aerotropolis.

The Honorary Consuls General present hailed from Britain, Italy, Malta, Finland and France. Their input was mainly around the role that is played by the TIKZN Gauteng office due to its strategic proximity. They further urged for more robust engagement with TIKZN, which will assist the agency to build a stronger KZN profile in the international arena.

In closing, the Executive Manager for Investment Promotion Mr Sihle Ngcamu requested a list of companies from the represented countries in order to offer support and possible areas of collaboration in solving bottlenecks and overcoming challenges that they faced.

The developing aerotropolis may herald a new and globally-competitive business operating environment; one with the capacity to radically accelerate business efficiencies and stimulate the worldwide supply chain.

DRIVING THE TRADE AND IN KWAZULU

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KMA – SA Kotts Foods **KZN Oils** Ladysmith Private Hospital **Leather To**
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ives trade and investment in the Province, like these companies did.

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Har **Heatwave** Imvusa Shoes **In Genius** Iqlaas Foods **J Strickland** Kaytech
Much Leigh Schubert **Leigh Schubert** Leo Garments **Lloyds TSB** Magnum
Mazwana & Mabaso Plantations **Minnies Foods** Miracle Communications
Norx Contact Centre **Oxygen Manufacturers** Pakco **Port Durnford Beach**
Butchery Rhino Ridge Safari Lodge **Rock Solid Industries** Royal Thonga
Quette Furniture Talk International **Tones Platinum** TPT Workwear **Tyco**
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“It is essential, especially during difficult economic conditions, to encourage new entrants and to help existing exporters grow their businesses and develop new markets.”
 – KwaZulu-Natal’s Executive Manager for Export Development and Promotion Mr Lester Boush.

KWAZULU-NATAL EXPORT WEEK 2016



KwaZulu-Natal was a hive of transport-related activity during the month of October, with events such as the Trade and Investment KwaZulu-Natal (TIKZN) Export Week and the much anticipated Exporter of the Year Awards being hosted at the iNkosi Albert Luthuli International Convention Centre.



Export Week provides professional development and information on growth sectors and market opportunities to KZN's new and existing exporters and internationally focused businesses through a comprehensive programme of activities.



Export Week recognises, promotes and assists with growing KZN's export businesses and industries.

Export Week KZN is an annual TIKZN programme that was developed to recognise, promote and assist with growing KwaZulu-Natal's export businesses and industries. It provides professional development and information on growth sectors and market opportunities to KwaZulu-Natal's new and existing exporters and internationally focused businesses through a comprehensive programme of activities.

The events occurred in collaboration with the African Ports Evolution Conference, running over two days.

Export Week highlighted the significance of exporting to the KwaZulu-Natal economy and aimed to celebrate the success of KwaZulu-Natal exporters. The week was filled with information and networking sessions of interest for emerging exporters, existing exporters and seasoned exporters.

Sihle Zikalala, MEC for Economic Development Tourism and Environmental Affairs, said: "The KwaZulu-Natal Export Week and Summit, in particular, were developed to boost the profile of KZN's exporters and to promote exports in general. The Export Week will culminate in the Exporter of the Year Awards with the Durban Chamber of Commerce and Industry, of which Transnet and TIKZN are key supporters."

The one-week event commenced with an Exports Essential pre-Summit seminar. Topics covered in the various sessions included Global Economics and Implications for KZN; Trade Agreements – Access and Advantages; Trade into Africa vs Traditional Markets; and The Way Forward for KwaZulu-Natal's Export Sector.

Export Week highlighted the significance of exporting to the KwaZulu-Natal economy and aimed to celebrate the success of KwaZulu-Natal exporters. The week was filled with information and networking sessions of interest for emerging exporters, existing exporters and seasoned exporters.



For the first time, 2016 Export Week was co-located within the Africa Ports Evolution, which included an exhibition and expo element.



“We have found it encouraging that there has been an increase in the number of Certificates of Origin processed in the last year. This is testament to growing manufacturing and exports from South Africa as a result of a favourable foreign exchange rate due to a weaker rand.”

– Dumile Cele, CEO Durban Chamber of Commerce and Industry.

2016 EXPORTER WINNERS ANNOUNCED AT KZN EXPORTER OF THE YEAR AWARDS DURING EXPORT WEEK 2016



The winners of the 16th KZN Exporter of the Year Awards, a partnership between Transnet Port Terminals (TPT), Trade & Investment KwaZulu-Natal (TIKZN) and the Durban Chamber of Commerce & Industry (DCCI), were announced at a glitzy gala banquet held at the iNkosi Albert Luthuli International Convention Centre, Durban in October 2016.

This year saw the introduction of four new categories, of which three were for exporting ‘soft skills’ rather than the usual tangible products. The event and awards provide a platform and ideal showcase for emerging and established businesses that export a wide range of products and services. Driving exports and promoting economic growth in Durban and KwaZulu-Natal is the spark to ignite a growing export industry – and ultimately a stronger economy.

Transnet Port Terminal’s Chief Executive Karl Socikwa said that TPT’s participation in these awards for KwaZulu-Natal is

vital, considering the role that the terminal plays within the Province. “The Port of Durban handles about 60 percent of the country’s imports and exports and is regarded as the busiest port in sub-Saharan Africa. As the cog that ensures that the wheels of this country’s economy are continuously turning, it stands to reason that we continue to be involved with an event of this magnitude.

Operation Phakisa, the government-led initiative that will unlock the economic potential of South Africa’s maritime sector, also relies on the success of our country’s exporters



“Exports are a cornerstone of the country’s economic strategy as it improves South Africa’s balance of trade through earning foreign revenue.” – Mr Richard Cookson, Garlicke and Bousfield.

in order to see the full benefits of the Blue Ocean Economy,” Socikwa added.

Durban Chamber Chief Executive Officer Dumile Cele recognised the vital role that exports play in the growth and development of the economy: “I am delighted that the awards have grown over the past 16 years, so much so that we were able to introduce four new categories this year. The Durban Chamber will continue to support and help grow our exporters through our Policy and Advocacy function, especially our

Durban Port, Trade and Investment and Manufacturing forums.”

The awards are supported by partners such as the Department of Economic Development, Tourism and Economic Affairs (EDTEA), TIKZN, Ethekeini Maritime Cluster (EMC), Small Enterprise Development Agency (SEDA) and the Export Credit Insurance Corporation (ECIC) to highlight successful exporters in KwaZulu-Natal.

This year’s category finalists and winners were the following:

Emerging Exporter: Sponsored by EDTEA

1. Rocket Works (Pty) Ltd: Winner
2. Microfinish: Finalist
3. BBF Safety Group: Finalist

Small: Sponsored by SEDA

1. Saddler Belts & Leathercraft (Pty) Ltd: Winner
2. Africa! Ignite: Finalist
3. Hillcrest AIDS Centre Trust Woza Moya: Finalist

Medium: Sponsored by ECIC

1. SBS Water Systems (Pty) Ltd: Winner
2. Bata South Africa: Finalist

Large: Sponsored by TPT

1. SUMITOMO Rubber South Africa (Pty) Ltd: Winner
2. SAPPI Southern Africa: Finalist
3. TOYOTA South Africa Motors (Pty) Ltd: Finalist

Africa: Sponsored by TIKZN

1. TOYOTA South Africa Motors (Pty) Ltd: Winner
2. Inhep Electrics Holding (PTY) Ltd: Finalist
3. Pakco: Finalist

Service Provider: Sponsored by EMC

1. Mediterranean Shipping Company (Pty) Ltd: Winner
2. Röhlig-Grindrod (Pty) Ltd (as agents only): Finalist
3. Saltrans Logistics: Finalist

Manufacturers: Sponsored by Durban Chamber

1. SAPPI Southern Africa: Winner
2. Microfinish: Finalist
3. Inhep Electrics Holding (PTY) LTD: Finalist

New category – Agro Processing: Sponsored by Durban ICC

Pakco

New category – Creative Industries: Sponsored by Igagasi FM

Africa! Ignite

New category – Services Sector: Sponsored by Independent Newspapers

Indian Ocean Export Company (Pty) Ltd

New category – BEE Award: Sponsored by TPT

Röhlig-Grindrod (Pty) Ltd (as agents only)

The awards were adjudicated by:

Zine Icheku – Transnet Port Terminals, Thato Tsautse – Ethekeini Maritime Cluster, Farai Moyo – EDTEA, Louise Pelser – Chairperson of the Durban Chamber Trade and Investment Forum, Claude Moodley – TIKZN, Cedric Mnguni – SEDA, and

Odirile Ramasodi – ECIC. PricewaterhouseCoopers were the award auditors.

The awards continue to grow from strength to strength, and KZN companies within the export industry are encouraged to apply for next year’s awards.

“I am delighted that the awards have grown over the past 16 years, so much so that we were able to introduce four new categories this year.”

Durban Chamber Chief Executive Officer Dumile Cele

SUCCESS STORIES

The provincial investment promotion agency, Trade & Investment KwaZulu-Natal (TIKZN), has facilitated more than R16 billion in new ventures since inception, bolstering and creating more than 35 000 jobs and stimulating economic growth and development.

Investment in KwaZulu-Natal continues to emerge as a major contributor to South Africa's growing economy and its favourable business environment has made the Province a sound investment destination for investors from around the world. Major economic sectors in KwaZulu-Natal include manufacturing (chemical, textiles, pulp and paper products), finance and real estate, wholesale and retail trade, hotels, transport and communications, as well as agriculture and forestry.

Job creation and skills development are crucial for competing in a global economy. TIKZN facilitates these by partnering with government to support local trade and businesses and linking opportunities to developmental needs.

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Dick Whittington Shoes (Pty.) Ltd.

ADVERTORIAL

THE HISTORY OF DICK WHITTINGTON SHOES

Established in 1948, the company started modestly employing 10 people to make 30 pairs per day of "stitch-down" shoes. The company grew rapidly and began making hand-crafted Goodyear welted footwear selling against some of the established brands at that time. It quickly earned a reputation for quality and value which entrenched solid relationships with its customers which endure to this day.

Continued growth over the years saw the company become part of the then Conshu Group. In 2002 the company was acquired by the current shareholders some of whom formed part of the management team. It continues to operate from its existing premises and continues to flourish under its new owners.

The company turns 68 years old this year.

OUR BUSINESS

Dick Whittington Shoes is very much a niche business, selling to the more discerning shoe market that requires superior quality and international branding. It boasts a well-earned reputation as being the leading manufacturer and marketer of genuine Goodyear welted, branded men's formal footwear and uniform/industrial footwear.

The Company currently employs 350 staff and produces some 30 000 pairs per month of genuine leather, high quality branded footwear. It has the capacity to double its output at reasonably short notice.

The Company is prime contractor to the South African Government for most of its footwear requirements. It has manufactured millions of pairs of boots and shoes worn by the armed forces of South Africa and those of its neighbouring countries for nearly four decades. The military footwear range is made to withstand the toughest conditions of both battle and the environment. These products are the result of comprehensive engineering, top quality materials and rigorous military testing, each made with the same painstaking craftsmanship. All products supplied to the South African National Defence Force are made strictly to their specifications and are inspected by the South African Bureau of Standards to ensure conformance.





“One out of five units exported is produced in the small and medium sector in South Africa.”
– Department of Trade and Industry.

J STRICKLAND AFRICA EXPANDS ON THE CONTINENT

J Strickland Africa currently services over 1 500 customers in South Africa, southern Africa on an account basis, and into Africa on an export cash-on-demand (COD) basis, and plans to expand even further into the African market.



Company background

Wendy Norman has been associated with the cosmetics and beauty field since 1976, having launched her career with Innoxia in Zimbabwe as an in-store consultant, gaining valuable experience in promotions, marketing, ordering, displays and control of the entire cosmetic counter. In 1977, she decided to further her studies at Stellenbosch Academy for Beauty Therapy, where she became the first person in South Africa to be awarded the Comite International D'esthetique et De Cosmetologie (CIDEsCO). Thereafter, she returned to Innoxia in the Transvaal as a travelling consultant, being responsible for staff recruitment, in-store and pharmacy promotions, chairing consultant sales meetings and servicing retail outlets.

In 1981, she moved into the field of Beauty Therapy, opening her own salon in Musgrave Road, which ran for a period of eighteen months. In late 1982, she joined Lancome as an Area Manageress. In 1985, Wendy Norman joined the Natal Technikon as a Lecturer in Beauty Technology, Aesthetics and Art, being responsible for student and department administration, procurement of all consumables, budgeting and liaising with cosmetic companies and salons. In 1988, she formed Glamour & Glitz International, acting as an agent for

10 companies supplying beauty salons, nail bars, hair salons, beauty schools and colleges with all their beauty equipment and products. Following on from this, various agencies from the USA were added and the products were marketed in South Africa, Botswana, Swaziland and Zimbabwe. Among these agencies were cosmetics, haircare and generic drugs, for the black beauty market, which ultimately led to the opening of J Strickland Africa and the exclusive sales and marketing of J Strickland's products into Africa. To date, Wendy Norman has travelled extensively throughout Africa, opening this vast potential market.

In 1994, Wendy Norman was appointed as an agent for J Strickland & Co USA to sell their products exclusively into Africa. J Strickland Advertising cc was registered to handle all their advertising, marketing and sales throughout Africa. At that stage, J Strickland & Co USA was contract manufacturing in Botswana. The contract company ceased to exist, at which stage J Strickland & Co USA asked Wendy Norman to take over the company, resulting in J Strickland Advertising cc becoming a trading company and now trading as J Strickland Africa. Currently, the company manufactures ethnic haircare products with leading brand names such as: Blue Magic,



TIKZN Manco members with the J Strickland Africa Management during the TIKZN project visitation.



According to research performed in 2010, 91% of the entities in South Africa are SMEs, of which 61% contribute to the country's employment statistics. Of the 91%, 52-57% contributes to the country's GDP.

Sulfur8 and Royal Crown under licence for J Strickland & Co USA. J Strickland Africa has a large customer base in South Africa and exports into southern Africa and Africa, benefitting a large consumer base market with high quality, professional and personal haircare products that are well received and established in the marketplace throughout Africa.

The company today

The manufacturing, warehouse and distribution takes place in a 2 400m² factory at Strickland House, 4 Le Mans Place, Westmead, Durban. This location is in a prime industrial area, with close proximity to the harbour, which supports the business import and export activities. Distribution to the rest of South Africa has been outsourced with a 48-hour lead time to main centres and hubs, benefitting both customers and consumers and giving a leading edge over competitors.

J Strickland Africa has been trading with these customers since 1994. The company has either trade agreements or approved credit applications from each customer in southern Africa, in order to grant credit facilities to trade on an account basis with them. J Strickland Africa currently has a staff complement of 19 employees and the business has set out to establish the possibilities of improving the company service within southern Africa and Africa.

In the future

Marketing is an important component of the business and market analysis will benefit both J Strickland Africa and all employees. All the facts and research were obtained within the southern African and African markets and from business procedures that are applicable to South Africa. It is important that the company be effective and efficient in the marketplace in order to: grow or maintain market share, offer product quality, excellent service, and a much more affordably priced product, so as to satisfy the customer's ultimate needs and desires.



The TIKZN Chief Financial Officer Ms Lingiwe Nyamande appreciating the equipment factory during the J Strickland Africa project visit.

In light of this penetration and positive growth, J Strickland Africa will be able to enhance the already well established trust and business relationships it has secured. The benefits of producing the products locally will result in an increase in local sales from R12 million to R82 million per annum. The company has a significant proportion of export sales and a minimum of two 20 feet containers into Africa a month, of which the company already has an established clientele, currently sitting with 22 potential enquiries that the business presently cannot supply.

This will create an influx of foreign currency in the form of US dollars into South Africa, and will also allow for distribution turnover to suppliers in the packaging industry, raw materials, advertising media and printing industry and will increase their current employment of 19 staff members to 74 members within their first year.

“ J Strickland Africa has a large customer base in South Africa and exports into southern Africa and Africa, benefitting a large consumer base market with high quality, professional and personal hair care products that are well received and established in the marketplace throughout Africa. ”



KwaZulu-Natal's manufacturing sector is the second largest in the country, after Gauteng Province.

NEW KZN CONDOM MANUFACTURING PLANT HELPING TO CURB THE SPREAD OF HIV

KwaZulu-Natal has hailed the official launch of the Province's new multi-million rand condom manufacturing plant as a significant step in Government's quest to reduce the spread of HIV infections in the Province while increasing life expectancy.

The new condom factory will be situated at the Dube Trade Port's Special Economic Zone, right next door to the King Shaka International Airport. It is a first for the Province and only the second one in the country. KwaZulu-Natal aims to distribute at least 212 million free condoms each financial year in its bid to curb the spread of HIV/Aids infections.

When it is fully functional, the new factory will produce no fewer than 700 000 condoms per day, some of which will be exported to other African states. The launch of the new condom factory comes just months after National Health Minister Dr Aaron Motsoaledi announced in his budget speech that South Africa will soon get its own facility, Ketlaphela, which will start producing antiretroviral drugs in 2019.

Speaking after a visit to the new condom factory site, MEC Dhlomo said: "We are very pleased that the plan to build a condom manufacturing plant in KZN – a place that needs it most because of the pandemic of HIV – has come to fruition. "In every intervention that we put in place to improve public health outcomes, KwaZulu-Natal must lead and be ahead. Therefore, the presence of this condom manufacturing plant will go a long way to assist our programmes and prevent illnesses from spreading."

He said that he would call upon condom manufacturers to consider lowering the price of female condoms, which are currently 10 times more expensive than male condoms. "The price of female condoms makes them inaccessible because they're expensive." MEC Dhlomo said that limited access to female condoms leads to challenges because men are generally still stubborn, but they still have the upper hand to make decisions that may affect the sexual health of their partners negatively. "The brunt of HIV and Aids is heavier on females than it is for males. So, if you were able to make female condoms more easily accessible, you begin to empower women because the tools to ensure their sexual health are still skewed against them."

In his keynote address, MEC for Economic Development, Tourism & Environmental Affairs Sihle Zikalala said that the



When the factory is fully functional, HBM-SA Health Protection Services will produce no fewer than 700 000 condoms per day, of which some will be exported to other African states.

KwaZulu-Natal Growth Fund had played a leading role in assisting the project promoters with the structuring of the transaction. In March 2016, the KZN Growth Fund approved R42.5m debt funding towards the setting up of the facility. HBM-SA Health Protection Services invested R150 million in the project. "The company will play a crucial role in Government's programme that provides free condoms to everyone in South Africa, which, we believe, has contributed to the average life expectancy increasing from 56 to 60 years. Furthermore, we are confident that this programme will continue to contribute towards a projected decline of 48% in new HIV infections among our adult population," said Zikalala.

"For the first time, HBM-SA Health Protection Services will bring about the local production of condoms. Previously, manufacturing of condoms was based offshore, and the company was importing its condoms. However, South Africa offered it a more competitive manufacturing environment, which comes in the form of Special Economic Zone incentives within Dube Trade Port coupled with its strategic location. This move not only will create over 140 local jobs and encourage skills transfer, but it also allows the company to respond timeously to our needs and those of other developing nations within the Continent," said Zikalala.



Who is Dymarox

Dymarox (Pty) LTD is a champion of choice in the maritime sector within the shipping industry a brain child of Mr Vusimuzi Lucky Ndlovu Son of the African soil from KwaZulu Natal province.

Where do they come from?

Subsequent to the identified gap needed to be occupied by none other than the all-time titleholder, Dymarox (Pty) LTD birth is in response to the Government initiative, Operation Phakisa, Marine protection and governance as well as South African Maritime Safety Authority's (SAMSA) business philosophy to promote BBBEE in the maritime and chemical sectors.

30years of experience shared between Mr Ndlovu and Mr Carl Lupke's acceptance of the invitation to demonstrate his maritime and shipping engineering knowledge and expertise, skillset of the team support structure which also has increased in size, Dymarox has since grown becoming the service provider of choice in the shipping industry, logistics and supply chain support structure for manufacturing and processing industries brought in to the region by TIKZN.

Dymarox is committed to on-going learning, growth and awareness at multiple levels i.e. intra/interpersonal, customer/stakeholder and organizational.

Dymarox pride itself as SANAS accredited Level 1 BBBEE and our association with Trade and Investment KwaZulu-Natal, the key player in the growth of business in KZN.

Our Motto

"Our Expert Services Provide Solutions for Your Needs"

What are they offering?

Our Services include the following:

- Clearing & Forwarding
- Strategic Sourcing
- Supply Chain Management
- Logistics and Warehousing
- Fuel Management Systems
- Waste Oil Collection
- Oil Spillage Equipment and Chemicals
- Oil Supplies – Lubricants and Fuels
- Oil & Chemical Spillage Clean up
- Supply Machinery Parts and Components
- Inventory Management Systems
- Shipping Container
- Tank Container and Bitutainer Leasing
- Fixed Asset Management.

Dymarox is a member of South African Association of Freight Forwarders (SAAFF), National Oil Recycling Association of South Africa (NORA-SA), The ROSE Foundation (Recycling Oil Saves the Environment) and Durban Chamber of Commerce.

Dymarox believe in human capital development, in that able to create conscious corporate business entity with people of conscience. Thus Dymarox with its visionary leader, Vusi Ndlovu welcomes future engagement with companies who believe in developing South Africa and Africa.



100% Black Owned



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The Department of Trade and Industry (dti) has established an Export Help Desk at the dti campus in Pretoria to provide South African firms with export information and advice within 24 hours.

BAKHRESA GROUP SPREADS ITS WINGS

One of the gems that Trade & Investment KwaZulu-Natal (TIKZN) facilitated and committed in 2012/2013 was the Bakhresa Group – one of the leading industrial houses in Tanzania, East Africa. Begun in a humble manner with a small restaurant in the Port City of Dar es Salaam, Tanzania in the mid-seventies, it has now emerged as one of the prominent family-owned business groups in the region.

The Group has its operations spread in Tanzania's mainland and Zanzibar, Kenya, Uganda, Malawi, Mozambique, Zambia, Rwanda, Burundi and South Africa. Plans are in place to expand into other countries. The Group now boasts a turnover of more than US\$ 800 million and is a proud employer of more than 8 000 people. There are a range of companies under its umbrella and investments are primarily in the food and beverage sector, packaging, logistics, marine passenger services, petroleum and entertainment.

The products and services provided by the Group are:

- Wheat flour and wheat bran
- Maize flour and maize bran
- Biscuits and bakery products
- Carbonated soft drinks and malt-flavoured products
- Natural fruit juices
- Ice-cream
- Bottled water
- Polypropylene bags, including laminated bags for the cement industry
- Plastic packaging materials, including printing
- Paper bags
- Petroleum products
- Marine passenger ferry services
- Inland container depot

- Road transport services
- Azam Media
- Azam Football Club

Bakhresa Group will soon be launching new products and services and will be expanding into new locations with a view to meet the ever growing customer needs for basic products and services.



Bakhresa Group will soon be launching new products and services.





“The harsh reality is that 79.0% of informal traders do not have a bank account; 96.8% have loans from friends/family for day-to-day operations; More than 95.0% have no credit facility, or asset finance or a mortgage loan for their business.” – Lindiwe Sisulu, Minister of Human Settlements.

XOLILE EMBROIDERY

STITCHING HER WAY TO SUCCESS

Xolile Ndlovu began Xolile Embroidery six years ago in order to earn a living and provide for her family. She saw a rare opportunity of crafting artwork for the international market at the get-go, but Xolile never imagined that one day her wares would be exported.

Xolile unlocked markets in the United States, Mexico and other countries through Trade & Investment KwaZulu-Natal's (TIKZN) intervention. She was selected to partake in the Trade Expo in China in October 2016, which was a perfect opportunity to showcase her extraordinary talents. This will inevitably create a lot of interest from buyers locally and around the world.

The additional sales will not only sustain the workforce she already has, but will also create many more job opportunities for other families living below the breadline, in a country where unemployment is spiralling out of control. “I would like to thank

TIKZN for allowing me to take my business to new heights. I now have a rare opportunity to export my products overseas, which is something I never anticipated. This has assisted not only myself but my family to put bread on the table,” said Xolile.

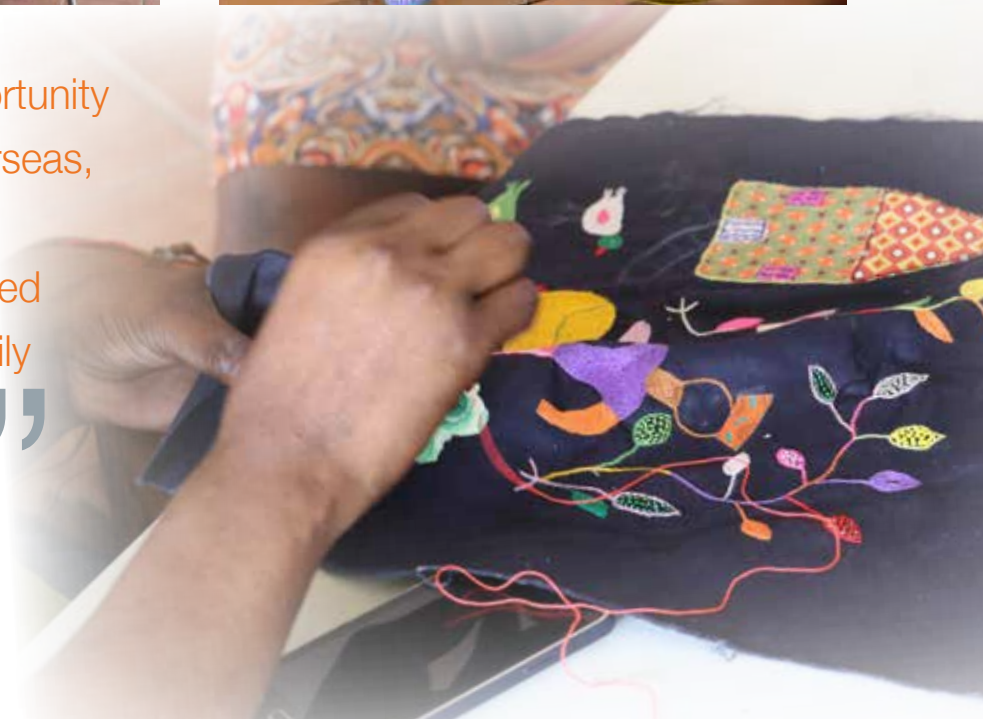
Handcrafters in KwaZulu-Natal are cashing in on the commercial viability of Zulu beadwork internationally. The talented hands of beadwork ladies have created a lucrative business, allowing them to showcase their works in America and China, among other places. These ladies say that these minor milestones have helped them to garner some respect for quality African jewellery makers.



“I now have a rare opportunity to export my products overseas, which is something I never anticipated. This has assisted not only myself but my family to put bread on the table.”

Xolile Ndlovu

Some of the sterling work done by Xolile Embroidery, the KwaMashu-based project that employs four women handcrafters in the community.





The provincial government plans to create 2.1 million jobs by 2030 through the Provincial Growth and Development Plan.

TONGAAT'S R50 BILLION PROJECT TO CREATE JOBS

JSE-listed Tongaat Hulett has said that it will invest R50 billion in the next 15 years in the development of the Sibaya Coastal Precinct in a move that will boost the local economy and create jobs.

Tonga Hulett's CEO Peter Staude said recently that the investment had been backed by the KwaZulu-Natal provincial government. Staude said that the Sibaya Coastal Precinct was among the most sought after, developable land in the country. "As one of the fastest growing regions in the country, the Precinct will act as the catalyst in unlocking the potential of significant regional development, infrastructure and job creation, and it will provide a solid anchor to the emerging Durban aerotropolis," said Staude. The targeted land is situated between the natural boundaries of the Ohlange and uMdloti river estuaries – about 25km north of Durban – and is over 1 000 hectares in size. It stretches from the national N2 highway to the Indian Ocean and incorporates seven nodes of prime beach, forest, river and hilltop land. Staude said about 40 percent will be left as green space. KwaZulu-Natal MEC of Economic Development, Tourism & Environmental Affairs Sihle Zikalala said the investment was part of the government's commitment to create an environment in which business in the Province could prosper. Zikalala said that the Province was fully behind Tongaat Hulett.

"The investment by the private sector is critical to job creation because we know that 30 000 permanent jobs and over 270 000 temporary construction jobs will be created throughout the duration of the project," said Zikalala. "We have the Dube Trade Port and the Richards Bay Industrial Development Zone, which are very important in driving the economy in the Province. We don't doubt that this development by Tongaat Hulett will play an important role in driving the economy of the Province." The construction of the service infrastructure started in node one in August, with node five to follow soon. Once complete, the development will rise

to 9 000 residential dwellings and 500 000m² of commercial bulk, including schools, universities, retirement developments, corporate, retail and hospitality infrastructure. The company also reported that it expected its operating profit to increase by 5.8 percent to R1.35 billion for the six months to end of September, from R1.28 billion during the corresponding period last year. It said that headline earnings were expected to be about R631 million, compared with the R607 million earned in the previous year – an increase of about four percent. The results for the six months include an improvement in sugar revenue and operating profit. The company will release the half-year result soon. Tongaat Hulett shares recently rose 0.03 percent to close at R115.68 per share.

“As one of the fastest growing regions in the country, the Precinct will act as the catalyst in unlocking the potential of significant regional development, infrastructure and job creation, and it will provide a solid anchor to the emerging Durban aerotropolis.”

Tonga Hulett's CEO Peter Staude





Manufacturing contributes approximately 14 percent to South Africa's gross domestic product.

THE LAUNCH OF ZUNGU-ELGIN ENGINEERING



Plans to accelerate black economic participation have received a major boost through a partnership involving Trade & Investment KwaZulu-Natal (TIKZN), the National Empowerment Fund (NEF) and the Industrial Development Corporation (IDC).

The partnership has culminated in Zungu Investments Company (ZICO) launching its new brand, Zungu-Elgin Engineering, in Durban. ZICO, the majority shareholder (86 percent) founded in 2000, has interests in the industrial and mining services sectors.

The addition of Zungu-Elgin Engineering into the ZICO portfolio will enhance the diversity of the Group's current business. The combined expertise and business knowledge provided by the ownership of the two organisations is envisaged to provide the stability required for continued business success. The MEC for Economic Development Tourism & Environmental Affairs Mr Sihle Zikalala congratulated Zungu-Elgin Engineering for enabling growth and development in the economy of the Province.

"Zungu-Elgin will act as a catalyst to accelerate black economic participation in the engineering industry through ownership, management and control," said Sandile Zungu, Executive Chairman of ZICO. He said that this would secure an engineering industry that is diversified and inclusive.

"The advancement of women remains high on our transformation agenda," Zungu added. The new entity formerly known as Elgin Engineering has enjoyed a great legacy as the leading Durban-based engineering company for the past 67 years. It services clients mainly in the petroleum and sugar industries in South Africa and the rest of Africa. NEF funded

the remainder of the 14 percent of ZICO's acquisition of Elgin Engineering.

Zama Khanyile, Umnotho Fund Manager at the NEF, said that partnering with Zungu-Elgin would enable NEF to deepen transformation in manufacturing – an industry that contributes approximately 14 percent to the gross domestic product.

Globally, the sector is considered one of the bedrocks of industrialisation, hence NEF and Government, through its macroeconomic policies, has identified manufacturing as a sector needing greater black participation.

Khanyile expressed delight that ZICO had come on board and taken the lead in the shareholding. "It is a credible catalyst for black business in South Africa. We have no doubt that the company can look forward to greater heights as South Africa navigates the course for inclusive growth," said Khanyile.

Zungu-Elgin is a medium-to-heavy engineering business that designs, manufactures and repairs equipment primarily for the sugar and petrochemical industries but also caters for the general engineering, mining and industrial sectors. Zungu-Elgin are specialists in providing safe, quality turnkey solutions for the manufacture and installation of new equipment and re-tubing services within extremely tight deadlines. They have the logistical benefit of their facility being situated close to the Durban harbour and only 45km from King Shaka International Airport.



The automotive manufacturing industry employs approximately 20 000 people and contributes roughly R21 billion to the local economy per annum.

RSI GOES MODULAR

KZN-based company Rock Solid Industries Pty Ltd has recently made major changes to their factory and Smart Canopy range. The stainless steel canopies made by RSI have always been highly regarded, but now the quality and fitment process has stepped up a notch.

After completing an order for 2 300 canopies for the Telkom and Bidvest fleet, the company has shifted its focus to streamlining the production of its leisure canopy range. An important achievement has been acquiring ISO 9001:2008 certification, which involved a full revamp of their 2 000m² Westmead factory.

This included new flooring, mezzanine decks, streamlined assembly stations, and, significantly for us end-users, three state-of-the-art Aero-Cure Spray booths.

The new paint process means that custom painting options can include both a wide range of colours to match most vehicles, and the possibility of different panel colours. The biggest and most prominent improvement, however, has come in the way they assemble the Smart Canopy range.

RSI has now developed a patent-pending modular design to construct their canopies. Instead of a single welded unit, the canopies are made up of five key components: the roof, two side panels, the front panel and rear door.

These components are now bolted together for final assembly. They can also be compactly packed (36 canopies to a 20-foot container) for RSI's export programme, which covers the UK, Australia, Germany, Spain, the UAE, and Tanzania, Botswana and Namibia in southern Africa.

Local online orders can be sent fully assembled, as can units sent to local retail outlets such as 4x4 MegaWorld and Safari Centre. If space is a consideration and you want the flat pack, the new component system enables the unit to be put together in 30 minutes: watch the video on the RSI website. In addition, RSI insists that the system gives the canopy more strength and flexibility, eliminating common issues like weld-fatigue cracks. This makes it perfect for the 4x4 enthusiast who subjects a canopy to severe strains, and it enables individual components to be replaced in the event of damage.

To locate on a load bed, the standard tie-down eyelets are removed. These holes are used to locate four pillars supplied by RSI – one in each corner onto which the canopy is bolted. As no drilling is required, these canopies are given OEM approval. Key features include the use of automotive-grade stainless steel in the fabrication, solid side gull-wing doors (windows optional), an innovative weatherproofing system to keep out dust and damp, key-alike locks, standard roof rails, and it is lightweight – below 85kg for a double cab unit.



RSI has now developed a patent-pending modular design to construct their canopies. Instead of a single welded unit, the canopies are made up of five key components: roof, two side panels, the front panel and rear door.

RSI SMARTCANOPY® CKD

WHAT IS CKD

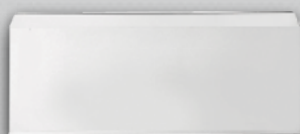
- COMPLETE KNOCK-DOWN - FLAT PACK SOLUTION
- MODULAR DESIGN SYSTEM WHICH HAS REVOLUTIONIZED THE CANOPY INDUSTRY
- 5 KEY COMPONENTS FOR EASY & QUICK ASSEMBLY

BENEFITS OF CKD

- ECO-FRIENDLY
- REPLACEABLE PARTS
- REDUCED LOGISTICAL COSTS
- LOWEST LIFE CYCLE COSTING
- AWARD WINNING DESIGN



SIDE DOOR



SOLID



GULL WING



GULL WING WITH SLIDING WINDOW

REAR DOOR



SOLID



FIXED WINDOW



FULL

FRONT PANEL



SOLID



FIXED WINDOW



CAB SLIDER

REDUCED LOGISTICAL COSTS



5 KEY COMPONENTS - QUICK ASSEMBLY OF UNITS





"In 2013 and 2014, approximately 85% of South Africa's early-stage entrepreneurs were Black Africans. In 2015 this figure has declined by a fifth, to 68%." – Global Entrepreneurship Monitor Report.

FIRST KZN MANUFACTURED SMARTPHONE TO HIT SHELVES SOON

It all started in 2009 with a simple, bold idea: make a better phone. But, not just a better phone – a better way of doing things: a new kind of technology developing company that works hand in hand with users to do something amazing, something meaningful.

Smart phones are considered the fastest growing devices today – they provide a wide variety of services and much needed mobility as opposed to notebooks and laptops. With increasing numbers of users each day, it has become a huge opportunity for businesses to utilise this revolutionary innovation to promote their brands and extend their market opportunities.

A Flip Page Company (Flip Page) is a South African innovative mobile communications company that develops integrated hardware, software services and provides a platform for seamless access to information, including email, voice, instant messaging, short message service (SMS) and Internet-based applications and browsing.

Two young entrepreneurs from Pietermaritzburg, Lifa Bekwa and Lwazi Ndlela, who possess years of experience and relationships in the communication and technology sectors, founded the business.

Lifa Bekwa is an internationally trained specialist in Artificial Intelligence, Robotics and Arduino (Interfacing and Arduino Microcontroller). Lifa's devotion to innovation and pushing the boundaries of ICT integration into everyday human life has earned him deserved recognition among key decision-makers and personnel in the telecoms and technology arena.

"The company gathers exceptional talent from all over the world with various backgrounds, beliefs, and perspectives, but we all share one common dream: change things for the better and leave a mark on the world. We pursue the highest standards professionally, personally, and ethically.

"Empowered by a bold mindset, we promise to create products that transcend geography, customs and cultures all the time. We always strive for improvement and aim to provide the best value to our users. Remaining

introspective, we look to improve ourselves before demanding or criticizing others. Believing that great products raise people's living standards and spread happiness, we bring technology back to the community by building an open and collaborative platform."

Lwazi Ndlela has a diverse academic background, having studied LLB Law and triple majored in Sciences (Biochemistry, Microbiology and Genetics/Bioinformatics). Lwazi is able to use his research and systems development skills across all fields. Flip Page has found a way into Lwazi's heart as a challenge that has truly tested all his skills. Lwazi continued his studies in Forensics post completion of his Cambridge A-Level course, where he developed much needed business management, team organisational skills and the ability to think on the move.

The innovation invested into A Flip Page Company smart phone will be a game changer in the industry: Superficially, the Emerge is a slim, tall, and pleasantly light aluminum rectangle that invokes comparisons with the other smartphones in the market's stern, symmetric design. But a closer look shows there's a bit more going on here. The back panel has the antenna bands form a continuous loop around its sides, which is a clever and aesthetically pleasing way of incorporating them into the design.

There's also a circular surface that's metallic and embossed with company's 'double P' inspired logo. You will certainly mistake it for a fingerprint scanner, but in reality, the sensor is embedded in the Home button on the front. The scanner works quickly and reliably.

On the sides, we have power and volume keys on the right (they are nice and tight), the SIM tray is on the left, and the bottom is home to the DTS enhanced sound speaker, USB Type-C port, and earphone jack. The Emerge has a 5.5-inch, 1 080 x 1 920px resolution AMOLED display, but



Lifa Bekwa is an internationally trained specialist in artificial intelligence, robots and Arduino (CSAI) Engineering at Stanford University.



“Small business is big business.” – President Jacob Zuma.

“Believing that great products raise people’s living standards and spread happiness, we bring technology back to the community by building an open and collaborative platform.”

Lifa Bekwa

this isn’t what all the fuss is about. Rather, the company has pulled off semi-authentic 3D Touch shortcuts – still a rarity among Android phones. The feature discerns between three levels of pressure – Touch, Tap, and Press. A robust tap on an app lets you access its essential functionality, while force-pressing near the screen’s left or right edge yields you a customisable shortcut bar.

The force touch wallpapers that animate when you force-press them are kind of cool. The phone will run Android 6.0 Marshmallow at launch and has a fingerprint reader on its Home key. Initially, the custom Bang OS skin will be used (Company’s own take on Android OS).

The company has brokered an interesting, unique feature with WhatsApp (the popular chat app). The Emerge can log into two WhatsApp accounts, so you can keep personal and work communications separate. Also in terms of communications, the Emerge is optional and comes as a single Nano-SIM phone or dual-standby phone (optional) with LTE and VoLTE.

Isaac Zikhathile, the Project Manager who facilitated this project since its inception, reiterated how the success of this project will impact the Province.

“I’m very inspired by the project and the perseverance by the project promoters. As young as they may be, they have endured all the challenges and continued believing in the realisation of this dream. The success of this project is not due to the intelligence of the shrewd young minds only, but to the teamwork, concerted effort and the right attitude.”

Flip Page will also contribute towards youth development and localisation of skills through a partnership with the University of KwaZulu-Natal, which will see a recruitment of two-to-three interns every six months for a period of three years; the students will be specialising in the field of Computer Science and Electronic Engineering.

The students will travel to China for an extensive practical training for six months before returning to South Africa to be placed in Flip Page repair centres.



In addition, a Flip Page Store will open in Musgrave Centre soon after the official announcement.

Since the prototype has been developed, orders are expected to commence around December and Flip Page will officially announce and launch the first proudly made in KZN smartphone before the end of March 2017.



Lwazi Ndlela has a diverse academic background, having studied LLB Law and triple majored in Sciences (Biochemistry, Microbiology and Genetics/ Bioinformatics).



KZN remains the most popular domestic tourist destination in South Africa and a leading conferencing centre in Africa.

SHARING AFRICAN BASKETRY WITH THE WORLD



Angeline Bonisiwe Masuku (ABM) is a long existing company based in the KwaHlabisa area in KZN. Professionally, ABM manufactures and distributes Zulu handmade baskets in and out of South Africa. All baskets are made from palm and grass of different shapes and sizes and are in great demand from tourists. ABM has sold many in America (Santa Fe, New Mexico, New York), Italy and Germany. ABM has, with a doubt, put Hlabisa on the map in the craft industry.



Angeline gets her inspiration from the ordinary world around her: “The chickens roosting in the trees, the cattle, goats, dogs and people” and translates them into the delightful stylised figures that make her work original.

A down to earth and practical woman, Angeline takes pleasure in her community and her family. But there is another side to this shy and charming person, which is a drive to build a professional career out of her art that includes dreams of an office, a computer to connect her to her customers all over the world, and a car to transport her baskets and to get her to the airport for her many trips overseas.

One of the few crafters to possess excellent business sense, Angeline is the epitome of what the modern crafter needs to be.

“I started at a very young age – I was eight when I made my first basket. I was taught by my Aunt Caulina, and I then taught my sisters, our children, and the rest of the community. Initially, craftwork was meant for vocational studies but for me and numerous other women and youth, it turned out to be a way to alleviate poverty.

“I excel in the art of telling history by weaving patterns into these baskets,” said Angeline.



In May 2015, there were 1 202 795 foreign arrivals to South Africa. The arrivals were made up of 89 257 non-visitors and 1 113 538 visitors.

A WINNING SOLUTION IN SANITATION INFRASTRUCTURE

Cubicle Solutions, manufacturer of 100% moisture resistant toilet cubicles, shower cubicles, lockers, benches, locker-bench combinations and urinal divisions has been trading since 2009, a relatively short space of time when you consider the success and growth of the Pietermaritzburg based company.



Owned and managed by husband and wife team Alan and Sue Hadcroft, the company has successfully secured major projects across South Africa and into Africa. Alan is responsible for technical development, production and site management and Sue heads up all sales and marketing activities as well as overall business strategy and financial control.

Sue said, “Initially, our major focus was getting our product known and understood by the professionals in our industry – the architects, quantity surveyors and contractors. The product is a 12mm solid laminated board that is 100% water-resistant and non-porous, so will not delaminate and can be easily cleaned and maintained. Our cubicle system is self supporting, with no frame, so it is extremely hygienic.” Sue said now that they have some high profile projects in their portfolio, such as Durban beachfront redevelopment and FNB at The Ridge, Umhlanga, their business has snowballed due to happy clients and ongoing repeat business.

To add to their cubicle range, in 2011 they added lockers and benches to their product offering, so they now had a complete changing room solution. This has been particularly attractive to multi-nationals such as Virgin Active – for the Red clubs, and also Planet Fitness – for the Just Gyms. These organisations

can now have a uniform look throughout their changing room facilities where they can bring in corporate colours and themes.

In 2013, Sue expanded her strategic focus to include export business. It was then that she first started interacting with the teams at Trade & Investment KwaZulu-Natal (TIKZN) and the Department of Trade and Industry (dti), following her participation in the Seda Women Empowerment Coaching Programme. TIKZN’s presentation on this programme led Sue to follow up with Francois Beatrix and the dti in Pretoria, and she subsequently attended international conferences and exhibitions in Mozambique, Zambia, Dubai, Tanzania, Zimbabwe, India and Ghana. Sue said, “Our successful venture into the export market has only confirmed what a winning product range we have and the fact that it has successfully been installed in Mozambique, Botswana, Zambia, Ghana, Namibia and for the first time this year in Qatar, is also testimony to the role that has been played by TIKZN and dti in supporting us to attend these exhibitions.”

To cement the success of Cubicle Solutions, Sue and the Company have won numerous awards over the years, the most recent being the Pietermaritzburg Chamber of Business Medium Business of the Year.

“DUBE TRADEPORT CORPORATION OPERATES AS A FIRST-WORLD ENTITY AND HAS BEEN EXTREMELY HELPFUL IN GETTING US TO WHERE WE WANT TO BE. NOTHING IS EVER A PROBLEM.”

dube tradeZONE

Kevrin Naidoo, Director: Development and Sales: ReelinBearings and Devon Sam Chinna, Operations Manager: BrencoReelin
www.reelin.co.za

Reelin Bearings has opened its bearing assembly plant known as BrencoReelin, which will increase our global footprint especially as we gear up production at our facility within Dube TradePort. As a bearing assembly and remanufacturing enterprise, we are striving to become Africa's first bearings plant which delivers a product that is 100% localised. Dube TradePort provides the perfect fit with our Strategic Growth Plan, given the available infrastructure, rapid air access in terms of goods coming to us from overseas and throughout South Africa, together with the level of security afforded to us, in view of the high quality and quantity of steel we use. Our Dube TradePort investment has enabled the 2013 construction of Africa's first fully automated bearings plant that will see our employment grow by a further 150 within two years, along with the associated re-affirmation of our comprehensive staff training and skills transfer commitment. With our 40-seat training centre we are also investing significantly in corporate social responsibility, providing training for people from surrounding areas. We see Dube TradePort as a vehicle for rural development and we are happy to be part of that. Overall, this is a one-stop-shop environment, enabling us to enjoy a good strategic fit – a win-win situation for everybody.

To experience what Dube TradePort has to offer, visit www.dubetradeport.co.za

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NEW ONLINE PORTAL MAKES EXPORT SUPPORT JUST A CLICK AWAY

www.exportkzn.co.za

The KwaZulu-Natal Export Information Portal is an easy-to-use online resource that not only showcases products and services that are exportable from KwaZulu-Natal but also provides a streamlined access point to acquire all relevant export related information.

The KwaZulu-Natal Export Information Portal is funded by the Department of Economic Development, Tourism and Environmental Affairs (EDTEA) and implemented by Trade & Investment KwaZulu-Natal (TIKZN). The key deliverable of the project is the development of the web portal that will support the drive to promote export activity and thus increase the generation of foreign revenue for the province and for South Africa.

Some of the key features of the portal include: product and sector fact sheets, information on INCOTERMS, useful export journals, trade tariffs, country profiles and information on trade blocs, information on export councils and industry associations, the opportunity to upload company profiles, products and services on a self-managed platform, online trade enquires routed directly to the company of interest, search capability for exporters, freight forwarders, handling agents, container depots, etc.

The portal will also provide access to useful export tracking tools and a calendar of export related events.

Key features of the portal include multi-level search capabilities, efficient access to resource information and an easy to user interface. In fact with just a few clicks of the mouse users can be registered and have full access to all the resources on offer.



MAJOR EVENTS 2017

January 2017

26 Jan	WWD Magic	USA
	Gulfood 2017	Dubai, UAE

February 2017

6-9 Feb	Mining Indaba	Cape Town
13-15 Feb	Ghana International Trade Fair 2017	Accra, Ghana
21 Feb – 8 Mar	OSM to Ethiopia and South Sudan	Ethiopia & South Sudan

March 2017

1-8 Mar	GIBS/East Coast Radio Business Breakfast	Durban
18 Mar	Decorex Durban	Durban ICC