

# **VANSTONE PRECAST**

**(PTY) LTD**

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**Manufacturers of Precast Concrete Products**

## **COMPANY PROFILE**



**February 2010**

# VANSTONE



PRECAST (PTY) LTD

**Manufacturers of Precast Concrete Products**

## VANSTONE PRECAST: COMPANY PROFILE

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## INTRODUCTION

The first Vanstone company was founded in 1948 in Pretoria. Concrete sinks, terrazzo tiles and some simple concrete products were made. The company grew steadily and settled in Rosslyn near Pretoria in the 1970's where a modern and efficient manufacturing plant is now run.

Vanstone is a manufacturer of precast concrete products. We at Vanstone enjoy the challenge of making anything that may serve the customers' needs and therefore do not specialise in one type of product. As a result Vanstone offers and makes a vast variety of products from machine paving, to infrastructure, building and garden products.

Although the business has evolved through several companies and owners over the years, the Vanstone brand is well established and is synonymous with good quality and excellent service.

Vanstone Precast (Pty) Ltd is an empowered company of which the majority of shares belong to its managers, staff and workers. Its people are enthusiastic and optimistic while working for the company that they own. Their positive spirit shines through in all that they do and touches all with whom they come into contact with. Vanstone's customers say that Vanstone is a pleasure to business with.

## TYPES OF PRODUCTS

Vanstone manufactures and sells over 500 listed products. These fall into the following main categories.

- Machine Paving: Interlocking and rectangular paving blocks in all colours;
- Cobbles: Hand made replica cobble stones in a variety of sizes and colours;
- Paving Slabs: Economic 50mm thick slabs in all sizes. Finished include smooth concrete, exposed aggregate, rock pattern, flagstones and more;

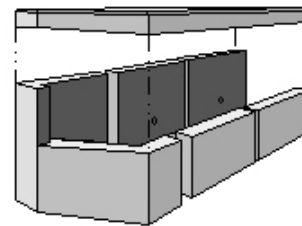
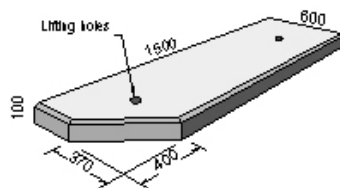
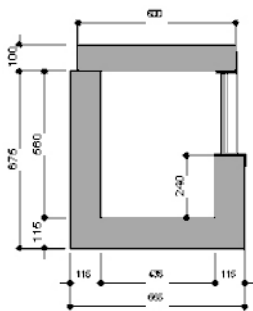
- Kerbs: Heavy duty barrier kerbs to light garden edgings;
- Builders' and plumbers' products: Wash troughs, window sills, gulley tops, air bricks, rain water channels, copings, pier caps and more;
- Civil engineering products: Kerb inlets, catch pits, ramp blocks, manholes;
- Infrastructure products: Manholes for telecoms, cable and pipe markers, cable protector slabs, trench covers,
- Landscaping and garden products: Tree rings, stepping stones, bollards, flag stones, decorative paving, stone cladding, pots and planters, litter bins, garden furniture, stable fences, water features, compost maker, plaques, pizza oven and others;
- Custom Products: Many products, a few of which are bed beams, special copings, counter tops, bridge planks and foundation blocks;



## ADDITIONAL SERVICES

The following are offered as product related services to our customers:

- Quotations on standard products and also on proposed new and custom designed products. Customers are welcome to try us for price and advice regarding their ideas in precast concrete;
- Design of reinforced concrete to SABS 0100: 2000 code for new products and situations;
- Transportation of products anywhere in Southern Africa or even overseas;
- Mould design and building in steel, fibreglass, wood or rubber;



## QUALITY ASSURANCE

Vanstone is committed to the manufacture and supply of good quality products. Quality is not only controlled but it is endeavoured to continuously improve on quality.

Vanstone carries the SABS mark permit SANS ISO 9002 for paving blocks manufactured in accordance with SANS 1058.

Various other products that are too new or uncommon to be included in a recognised national standard are manufactured under own specifications (which are often adopted by customers) and subjected to our internal documented and traceable quality system. An example of this is manholes where raw materials, processes, dimensions, strength and final appearance are checked.

Many other products like garden products are controlled informally including inspection and/or strength checks.

## MAJOR ORDERS AND CUSTOMER REFERENCES

A few recent orders with customer references are given:

Date	Customer/s	Products ordered	Quantity	Value of order
2007 - present	Muvoni-Weltex Andries Nortje 072 478 8021 <a href="mailto:andriesn@mwnt.co.za">andriesn@mwnt.co.za</a>  Plessey (Pty) Ltd Mama Pretorius 079 895 0910 <a href="mailto:Mama.pretorius@plessey.co.za">Mama.pretorius@plessey.co.za</a>	Manholes for optical fibre network installations	1000+  1000+	3.5m+  3.5m+
2007 - present	PSC Civil Contractors Brendan Falksen 083 414 8667 <a href="mailto:Brendan@psccivils.co.za">Brendan@psccivils.co.za</a>	Interlocking paving blocks	55000m2	3.7m+
2007 - present	Tzircalle Civils Andrew Tzircalle 083 327 2549 <a href="mailto:civils@patasilverton.co.za">civils@patasilverton.co.za</a>	Kerbing Grassblocks Interlocking	5000m+ 1500+ 9500m2+	2.2m+
2007 - present	Pave Corner to Corner Hennie Langeveld 082 416 6639 <a href="mailto:Hennie@pc2c.co.za">Hennie@pc2c.co.za</a>	Tree Rings Channels Paving Kerbing	2000+ 400m+ 14700m2 3500m+	2.3m+

## COMPANY VALUES

Vantone operates from a set of business values, which was slowly grown and is now much ingrained. All that we do and say comes from these values which are:

- Customers – are more important than us
- Integrity – all that we think, say and do is the same thing
- People – the most valuable resource
- Responsibility – the key to real power
- Profit – the life-blood of the business
- Abundance and awareness – as opposed to scarcity and vagueness
- Work – a culture of joyous work and service



## MANAGEMENT TEAM

Director and Production Manager:

Jacob Mahlangu

with Vanstone since 1972

Sales Manager:

Olive de Bruin

with Vanstone since 1983

Director and Engineer:

Piet van Heerden Pr Eng Bsc Eng (Hons)

with Vanstone since 1993

Plant Manager:

Dries Pohl

with Vanstone since 2005

Financial Manager:

Clara Keil MBA

with Vanstone since 2006

Manager – Quality, P1, H&S and IR:

Lee Moodley

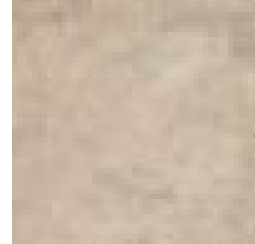
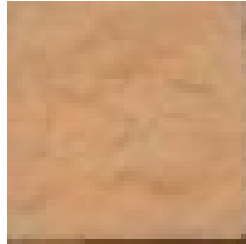
with Vanstone since 2003

Please also see 'Organogram' later.

## BLACK ECONOMIC EMPOWERMENT

Vanstone Precast (Pty) Ltd is an empowered South African company of which the majority of shares belong to its managers, staff and workers. The company has been rated by a

SANAS verification agency as a *Level 1 Contributor – 135% Procurement Recognition Level*.  
See attached Certificate of Compliance.



### **FINANCIAL CAPACITY**

Vanstone is a medium sized, financially sound company. A few key financial indicators are given for the last three years ending February.

	<u>2010*</u>	<u>2009</u>	<u>2008</u>
Turnover	34.0m	30.5m	27.1m
Total assets	11.9m	10.0m	7.5m
Total liabilities	2.6m	5.8m	6.1m
Current assets (exc. stock)	8.4m	8.2m	5.5m
Current liabilities	2.5m	4.6m	3.7m

\* 2010 Turnover projected, balance sheet amounts as at Oct '09.

Audited statements can be made available on request.

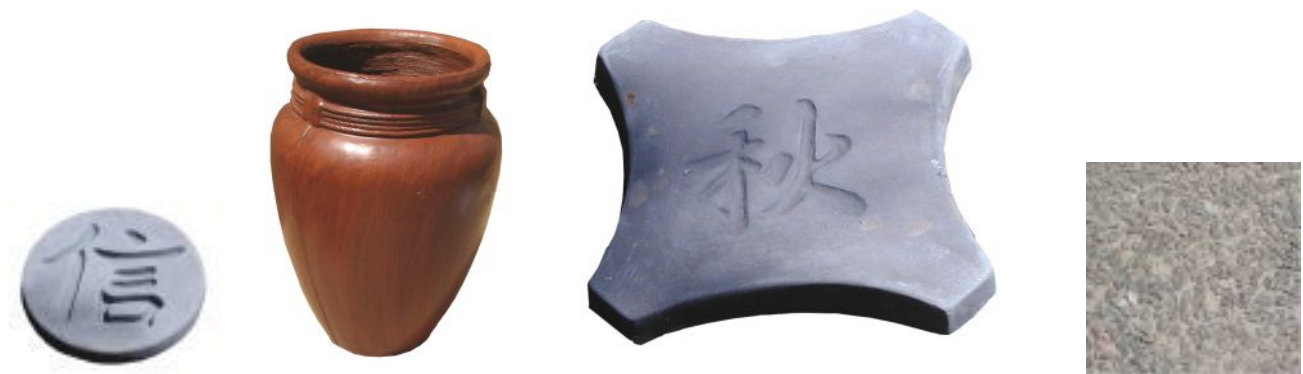
## CONCLUSION

Vanstone produces a wide and varied range of precast concrete products that include proven standard products as well as new and innovative products designed for customers' special requirements.

Vanstone's customers will testify to the company's track record of quality and service.

The managers, staff and workers of Vanstone not only own the company but work and conduct themselves in a principled manner to the benefit of their customers and themselves.

The company has the financial capability to fulfil all its obligations and undertakings.



## CONTACT DETAILS

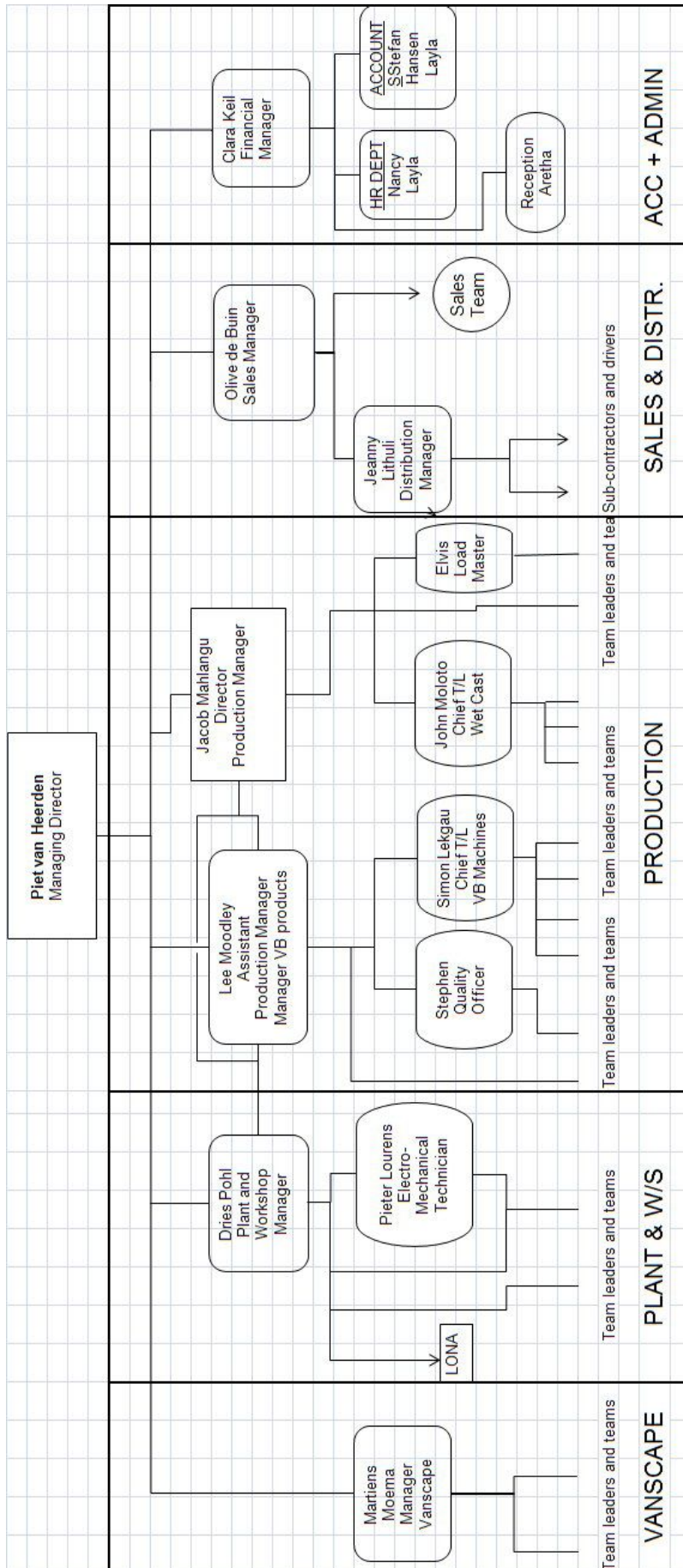
Head Office  
PO Box 911-081, Rosslyn 0200  
Corner of Hardy Muller & William Hoy Streets, Rosslyn, Akasia,  
Metro of Tshwane  
Tel 012 541 2056  
Fax 012 541 1808

Olive de Bruin	082 854 8892	<a href="mailto:olive@vanstone.co.za">olive@vanstone.co.za</a>
Clara Keil	008 557 5790	<a href="mailto:clara@vanstone.co.za">clara@vanstone.co.za</a>
Jacob Mahlangu	072 882 0976	
Dries Pohl	082 923 9738	
Lee Moodley	082 455 5463	<a href="mailto:lee@vanstone.co.za">lee@vanstone.co.za</a>
Piet van Heerden	082 880 4223	<a href="mailto:pvheerden@vanstone.co.za">pvheerden@vanstone.co.za</a>

## COMPANY REGISTRATION DETAILS

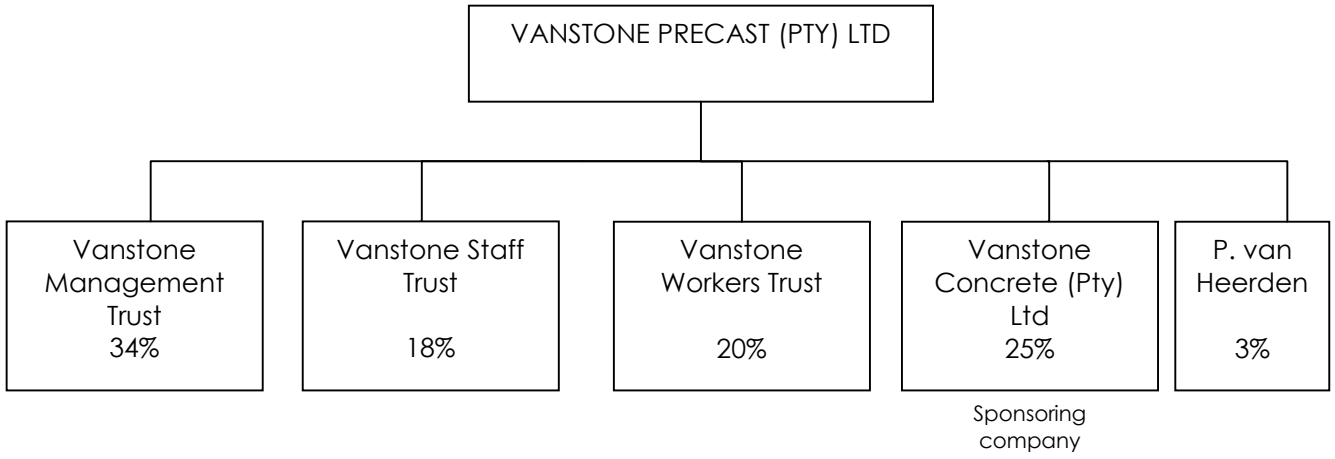
Registered name	Vanstone Precast (Pty) Ltd
Company reg. no.	2006/035759/07
VAT reg. no.	4680233675
Income Tax ref. no.	9012/493/18/6
PAYE reg. no.	7470762727
SDL reg. no.	L470762727
UIF reg. no.	U470762727

**ORGANOGRAM**



Vanstone Precast (Pty) Ltd

**SHAREHOLDING**



Vanstone Precast (Pty) Ltd

**BBBEE RATING CERTIFICATE**



**Honeycomb**  
BEE Ratings  
0861 HONEYCOMB

**BROAD-BASED BEE  
VERIFICATION CERTIFICATE**

*We certify that*  
**Vanstone Precast (Pty) Ltd**  
Our Hardie Muller & Williams/Hoy Street, Rosstyn  
Registration Number: 2006/0357590/7 VAT Number: 4680233675  
has been audited for compliance with the B-BBEE Act No. 53 of 2003 and the  
Codes of Good Practice 2007 and has achieved the following:

**BEE RATING**  
**Level One (1) Contributor**  
(Qualifying Small Enterprise)

**BEE PROCUREMENT RECOGNITION LEVEL**  
**135 %**

Black Ownership: 43.50%      Black Female Ownership: 15.58%

**VALUE ADDED SUPPLIER**  
Yes       No

Element	Score
Ownership	28.00
Management Control	24.95
Employment Equity	26.00
Skills Development	N/A
Preferential Procurement	25.00
Enterprise Development	N/A
Socio-Economic Development	N/A

*[Signature]*  
Vanstone Precast (Pty) Ltd  
Vanstone Precast (Pty) Ltd  
Hardie Muller & Williams/Hoy Street  
Rosstyn

Certificate Number	HR/QSE/124/09
File Issue Date	02 November 2009
Expiry Date	01 November 2010
Verification Analyst	Penny Morapedi

fsanas  
SOUTH AFRICAN NATIONAL ASSOCIATION OF SUPPLIERS

Date: 04 November 2009

Honeycomb BEE Ratings (Pty) Ltd Reg No. 2005/07 750007/47 5th Avenue, Rosebank, 2195. PO Box 371, Sandton, 2112.