

List of PUM Success Stories

NO	Company	Mentorship Received	Feedback on Experience and Value Derived
1	Rock Solid Industries	Mentor gave excellent guidance on various manufacturing processes and factory layout that hugely benefitted client. Mentor's very broad automotive background played a huge role in client vastly improving processes.	Client was very impressed with the expert, and secured a Telkom contract as a result of the mentorship. Client so impressed they wanted to arrange a follow-up visit with same expert. Expert put client onto such a trajectory for success that client has expanded to manufacture from mega-factory in Pietermaritzburg and is currently supplying to Ford in the USA.
5	Saddler Belts	Mentor Bert van Zelst came armed with an excellent knowledge of the leather industry, as well as vast knowledge of marketing and social media options available to all companies.	Good guidance on the use of the internet, marketing and social media, as well as plenty of insight as to how better to examine and monitor the export market, before just simply following a "shotgun approach" and treating all prospective markets alike.
6	Iqlaas Foods	Auke de Vries mentored this company, and focussed mainly on the automation of the manufacturing process, and the compliance with international food-hygiene standards.	Time allocation was a serious problem, with client feeling that expert had not been allocated enough time (10 calendar days) to do the complete assessment. Although issues covering expansion and automation were addressed, client still felt that not enough time had been allocated to each issue.
7	AJ Products	Mr. Theo Koot mentored this company in early January 2015, and managed to cover all areas as laid bare in the PUM application. Issues of time management and resource allocation were addressed.	Apart from the issue of resource allocation, this expert was also found to have been allocated too little time in which to complete the job. Client would have approved the expert having stayed on for a period of up to three weeks, but much appreciated the expert's knowledge of matters of gaining and retention of knowledge prior to embarking on something new.
8	Cubicle Solutions	Theo Vaes mentored this company in July 2015, and focussed on time management, implementation of company policies, and financial management. Excellent feedback from expert were received on issues of	Not enough time was allocated to manufacturing processes and policies. Time allocated to the total duration of the mentorship was found to have been a problem, as there was not enough time to devote to the hands-on mentoring of the staff.

		implementation of different procedures, and of time, energy and cost reduction.	
10	Richbay Chemicals	Bas van Noordennen proved very popular with this company, and focussed mainly on the production of the specialised range of creams and skincare preparations that are manufactured from the remnants of the chemical processes emanating from the main business.	Due to the two-pronged mentorship required (chemicals company and skin-care products) expert had his work cut out for him. Client found that they were more able to make use of Bas' excellent pool of contacts and less of his specialist knowledge of chemicals. This was due to the fact that the skincare range was manufactured on-site, whereas the range of chemicals were primarily merely mixed on-site.
11	Sancryl Chemicals	Hans Blom mentored this company in November 2015. As the manufacturing and mixing procedures were at a very simple stage, expert focussed on international best practice, and on reducing the carbon footprint.	Very good insight was learned from expert re issues of international best practice. Issues relating to the reduction of the carbon footprint were well received, although client found the implementation hereof to be at a high cost to company. Time allocated for the mentorship was also found to be insufficient.
12	SBS Tanks	RJ Woudtstra mentored this company during March 2015, and focussed on market share of the company, as well as the possibility of increasing this. No issues were mentioned re the manufacturing process, or the access to materials that could be improved upon.	Market share was well covered, but company would have appreciated more attention given to the access to finance. Also, client felt that mentorship could have been a couple of days longer but welcomed the prospect of a follow-up visit.
13	Silhouette Furniture	Han Knol mentored this company in April 2016, and immediately focussed on the streamlining of the manufacturing facility and the fine-tuning of the marketing effort that was being adopted to get the furniture sold.	Excellent advice on systems to install to make the manufacturing more efficient, as well as in targeting the right imports for the SA market. Client does not yet export, but received some good guidance on how to gear-up his operation in order to export.
15	Lee-Chem	Marcel Steenbergen mentored this company during October-November 2015. Emphasis was laid on the flow of product in the manufacturing process, and on the possible improvement thereon. The efficient flow of product through the manufacturing process	Excellent guidance was provided in the manufacturing in stages and streamlining and harmonisation of duties field. Also, greater promotion of seamless manufacturing, i.e. greater harmony between the various production stages was encouraged, motivated and explained.

16	Siyakha Imperial Printing	Chris van der Klugt mentored this company in March 2016, and focussed on die cutting, testing of product, and variety of materials used.	Company felt that it received great mentorship on the materials as used in the printing process, but not enough guidance on the printing process itself. Great knowledge was however gained on testing substrates and die cutting.
17	Ricinz Construction	Mentorship conducted in July 2016Mentor focussed on improving the flow of activities in the office itself, thereby liberating the owner of the business, Mrs. Indrani Govender, of being saddled with hundreds of mundane tasks that shoe could have delegated.	Immediately after the mentorship, an executive secretary was acquired, which made Indrani's life more bearable. Also, various additions in the company offices were obtained, and furniture was arranged in order to improve the work-flow. Attention was also given to improving the flow of delegation within the company.
18	Spectrum Group	Theo Verbunt mentored this company during September 2016, and immediately focussed on the manufacturing process, and the possible streamlining thereof. Also covered, was the marketing of this range of footwear in various foreign markets.	Client gained valuable insight re the available channels of export and distribution that are currently open for the distribution of this product in the various foreign markets. Also appreciated were the many suggested methods of streamlining the manufacturing process, despite some very old machinery used in the process.
19	Ampliform	Mr. Pieter Olierook mentored this company, a PMB-based Aluminium manufacturer, during October 2016, and placed immediate focus on the financial analysis of the company, spending many days crunching numbers and looking at reports. He had issues re inificiency in production and training of staff.	Good and constructive advice was received on issues like reducing the staff, as expert found company to be overstaffed, and inefficient in the production process. Training was paramount, as was finding new opportunities for the company to sell product to, i.e. new business for the company. Greenhouse manufacturing process for the Africa region, adhering to a more efficient manufacturing process, as well as recommendations as to the future export of the product into international markets were covered.
20	Apeco	Mentored by Peter van Brederoode during September 2016. Peter had the following issues and provided the following mentorship: Slow moving stock, identified room for growth in synthetic business, as well as the potential to tap into the informal market of Garankua.	Slow-moving stock must be utilized to supply the following sectors in SA: Shoe industry, upholstery, shoe repair. The JHB outlet must be utilized to address the remaining lines of automotive and furniture. Company interested in second, week-long follow-up visit.

22	Halcast	Jan de Beer mentored this company during November of 2016, and identified that certain of the available machinery, like the high-pressure die-casting machine, were getting a bit old. The ovens were overworked, as the brass fittings had a higher melting point than the zinc fittings, and a lot of the fittings are brass.	Jan identified that, although the working processes were good, the manufacturing process could be a little more streamlined. Also, as the company only supplied two local buyers, being Iliad and Dawn, who in turn supplied the local hardware industry, other markets had to be sought.
23	Legend Kayaks	Hans Zaadnoordijk mentored this company during November 2016, and identified the following issues: Better streamlining of manufacturing process is necessary, whilst more contact could be had with potential buyers.	Client gained a lot from the mentorship. Getting hold of control of the factory, spawning from the bill of materials, and being able to get production and sales going. Client now actually places the orders and gets the stock he needs himself, rather than just working ad hoc on all this. Client really intends getting on top of this. Empowerment of staff was also bought to client's attention. Business definitely grew, but client learned more about controlling that growth. Expert was not clued-up in rotational moulding, and basically assisted with the selling of the stock. Client is exporting to the Seychelles this year, and has consolidated their dealers, thereby empowering them.
24	Sealtron	Company was mentored by Mr. Jan van den Crommenacker during January 2017. Mentor focussed on the financing of the company, and on the accounts department, as well as on the expansion programme with the DTI. He also wanted to work through the financials and business plan.	A lot of the mentorship was spent working through the business plan, as well as on the large amount of time that had been allocated to the possible movement of the premises to larger premises to ones that had been sighted in Cornubia, opposite from the Sugar Mill.
25	Shongweni Brewery	Mrs. Baukje de Vries mentored this company during January 2017. The issues that she picked-up were the ones of respect between manager, boss and the new chef. Donn would need to assert himself more. There were also inexperienced staff, with the chef trying to be the manager.	Expert shared an Excel programme that she made-up over the years with Donn & family, as well as the fact that the anticipated export drive would be possible only in bottles and kegs and that this would require extra capacity. She also advised re a gluten-free beer, as well as the possible supply of all the Spar's in KZN. She also had advice on how the business could seek investment.

26	African Art Centre	Mrs. Petra Maters mentored this business during January 2017, and focussed on the premises as not being ideal for the business, mentioning that only one-floor was available for stock, whereas the rent was very high. Aalso, a redecoration cluster should be envisaged, together with an improved cashier system, something to replace the 20-year old till.	Mentor mentioned that the website could be improved upon, and that no current catalogue of products existed on the website. Also, she mentioned that one could not have words like "out of stock" on the website. Advertising can be done on the internet, and business must become ranked on the Google search engine. Also, funding from the City of Durban and the National Lottery must be investigated.
27	Quantum Polymers	Jack Baarends mentored this company during April and May 2017. As per site-visit of 26 April, mentor mentioned that he was still assessing the business and had few recommendations at this stage. Client MD Vino Perumaul was very happy with programme, and said that this kind of mentorship is literally life-changing for a business, but that expert should be put in touch with company at least 6-8 weeks prior to the start of the mentorship for preliminary research that can be conducted whilst in Holland.	Mentor has taken ownership of 16 projects, including emulsions, brie cheese wrapper for non-stick to cheese, mixed compounds and emulsions for paint industry, and many more. Mentor very happy with company and sees huge potential.
28	Zetu Shoes	This company received mentorship on the various aspects of shoe and sandal manufacturing, as well as on the finer points of the marketing of these products, as well as the possible export of the footwear to various European and American markets.	Production issues were dealt with in the Richards Bay factory, with administrative and marketing issues being dealt with in the Morningside head office.
29	Myka Repackaging	Expert focussed on the range of products that client regarded as ideal for repackaging, such as bulk liquids, chemicals and fertilisers, as well as the marketing and export of these products to primarily EU markets.	Myka was very interested in exporting cannabis product and expert found himself very involved with meeting the legal requirements for the export of a cannabis-based product into the EU. Client operational areas of efficient manufacturing, waste reduction and marketing of final products were covered.

