

**THE IMPACT OF THE
AFFIRMATIVE PROCUREMENT POLICY
ON AFFIRMABLE BUSINESS ENTERPRISES
IN THE SOUTH AFRICAN CONSTRUCTION INDUSTRY**

VOLUME 2 - APPENDICES

**Thesis presented for the degree
Doctor of Philosophy
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Volume 2

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CHAPTER 5

THE PRIMARY OUTCOMES OF THE AFFIRMATIVE PROCUREMENT POLICY

APPENDIX 5.1

AFFIRMATIVE PROCUREMENT POLICY : MANAGEMENT INFORMATION SYSTEM : PROGRESS REPORT FOR THE PERIOD AUGUST 1996 TO OCTOBER 1997

NOTE : This is full text of the report prepared by the Documentation Development Section submitted to the Deputy Director General (Property Development) dated 4 December 1997.

MANAGEMENT INFORMATION

The following information has been received from all Regional offices as well as Head office for contracts awarded under the 10 Point Plan since August 1996 till October 1997.

| AWARDED AT | NON OF APP TENDERS AWARDED | TOTAL CONTRACT VALUE (R) | FIRMS WITH PDI EQUITY | % | TOTAL ABE CONTRACT VALUE | ABE % IN RAND | TOTAL ABE / PDI PART. ON (R) | TOTAL ABE / PDI PART. ON (%) |
|----------------------|----------------------------|--------------------------|-----------------------|-------------|--------------------------|---------------|------------------------------|------------------------------|
| HEAD OFFICE PRETORIA | | | | | | | | |
| Mpumalanga | 23 | 7 710 168 | 9 | 39.1 | 2 227 715 | 28.9 | 2 325 185 | 34.4 |
| Gauteng | 103 | 336 028 234 | 29 | 28.2 | 171 296 721 | 51 | 84 830 497 | 28.8 |
| North West | 18 | 13 004 820 | 3 | 16.7 | 7 498 750 | 57.7 | 1 853 509 | 16.2 |
| North. Province | 22 | 32 552 940 | 10 | 45.5 | 19 744 559 | 60.7 | 7 633 964 | 26.7 |
| KwaZulu Natal | 27 | 32 497 489 | 12 | 44.4 | 19 842 510 | 61.1 | 10 459 241 | 36.7 |
| Eastern Cape | 34 | 74 667 236 | 16 | 47.1 | 25 860 955 | 34.6 | 11 139 747 | 17 |
| Western Cape | 69 | 320 208 707 | 36 | 52.2 | 121 624 834 | 38 | 69 731 571 | 24.8 |
| Northern Cape | 7 | 3 189 110 | - | 0 | - | 0 | - | 0 |
| Free State | 18 | 8 537 090 | 3 | 16.7 | 6 894 899 | 80.8 | 1 540 351 | 20.6 |
| SUBTOTAL | 321 | 828 395 794 | 118 | 36.8 | 374 990 943 | 45.3 | 189 514 065 | 26.1 |
| REGIONAL OFFICES | | | | | | | | |
| Gauteng | 1778 | 23 531 796 | 981 | 55.2 | 6 843 311 | 29.1 | 6 002 904 | 29.1 |
| Mpumalanga | 31 | 1 149 894 | 11 | 35.5 | 324 765 | 28.2 | 284 882 | 28.2 |
| North West | 36 | 1 474 650 | 3 | 8.3 | 28 500 | 1.9 | 25 000 | 1.9 |
| North. Province | 32 | 3 609 539 | 8 | 25 | 361 380 | 10 | 317 000 | 10 |
| KwaZulu Natal | 397 | 7 731 241 | 109 | 27.5 | 3 475 312 | 45 | 3 048 519 | 45 |
| Eastern Cape | 195 | 11 395 127 | 15 | 7.7 | 1 996 903 | 17.5 | 1 751 669 | 17.5 |
| Western Cape | 245 | 22 006 881 | 170 | 69.4 | 5 332 685 | 24.2 | 4 677 794 | 24.2 |
| Northern Cape | 72 | 9 756 205 | 37 | 51.4 | 4 914 679 | 50.4 | 1 751 669 | 20.5 |
| Free State | 316 | 5 457 007 | 167 | 52.8 | 1 549 793 | 28.4 | 1 359 467 | 28.4 |
| SUBTOTAL | 3102 | 86 112 340 | 1501 | 48.4 | 24 827 328 | 28.8 | 19 218 904 | 25.4 |
| TOTAL | 3423 | 914 508 134 | 1619 | 47.3 | 399 818 271 | 43.7 | 208 732 969 | 26 |

TOTAL TENDERS STILL TO BE AWARDED

| | | |
|----|------------------------|------------|
| 1. | Head Office : Pretoria | 173 |
| 2. | Regional Offices | |
| | Johannesburg | 31 |
| | Durban | 68 |
| | Port Elizabeth | 3 |
| | Cape Town | 113 |
| | Kimberley | 60 |
| | Bloemfontein | 70 |
| | TOTAL | 518 |

TABLE 1 : FINANCIAL PREMIUM IN IMPLEMENTING APP SERVICES

Premium paid for the implementation of APP is as follows :

| | A | B | C | B - C | |
|--------------------|------------------------------------|---------------------------|---------------------------|-----------|--------|
| CONTRACT VALUE | NUMBER OF APP CONTRACTS AWARDED | APP CONTRACT TOTAL (R) | SUM OF LOWEST BIDS (R) | (R) | % COST |
| R0 - R45 000 | 2 729 | 25 924 824 | 25 882 395 | 42 429 | 0.2 |
| R45 000 - R100 000 | 256 | 18 664 353 | 18 495 318 | 169 035 | 0.9 |
| R100 000 - R0,5 m | 308 | 59 440 098 | 58 523 290 | 916 808 | 1.5 |
| R0,5 m - R2,0 m | 75 | 73 350 955 | 72 407 566 | 943 389 | 1.3 |
| R2,0 m + | 55 | 737 127 904 | 731 658 304 | 5 469 600 | 0.7 |
| | 3 423 | 914 508 134 | 906 966 873 | 7 541 261 | 0.8 |

TABLE 2: FINANCIAL PREMIUM IN IMPLEMENTING APP SERVICES

Premium paid for the implementation of APP is as follows :

Head Office - Pretoria

| | A | B | C | B - C | |
|--------------------|------------------------------------|---------------------------|---------------------------|-----------|--------|
| CONTRACT VALUE | NUMBER OF APP CONTRACTS AWARDED | APP CONTRACT TOTAL (R) | SUM OF LOWEST BIDS (R) | (R) | % COST |
| R0 - R45 000 | 56291196255 | 1 683 514 | 1 653 597 | 29 917 | 1.8 |
| R45 000 - R100 000 | | 2 302 372 | 2 172 783 | 129 589 | 5.6 |
| R100 000 - R0,5 m | | 22 552 390 | 21 770 611 | 781 779 | 3.5 |
| R0,5 m - R2,0 m | | 64 729 614 | 63 786 225 | 943 389 | 1.5 |
| R2,0 m + | | 737 127 904 | 731 658 304 | 5 469 600 | 0.7 |
| | 321 | 828 395 794 | 821 041 520 | 7 354 274 | 0.9 |

TABLE 3: FINANCIAL PREMIUM IN IMPLEMENTING APP SERVICES

Premium paid for the implementation of APP is as follows :

Regional Offices

| | A | B | C | B - C | |
|--------------------|------------------------------------|---------------------------|---------------------------|---------|--------|
| CONTRACT VALUE | NUMBER OF APP CONTRACTS AWARDED | APP CONTRACT TOTAL (R) | SUM OF LOWEST BIDS (R) | (R) | % COST |
| R0 - R45 000 | 2 673 | 24 241 310 | 24 228 798 | 12 512 | 0.1 |
| R45 000 - R100 000 | 227 | 16 361 981 | 16 322 535 | 39 446 | 0.2 |
| R100 000 - R0,5 m | 189 | 36 887 708 | 36 752 679 | 135 029 | 0.4 |
| R0,5 m - R2,0 m | 13 | 8 621 341 | 8 621 341 | 0 | 0.0 |
| R2,0 m + | 0 | 0 | 0 | 0 | 0.0 |
| | 3 102 | 86 112 340 | 85 925 353 | 186 987 | 0.2 |

TABLE 4: ABE CONTRACTS ON THE BASIS OF CONSTRUCTION SUB-SECTORS

Contracts awarded to Emerging Contractors since 96/08

| CONTRACT TYPE | NO. OF AWARDS | | | VALUE OF AWARDS | | |
|---------------|---------------|--------------|-------------|--------------------|--------------------|-------------|
| | ABEs | TOTAL | % | ABEs | TOTAL | % |
| Minor | 1 332 | 2 729 | 48.8 | 10 128 346 | 25 924 824 | 39.1 |
| Building | 260 | 503 | 51.7 | 359 339 321 | 785 040 339 | 45.8 |
| Civil | 8 | 9 | 88.9 | 23 181 918 | 26 742 579 | 86.7 |
| Electrical | 10 | 70 | 14.3 | 1 119 338 | 11 658 666 | 9.6 |
| Mechanical | 9 | 112 | 8.0 | 6 049 348 | 65 141 726 | 9.3 |
| TOTAL | 1 619 | 3 423 | 47.3 | 399 818 271 | 914 508 134 | 43.7 |

TABLE 5: ABE CONTRACTS ON THE BASIS OF CONSTRUCTION SUB-SECTORS

Contracts awarded to Emerging Contractors since 96/08

Head Office – Pretoria

| CONTRACT TYPE | NO. OF AWARDS | | | VALUE OF AWARDS | | |
|---------------|---------------|------------|-------------|--------------------|--------------------|-------------|
| | ABEs | TOTAL | % | ABEs | TOTAL | % |
| Minor | 25 | 56 | 44.6 | 382 899 | 1 683 514 | 22.7 |
| Building | 74 | 184 | 40.2 | 344 890 751 | 734 476 812 | 47.0 |
| Civil | 8 | 9 | 88.9 | 23 181 918 | 26 742 579 | 86.7 |
| Electrical | 4 | 17 | 23.5 | 643 653 | 6 471 861 | 9.9 |
| Mechanical | 7 | 55 | 12.7 | 5 891 722 | 59 021 028 | 10.0 |
| TOTAL | 118 | 321 | 36.8 | 374 990 943 | 828 395 794 | 45.3 |

TABLE 6 : ABE CONTRACTS ON THE BASIS OF CONSTRUCTION SUB-SECTORS

Contracts awarded to Emerging Contractors since 96/08.

Regional Offices

| CONTRACT TYPE | NO. OF AWARDS | | | VALUE OF AWARDS | | |
|---------------|---------------|--------------|-------------|-------------------|-------------------|-------------|
| | ABEs | TOTAL | % | ABEs | TOTAL | % |
| Minor | 1 307 | 2 673 | 48.9 | 9 745 447 | 24 241 310 | 40.2 |
| Building | 186 | 319 | 58.3 | 14 448 570 | 50 563 527 | 28.6 |
| Civil | 0 | 0 | 0.0 | 0 | 0 | 0.0 |
| Electrical | 6 | 53 | 11.3 | 475 685 | 5 186 805 | 9.2 |
| Mechanical | 2 | 57 | 3.5 | 157 626 | 6 120 698 | 2.6 |
| TOTAL | 1 501 | 3 102 | 48.4 | 24 827 323 | 86 112 340 | 28.8 |

APPENDIX 5.2

SUMMARY OF TENDERS WHICH COULD NOT BE LOCATED

Tenders which could not be located

| NUMBER | DESCRIPTION | TENDER PRICE | REMARKS |
|-----------|---|--------------|-------------------------------|
| 960072 | CONTRACT B: HOUSING AND RECREATIONAL FACILITIES | 42688171 | * |
| 960116 | RESTORATION (GROUP 27 HEADQUARTERS) | 163068 | * |
| 960117 | REPAIRS TO 10 X 400 HZ CONVERTERS | 393156 | 52 WCS Numbers |
| 960163 | REPAIRS AND RENOVATIONS OF CELLS | 62009301 | |
| 960182 | SAM HANCOCK STREET REPAIRS AND RENOVATIONS | 2227800 | |
| 960183 | REPAIRS AND RENOVATIONS AND ADDITIONAL OFFICE | 912612 | * |
| 960188 | EVAPORATIVE COOLING SYSTEM | 520604 | * |
| 960221 | ERECTING OF A DWELLING | 292500 | |
| 960224 | REPAIRS AND RENOVATIONS | 630000 | |
| 960226 | FOYER TILES/ PAINTING/ COUNTER IN ARCHIVES | 137317 | * |
| 960234 | FABRICATED VANITY CABINETS, CARPENTRY, JOINERY ETC | 9918 | * |
| 960235 | CUSTOM FABRICATED SHUTTER DOORS AND FRAME | 578366 | □ |
| 960258 | WORK | 2553589 | * |
| 960268 | STEEL GANTRY'S AND WALKWAYS | 216429 | * |
| 960269 | TRAINING COLLEGE: MAIN LECTURE HALLS: INSTALLATION | 1117814 | |
| 960276 | SECURITY FENCING | 171000 | * |
| 960282 | SAWDUST EXTRACTION SYSTEM | 130262 | * |
| 960285 | DELIVERY OF ONE EPABX AND PUBLIC ADDRESS SYSTEM | 4363899 | * |
| 960288 | PURCHASE OF FURNITURE | 1776006 | Contract completed |
| 960295 | REPAIRS AND RENOVATIONS | 121991149 | * |
| 960325 | YOUTH DEVELOPMENT CENTRE | 370505 | * |
| 960329 | FUME EXTRACTION SYSTEM | 6913 | |
| 960331 | FACILITIES FOR WHEELCHAIR USERS | 34200 | |
| 960365 | FACILITIES FOR DISABLED PEOPLE | 710319 | |
| 960417 | REPAIRS AND RENOVATIONS | 16755 | |
| 960418 | FACILITIES FOR DISABLED PEOPLE | 16947 | * |
| 960440 | FACILITIES FOR DISABLED PEOPLE | 189258 | * |
| 970012 | SANITARY FITTINGS, SUNDRY PIPEWORK & FIRE EXT. | 312000 | |
| 970043 | FACILITIES FOR DISABLED PEOPLE | 24359 | * |
| 970058 | FACILITIES FOR DISABLED PEOPLE | 33122 | * |
| 970113 | FACILITIES FOR DISABLED PEOPLE | 135181 | Contract completed |
| 970195 | SECURITY LIGHTING | 613000 | |
| 970357 | BRICK WALLS WITH BRICK PIERS, FRAMEWORK & FENCING | 3223008 | |
| 970358 | ELECTRICITY SUPPLY, SECURITY MEASURES, ABLUTION | 11111000 | |
| 970359 | ERECTION | 2987940 | |
| 970360 | ELECTRIC. SUPPLY, SECURITY MEASURES AND ABLUTION | 1741464 | |
| 970363 | ELECTRIC. SUPPLY, SECURITY MEASURES AND ABLUTION | 1494540 | |
| 970368 | ELECTRIC. SUPPLY, SECURITY MEASURES AND ABLUTION | 5861196 | |
| 970369 | ADDITIONAL CELL WITH ABLUTION FACILITIES | 3568200 | |
| 970370 | ADDITIONAL ACCOMMODATION AND SECURITY | 1754460 | |
| 970372 | ELECTRIC. SUPPLY, SECURITY MEASURES AND ABLUTION | 3955800 | |
| 970434 | USAID: COURT REFURBISHMENT | 2390000 | |
| 970435 | REPAIR AND RENOVATION | 1840103 | |
| 970438 | DONKERGAT : REBUILDING OF GRAVEL ROAD. | 5623889 | * |
| 970439 | CONTRACT 0001: BUILDERS WORK: REPAIR AND ADDITIONS | 13536301 | * |
| 970440 | PROJECT FACIA 1: CONTRACT 2: NCO ACCOMMODATION | 11762969 | * |
| 970441 | PROJECT FACIA 1: CONTRACT 3: HEADQUARTERS AND OF | 917847 | * |
| 970442 | PROJECT FACIA 1: CONTRACT 4: CIVIL PLUMBING WORK | 1948319 | * |
| 970443 | PROJECT FACIA 1: CONTRACT 5: ROADWORKS | 895842 | * |
| 970444 | PROJECT FACIA 1: CONTRACT 6: BULK ELECTRICAL | 1270903 | * |
| 970445 | PROJECT FACIA 1: CONTRACT 7: PALASADE FENCING | 1003008 | * |
| 970446 | PROJECT FACIA 1: CONTRACT 8: EARTHWORKS | 649953 | * |
| 970447 | PROJECT FACIA 1: CONTRACT 9: ELECTRICAL SECURITY | 3716856 | * |
| 979998 | ADDITIONAL ACCOMM., REPAIR AND RENOVATION | 4788 | * |
| 980002 | PROJECT BEDMAKER/SLEEP : ELECTRICITY SUPPLY | 2270000 | * |
| 980046 | REPAIRS AND RENOVATIONS TO OLD HOUSE AND PAINT LANDSCAPING | 600860 | |
| Sub-Total | No consultant expenditure mentioned in WCS system (unlikely that contract proceeded). Other (likely to have been completed). | R217 929 816 | |
| | | R111 154 465 | |
| TOTAL | | R329 474 466 | Of contracts in study period. |

* No consultant expenditure mentioned in WCS system

⊥ Firm no longer operational

APPENDIX 5.3

CONTRACTOR DETAILS

| Name Of Firm | ABE Status | Contract | Postal Address | Postal Area | Telephone | Tender Price | Tender Goal | Lowest Price |
|--|------------|----------|-------------------|-------------------|---------------|--------------|-------------|--------------|
| P E Construction | TRUE | 960131 | | | | 565000 | 0 | 565000 |
| Group Five Building Goldstein Housing | FALSE | 960134 | P.O. Box 391471 | Bramley | | 20407010 | 0 | 20407010 |
| A A N Building Construction Cc | TRUE | 960141 | P O Box 22023 | Soshanguve | | 20000 | 0 | 20000 |
| Aster International (Sa) (Pty) Ltd | FALSE | 960170 | 33 Bath Avenue | Rosebank | | 3836100 | 0 | 3836100 |
| Loodbou CC | FALSE | 960177 | P.O. Box 17129 | Pretoria North | | 1146000 | 0 | 1116989 |
| Bronko Construction (Pty) Ltd | FALSE | 960179 | P O Box 1187 | Florida | (011)672-0565 | 531290 | 0 | 531290 |
| Stewarts & Lloyds | FALSE | 960185 | P O Box 912088 | Silverton | (012)803 4001 | 113430 | 0 | 111606 |
| T & C Engineering Contractors Cc | FALSE | 960191 | | | | 212811 | 0 | 212811 |
| Menlo Construction | FALSE | 960216 | P O Box 302 | Delmas | (0157) 51062 | 912000 | 0 | 912000 |
| Sinoville Fencing (Pty) Ltd | FALSE | 960217 | P O Box 17274 | Pretoria North | (012)542-4780 | 529011 | 0 | 529011 |
| Pentagon Marketing Cc | FALSE | 960218 | | | | 276932 | 0 | 276932 |
| M C S Bou En Elektriese Kontrakteurs | FALSE | 960222 | P O Box 10 | Hendrina | | 376881 | 0 | 376881 |
| M C S Bou En Elektriese Kontrakteurs | FALSE | 960225 | P O Box 10 | Hendrina | | 516526 | 0 | 516526 |
| Multi-Net Systems | FALSE | 960229 | P O Box 48861 | Hercules | | 1455377 | 0 | 1455377 |
| Coalfields Construction | FALSE | 960244 | P O Box 1683 | Vryheid | | 824000 | 0 | 824000 |
| Coalfields Construction | FALSE | 960245 | P O Box 1683 | Vryheid | | 456000 | 0 | 456000 |
| Coalfields Construction | FALSE | 960247 | P O Box 1683 | Vryheid | | 766886 | 0 | 766886 |
| Zenzele Plumbers And Contractors CC | TRUE | 960249 | | | | 40059 | 0 | 40059 |
| Bez Electrical | FALSE | 970111 | P.O. Box 48744 | Hercules | | 2052654 | 0 | 2050600 |
| Krusen Projects Cc | FALSE | 970221 | P O Box 1178 | Phalaborwa | | 4232578 | 31 | 4232578 |
| Zenzele Plumbers And Contractors CC | TRUE | 960250 | | | | 117910 | 0 | 117910 |
| Gordon Verhoef & Krause (Dbn) | FALSE | 960251 | P O Box 5618 | Durban | (031)301 4317 | 734331 | 0 | 734331 |
| Professional Renovators & Building Contractors | FALSE | 960252 | | | | 926175 | 0 | 926175 |
| King Bros Building Services | TRUE | 960253 | | | | 588900 | 0 | 588900 |
| R M Builders | FALSE | 960255 | 2835 Zone 2 | Seshego | | 31301 | 0 | 31301 |
| N E I Power Systems | FALSE | 960259 | P O Box 14903 | Wadeville | (011)824 4810 | 96330 | 0 | 96330 |
| G & L Fencing Cc | FALSE | 960260 | P O Box 15192 | Sinoville | (012)543 1875 | 1550900 | 0 | 1550900 |
| Snowfreeze Distr Cc | FALSE | 960263 | | | | 235912 | 0 | 235912 |
| J T Omheining | FALSE | 960271 | P O Box 696 | Cullinan | 01212 25063 | 930576 | 0 | 930576 |
| Penta Draad Contracting | FALSE | 960273 | | | | 1769412 | 0 | 1769412 |
| J T Omheining | FALSE | 960274 | P O Box 696 | Cullinan | 01212 25063 | 1230890 | 0 | 1230890 |
| Conrite Walls (Pty) Ltd | FALSE | 960275 | | | | 2062306 | 0 | 2062306 |
| Zenzele Plumbers And Contractors CC | TRUE | 960287 | | | | 1082275 | 0 | 1082275 |
| G & S Electrical & Hot Water Systems | FALSE | 960289 | P O Box 6566 | Birchleigh | | 496085 | 0 | 496085 |
| A G A Air Conditioning | FALSE | 960290 | | | | 42925 | 0 | 42925 |
| Cave Construction Cc | FALSE | 960300 | | | | 325381 | 0 | 325381 |
| Club Refrigeration Cc | FALSE | 960304 | P O Box 17397 | Pretoria | (012)546-0535 | 66605 | 0 | 66605 |
| Sabiem Elevators (Pty) Ltd | FALSE | 960305 | P O Box 11540 | Johannesburg | | 587490 | 0 | 587490 |
| Mtshweni Building Construction CC | FALSE | 960306 | P O Box 20673 | Mamelodi East X 3 | | 86893 | 0 | 86893 |
| M C S Bou En Elektriese Kontrakteurs | FALSE | 960307 | P O Box 10 | Hendrina | | 93500 | 0 | 93500 |
| Earthman Construction Cc | FALSE | 960310 | P O Box 1262 | Mulbarton | | 1201561 | 20 | 1201561 |
| M C S Bou En Elektriese Kontrakteurs | FALSE | 960311 | P O Box 10 | Hendrina | | 94500 | 0 | 94500 |
| M C S Bou En Elektriese Kontrakteurs | FALSE | 960314 | P O Box 10 | Hendrina | | 84000 | 0 | 84000 |
| Gerolomou/Thamane Joint Venture | FALSE | 960317 | P O Box 2384 | Pretoria | | 41020000 | 34 | 41020000 |
| Radon Projects | TRUE | 960319 | P O Box 40548 | Arcadia | | 4048830 | 35 | 3610000 |
| R C Paving | TRUE | 960324 | 51 Schroeder Road | Landsdowne | | 312358 | 0 | 312358 |
| Loodbou CC | FALSE | 960328 | P.O. Box 17129 | Pretoria North | | 199000 | 0 | 199000 |
| Hupert Lessors (Pty) Ltd | FALSE | 960332 | P O Box 2010 | Somerset West | (021)8511179 | 36480 | 0 | 36480 |
| Hupert Lessors (Pty) Ltd | FALSE | 960333 | P O Box 2010 | Somerset West | (021)8511179 | 433320 | 0 | 433320 |
| A T Building Design And Construction | TRUE | 960338 | 761 Block Dd | Soshanguve | | 564900 | 0 | 564900 |
| Dynamic Landscapes | FALSE | 960341 | P O Box 624 | Leeudoringstad | 01813-2884 | 2418166 | 0 | 2418166 |
| Goldstein Building / Simunye Construction | FALSE | 960344 | P O Box 391471 | Bramley | | 7260300 | 40 | 6840000 |
| Dupcon (Pty) Ltd | FALSE | 960347 | P O Box 30797 | Wonderboompoort | (012)379 5806 | 256272 | 0 | 256272 |
| Eskimo Services Cc | FALSE | 960348 | P O Box 48131 | Kommetjie | (021)783-3696 | 150480 | 0 | 150480 |
| Vulcan President (Pty) Ltd | FALSE | 960349 | P O Box 1528 | Port Elizabeth | | 330410 | 0 | 330410 |
| Tullis Laundry & Engineering Supplies Ltd | TRUE | 960350 | P O Box 346 | Howard Place | | 294291 | 0 | 294291 |
| Unipower Handling (Pty) Ltd | FALSE | 960351 | P O Box 83505 | South Hills | | 75970 | 0 | 75970 |
| Meissner Power Systems (Pty) Ltd | FALSE | 960352 | P O Box 802 | Isando | | 173835 | 0 | 173835 |
| Mtshweni Building Construction CC | FALSE | 960353 | P O Box 20673 | Mamelodi East X3 | | 156447 | 0 | 156447 |
| Bronko Construction (Pty) Ltd | FALSE | 960358 | P O Box 1187 | Florida | (011)672-0565 | 42294 | 0 | 42294 |
| De Ville Construction | FALSE | 960360 | P O Box 397 | Magaliesburg | (0142)77-1581 | 30973 | 0 | 30973 |
| L&K Kontrakteurs Cc | FALSE | 960363 | P O Box 10146 | Strubenvale | (011)678 9420 | 3694500 | 30 | 3694500 |
| Automatic Door Equipment Manufacturers | FALSE | 960364 | P O Box 199 | Table View | | 342108 | 0 | 342108 |
| Lighting Eliminators Consultants Cc | FALSE | 960366 | P O Box 367 | Rodeport | | 42342 | 0 | 42342 |
| International Ups Co (Pty) Ltd | FALSE | 960369 | P O Box 706 | Bedfordview | | 2409256 | 0 | 2409256 |
| Sa Heat Pump Engineers (Pty) Ltd | FALSE | 960371 | P O Box 10578 | Aston Manor | | 1609565 | 0 | 1609565 |
| G & S Electrical & Hot Water Systems | FALSE | 960372 | P O Box 6566 | Birchleigh | | 412415 | 0 | 412415 |
| Sa Heat Pump Engineers (Pty) Ltd | FALSE | 960373 | P O Box 10578 | Aston Manor | | 1046805 | 0 | 1046805 |
| Kbi Engineering Cc | FALSE | 960374 | | | | 385926 | 0 | 385926 |

| Name Of Firm | ABE Status | Contract No. | Postal Address | Postal Area | Telephone | Tender Price | Tender Goal | Lowest Price |
|---|------------|--------------|---------------------|----------------------|---------------|--------------|-------------|--------------|
| Group Five Building Goldstein Housing Ltd | FALSE | 960376 | P.O. Box 391471 | Bramley | | 4264872 | 15 | 4264872 |
| W R Christie & Co | FALSE | 960377 | P O Box 7872 | Hennopsmeer | (012)661 5520 | 150115 | 0 | 150115 |
| Gen Rep Contracting | FALSE | 960381 | P O Box 34913 | Newton Park | | 1387528 | 0 | 1387528 |
| Hms Hardware & Builders Merchants | TRUE | 960384 | P O Box 307 | Estcourt | | 2417175 | 0 | 2417175 |
| Sa Heat Pump Engineers (Pty) Ltd | FALSE | 960388 | P O Box 10578 | Aston Manor | | 672600 | 0 | 672600 |
| Firetech Projects Cc | FALSE | 960393 | P.O.Box 237 | Irene | | 687420 | 0 | 687420 |
| Technolam (Pty) Ltd | FALSE | 960394 | 14 Viben Avenue | Brackenfell | (021)981 2477 | 2181950 | 0 | 2181950 |
| Mashakane Building Projects | TRUE | 960395 | P.O. Box 1022 | Florida Hills | | 2848575 | 40 | 2848575 |
| Dmt Construction Cc | TRUE | 960403 | P O Box 40387 | Redhill | | 6192978 | 28 | 6074786 |
| Westfal Construction Cc | FALSE | 960404 | P O Box 1425 | Empangeni | | 998000 | 0 | 998000 |
| Mkwanazi Construction (Pty) Ltd | FALSE | 960409 | P O Box 1107 | Delmas | | 5709887 | 10 | 5709887 |
| Radon Projects | TRUE | 960426 | P O Box 40548 | Arcadia | | 3773637 | 35 | 3773637 |
| Bez Electrical | FALSE | 960431 | P.O. Box 48744 | Hercules | | 217361 | 0 | 217361 |
| V Vromans Construction Cc | FALSE | 960434 | 28 Birkenhead Road | Table View | | 212795 | 0 | 212795 |
| Mkwanazi Construction (Pty) Ltd | FALSE | 960435 | P O Box 1107 | Delmas | | 226220 | 0 | 226220 |
| W D Mocke Builders | FALSE | 960420 | 8 Marion Crescent | Ravensmead | | 34200 | 0 | 34200 |
| Robot Electrical Cc | FALSE | 960437 | P O Box 321 | Louis Trichardt | | 222898 | 0 | 222898 |
| W K Construction Natal | FALSE | 970001 | P.O.Box 301 | New Germany | | 1850000 | 30 | 1850000 |
| Club Refrigeration Cc | FALSE | 970076 | P O Box 17397 | Pretoria | (012)546-0535 | 1056422 | 0 | 1056422 |
| Staalseksies Upington Bk | FALSE | 970089 | P O Box 2721 | Upington | | 330998 | 0 | 330998 |
| D'ambrosio Brothers | FALSE | 970093 | 527 Voortrekker Rd. | Maitland | | 1498986 | 0 | 1498986 |
| Multi-Net Systems | FALSE | 970095 | P O Box 48861 | Hercules | | 289727 | 0 | 289727 |
| Circa Flow Cc | FALSE | 970096 | P O Box 1536 | Bedfordview | | 341569 | 0 | 341569 |
| Improvair Western Cape (Pty) Ltd | FALSE | 970100 | P O Box 2264 | Cape Town | | 1167178 | 0 | 1167178 |
| D'ambrosio Brothers | FALSE | 970115 | 527 Voortrekker Rd. | Maitland | | 9703871 | 15 | 9703871 |
| Lingeletu Transport And Allied Service CC | FALSE | 970118 | P.O.Box 118 | Ashton | | 97554 | 0 | 97554 |
| A-Z Instandhouding Cc | FALSE | 970119 | P O Box 731 | Graaf-Reinet | | 150364 | 0 | 150364 |
| M N Mathee | FALSE | 970123 | P O Box 97 | Hartenbos | | 158332 | 0 | 158332 |
| Concor Nom'thaniya Joint Venture | FALSE | 980026 | P O Box 8259 | Johannesburg | | 244675710 | 40 | 244675710 |
| Sss Cornerstone & Steel Building Construction Cc | FALSE | 970124 | P O Box 13042 | Soshanguve | | 83613 | 0 | 83613 |
| A T Building Design And Construction | TRUE | 970128 | 761 Block Dd | Soshanguve | | 5411887 | 40 | 5411887 |
| Mamo Homes Cc | FALSE | 970129 | P O Box 3177 | Rosslyn | | 3168000 | 15 | 3168000 |
| R C R Construction Cc | FALSE | 970132 | P.O.Box 735 | De Aar | | 3480060 | 15 | 3480060 |
| Phokoane Building Construction | FALSE | 970133 | P.O. Box 236 | Nebo | | 2786448 | 10 | 2786448 |
| Do Rite Construction | FALSE | 970134 | P O Box 2395 | Pietersburg | | 1875235 | 5 | 1875235 |
| Amalia Construction Cc | FALSE | 970135 | P O Box 1466 | Nigel | | 550471 | 0 | 550471 |
| Anastasi Projects | FALSE | 970136 | P.O.Box 28821 | Sunnyside | | 16945000 | 40 | 16779000 |
| Ubuntu Home Builders | FALSE | 970143 | Private Bag X72 | Halfway House | | 9987000 | 29 | 9987000 |
| G Mkwena | FALSE | 970145 | P O Box 13321 | Tramshed | | 40322 | 0 | 40322 |
| Le Roux Construction (Pty) Ltd | FALSE | 970147 | 30 Hugenot Street | Parow | | 10883357 | 40 | 10883357 |
| D & M Ngonyama Building Projects | TRUE | 970148 | P.O.Box 21832 | Soshanguve | | 2495000 | 0 | 2495000 |
| Card Control Systems | FALSE | 970149 | Laezar House | New Redruth Alberton | | 109419 | 0 | 109419 |
| Beirrow Pump And Engineering | FALSE | 970150 | P O Box 14520 | Farramere | | 315335 | 0 | 315335 |
| Petrus Machinini Construction Cc | FALSE | 970151 | P O Box 1475 | Pretoria | | 11494500 | 29 | 11494500 |
| Alfdav Construction/Sbt Konstruksie Joint Venture | FALSE | 970152 | P.O. Box 2014 | North End | | 9741587 | 5 | 9741587 |
| Nel's Construction Cc | FALSE | 970154 | P O Box 1202 | Bronkhorstspuit | | 89833 | 0 | 89833 |
| A J Construction Cc | FALSE | 970155 | P.O. Box 912514 | Silverton | | 2698000 | 16 | 2698000 |
| Davtech CC | FALSE | 970156 | P O Box 19054 | Pretoria West | | 524441 | 0 | 524441 |
| Dalucon Refrigeration Products | FALSE | 970157 | P O Box 17516 | Pretoria North | | 191344 | 0 | 191344 |
| Joubert And Campbell (Pty) Ltd | FALSE | 970158 | P O Box 7218 | Dinwiddie | (011)902 2614 | 899999 | 0 | 899999 |
| Sinthle Gardens | FALSE | 970161 | P O Box 38026 | Langenhoven Park | | 1687245 | 0 | 1687245 |
| Dalucon Refrigeration Products | FALSE | 970165 | P O Box 17516 | Pretoria North | | 65112 | 0 | 65112 |
| P + A Fencing Cc | FALSE | 970166 | P O Box 1619 | Welkom | | 341355 | 0 | 341355 |
| Ideal Construction And Property Development CC | TRUE | 970168 | P O Box 55089 | Pietersburg | | 41040 | 0 | 41040 |

| Name Of Firm | ABE Status | Contract | Postal Address | Postal Area | Telephone | Tender Price | Tender Goal | Lowest Price |
|---|------------|----------|-------------------------|------------------------|---------------|--------------|-------------|--------------|
| Ideal Construction And Property Development CC | TRUE | 970171 | P O Box 55089 | Pietersburg | | 82080 | 0 | 82080 |
| Ideal Construction And Property Development CC | TRUE | 970173 | P O Box 55089 | Pietersburg | | 82080 | 0 | 82080 |
| Heaton Building Contractors (Pty) Ltd | FALSE | 970174 | P.O.Box 2353 | Beacon Bay El | | 2298892 | 12 | 2298892 |
| Thyssen Lifts (Sa) (Pty) Ltd | FALSE | 970175 | P.O. Box 557 | Bergvlei | | 212382 | 0 | 212382 |
| Firetech Projects Cc | FALSE | 970176 | P.O.Box 237 | Irene | | 4689419 | 10 | 4689419 |
| Tswalu Trust | FALSE | 970180 | P O Box 17129 | Pretoria-North | | 22800 | 0 | 22800 |
| L + S Turnkey (Pty) Ltd | FALSE | 970183 | P.O.Box 14939 | Lyttelton | | 1727791 | 0 | 1727791 |
| Sinthle Gardens | FALSE | 970184 | P O Box 38026 | Langenhoven Park | | 2546558 | 0 | 2546558 |
| Uniflora | FALSE | 970185 | P O Box 3746 | Pretoria | | 1842657 | 0 | 1842657 |
| J R M Boukonstruksie Cc | FALSE | 970186 | P O Box 489 | Silverton | | 494988 | 0 | 494988 |
| Babak Construction Services (Pty) Ltd | FALSE | 970187 | P O Box 8248 | Elandsfontein | | 302602 | 0 | 302602 |
| G Liviero & Son Building (Pty) Ltd | FALSE | 970193 | P.O.Box 10707 | Marine Parade | | 5799881 | 40 | 5799881 |
| Card Control Systems | FALSE | 970196 | Laezar House | New Redruth Alberton | | 467324 | 0 | 467324 |
| Alpha Pyrosec Cc | FALSE | 970197 | P O Box 4446 | Germiston South | (011)873-7593 | 28856 | 0 | 28856 |
| J J N Builders | FALSE | 970199 | P O Box 59588 | Karenpark | | 316800 | 0 | 316800 |
| Chubb Electronic Security | FALSE | 970200 | P O Box 798 | Pretoria | | 188934 | 0 | 188934 |
| Sharp Engineering | FALSE | 970202 | P O Box 594 | Phalaborwa | | 581798 | 0 | 581798 |
| Rudcor | FALSE | 970208 | 53 Murrel Crescent | Framesby | (054)775-1065 | 126226 | 0 | 126226 |
| Magidela African Construction | FALSE | 970209 | P O Box 3119 | Upington | | 117103 | 0 | 117103 |
| Groot Karoo Konstruksie (Pty) Ltd | FALSE | 970210 | P O Box 39 | Beaufort West | | 146459 | 0 | 146459 |
| R M Builders (Welkom) | FALSE | 970211 | P O Box 2456 | Welkom | | 91582 | 0 | 91582 |
| Aan Building Construction Cc | FALSE | 970212 | P O Box 22023 | Soshanguve | | 31008 | 0 | 31008 |
| P M C E Cc | FALSE | 970215 | P.O.Box 543 | Hartebeespoort | | 22800 | 0 | 22800 |
| A Botha Builders | FALSE | 970216 | P.O.Box 5175 | Brenthurst Brakpan | | 31000 | 0 | 31000 |
| Aan Building Construction Cc | FALSE | 970217 | P O Box 22023 | Soshanguve | | 29070 | 0 | 29070 |
| De Ville Construction | FALSE | 970218 | P O Box 397 | Magaliesburg | (0142)77-1581 | 24357 | 0 | 24357 |
| Multi-Net Systems | FALSE | 970219 | P O Box 48861 | Hercules | | 223284 | 0 | 223284 |
| Reineke & Son Refrigeraiton & Air-Conditioning Cc | FALSE | 970222 | Flat 43 Plettenberg 24 | South Ridge Rd Durban | | 78605 | 0 | 78605 |
| Julius Cohen (Pty) Ltd | FALSE | 970223 | | | | 16644000 | 20 | 16644000 |
| Fourie Bouers | FALSE | 970224 | P.O.Box 92 | Olifantshoek | | 558832 | 0 | 558832 |
| Blits Bouers | FALSE | 970225 | 261 Tortelduif Street | Olifantshoek | | 879802 | 0 | 879802 |
| Interceptor Sa (Pty) Ltd | FALSE | 970230 | P.O. Box 261 | Laezonia | | 272116 | 0 | 272116 |
| Interceptor Sa (Pty) Ltd | FALSE | 970231 | P.O. Box 261 | Laezonia | | 1665862 | 0 | 1665862 |
| Interceptor Sa (Pty) Ltd | FALSE | 970232 | P.O. Box 261 | Laezonia | | 2442901 | 0 | 2442901 |
| The Moves Building Construction | TRUE | 970233 | P.O.Box | Ekangala | | 96230 | 0 | 96230 |
| Shire (Pty) Ltd | FALSE | 970234 | P.O.Box 209 | Pinetown | | 5760420 | 40 | 5760420 |
| Babak Construction Services (Pty) Ltd | FALSE | 970237 | P O Box 8248 | Elandsfontein | | 417470 | 0 | 417470 |
| R K B Construction | FALSE | 970239 | P.O. Box 3320 | Benoni | 011-421-8494 | 3449156 | 15 | 3449156 |
| Airex (Pty) Ltd | FALSE | 970242 | 195 Van Rensburg Street | Mayville | | 205172 | 0 | 205172 |
| Penbro Kelnick (Pty) Ltd | FALSE | 970246 | P.O.Box 30220 | Sunnyside | | 461296 | 0 | 461296 |
| African Life Construction | FALSE | 970251 | P O Box 30141 | Jet Park | | 1768000 | 0 | 1768000 |
| Safroniqua Construction (Pty) Ltd | FALSE | 970252 | 121 Humane Street | Nu 6 | | 152476 | 0 | 152476 |
| Cobus Construction | FALSE | 970253 | P.O.Box 1171 | Bisho | | 153900 | 0 | 153900 |
| Supremeair (Pty) Ltd | FALSE | 970255 | P O Box 391465 | Bramley | (011)786 0868 | 1889889 | 15 | 1889889 |
| Safroniqua Construction (Pty) Ltd | FALSE | 970256 | 121 Humane Street | Nu 6 | | 152476 | 0 | 152476 |
| Arcticool CC | FALSE | 970258 | P.O.Box 54024 | Ninapark | | 318352 | 0 | 318352 |
| Eascape Fire Cc | FALSE | 970261 | P O Box 2909 | Port Elizabeth | | 58857 | 0 | 58857 |
| Stocks Infra (Pty) Ltd | FALSE | 970264 | | | | 25054597 | 5 | 25054597 |
| Brevus Joint Venture | FALSE | 970266 | Block D Golloolys View | Office Park Osborn Rd. | | 191226658 | 35 | 191226658 |
| Afs Systems (Cape) (Pty) Ltd | FALSE | 970268 | P.O. Box 14557 | Kenwyn | | 1652150 | 0 | 1652150 |
| Shire (Pty) Ltd | FALSE | 970269 | P.O.Box 209 | Pinetown | | 4712760 | 40 | 4712760 |

| Name Of Firm | ABE Status | Contract | Postal Address | Postal Area | Telephone | Tender Price | Tender Goal | Lowest Price |
|--|------------|----------|-------------------------|------------------|---------------|--------------|-------------|--------------|
| Gordon Verhoef & Krause - Siya Zama Contractors (Pty) Ltd (Umlazi) | FALSE | 970270 | P O Box 54709 | Umlazi | | 2756836 | 40 | 2756836 |
| Mb Construction | TRUE | 970275 | P.O.Box 42 | Weenen | | 1385000 | 0 | 1385000 |
| Spencer Gore Construction | FALSE | 970279 | P.O.Box 50698 | Musgrave | | 657874 | 0 | 657874 |
| De Ville Construction | FALSE | 970280 | P O Box 397 | Magaliesburg | (0142)77-1581 | 25091 | 0 | 25091 |
| Multi-Net Systems | FALSE | 970282 | P O Box 48861 | Hercules | | 327777 | 0 | 327777 |
| Skycom (Pty) Ltd | FALSE | 970284 | P.O.Box 47160 | Greyville | | 1584362 | 0 | 1584362 |
| Air Conditioning Design & Development (Pty) Ltd | FALSE | 970286 | P.O. Box 8470 | Centurion | | 3283036 | 0 | 3283036 |
| G & L Omheinings Bk | FALSE | 970288 | Posbus 15192 | Sinoville | 012 5431875 | 1498428 | 16 | 1498428 |
| Fence And Gate Business Trust | FALSE | 970292 | P O Box 28966 | Danhof | (051)442 2148 | 1607030 | 16 | 1607030 |
| De Ville Construction | FALSE | 970297 | P O Box 397 | Magaliesburg | (0142)77-1581 | 49681 | 0 | 49681 |
| Tswalu Tswalu | FALSE | 970298 | P.O.Box 17129 | Pretoria North | | 25450 | 0 | 25450 |
| Tswalu Tswalu | FALSE | 970299 | P.O.Box 17129 | Pretoria North | | 25450 | 0 | 25450 |
| Tswalu Tswalu | FALSE | 970300 | P.O.Box 17129 | Pretoria North | | 22450 | 0 | 22450 |
| De Ville Construction | FALSE | 970301 | P O Box 397 | Magaliesburg | (0142)77-1581 | 26630 | 0 | 26630 |
| De Ville Construction | FALSE | 970303 | P O Box 397 | Magaliesburg | (0142)77-1581 | 39279 | 0 | 39279 |
| De Ville Construction | FALSE | 970304 | P O Box 397 | Magaliesburg | (0142)77-1581 | 20590 | 0 | 20590 |
| De Ville Construction | FALSE | 970305 | P O Box 397 | Magaliesburg | (0142)77-1581 | 46734 | 0 | 46734 |
| De Ville Construction | FALSE | 970306 | P O Box 397 | Magaliesburg | (0142)77-1581 | 49100 | 0 | 49100 |
| De Ville Construction | FALSE | 970307 | P O Box 397 | Magaliesburg | (0142)77-1581 | 36959 | 0 | 36959 |
| A-Z Instandhouding Cc | FALSE | 970308 | P O Box 731 | Graaf-Reinet | | 148690 | 0 | 148690 |
| R & F Construction Cc | FALSE | 970311 | 175 Danie Theron Street | Pta North | | 85185 | 0 | 85185 |
| Tramdev | TRUE | 970313 | P.O. Box 112 | Lebowakgomo | | 1529831 | 36 | 1453874 |
| Supremear (Pty) Ltd | FALSE | 970319 | P O Box 391465 | Bramley | (011)786 0868 | 1211781 | 0 | 1211781 |
| Lethabo Bouers | FALSE | 970320 | P.O. Box 482 | Vrede | | 24000 | 0 | 24000 |
| P + A Fencing Cc | FALSE | 970322 | P O Box 1619 | Welkom | | 1289783 | 0 | 1289783 |
| G & L Fencing Cc | FALSE | 970324 | P O Box 15192 | Sinoville | (012)543 1875 | 1337447 | 15 | 1337447 |
| Multi-Net Systems | FALSE | 970328 | P.O.Box 48561 | Hercules | | 142400 | 0 | 142400 |
| Sinoville Fencing (Pty) Ltd | FALSE | 970335 | P O Box 17274 | Pretoria North | (012)542-4780 | 1835521 | 40 | 1835521 |
| Sss Cornerstone & Steel Building Construction Cc | FALSE | 970338 | P O Box 13042 | Soshanguve | | 84360 | 0 | 84360 |
| Circon (Pty) Ltd | FALSE | 970342 | P O Box 120 | Isando | | 278388 | 0 | 278388 |
| S Raciti Construction Cc / Enogh & Sons Joint Venture | FALSE | 970345 | 5 Esso Road | Montague Gardens | | 1580000 | 0 | 1580000 |
| Vukani Plumbers | TRUE | 970347 | 36 Section C | Ekgangala | | 3338862 | 40 | 3338862 |
| Supremear (Pty) Ltd | FALSE | 970349 | P O Box 391465 | Bramley | (011)786 0868 | 1093292 | 0 | 1093292 |
| Pleasant Homes Cc | FALSE | 970351 | P.O. Box 72417 | Parkview | | 7811385 | 40 | 7811385 |
| Airon Services (Pty) Ltd | FALSE | 970354 | P O Box 3001 | Halfway House | | 611327 | 0 | 611327 |
| H A Swanepoel & Ngoasheng Contractors (Pty) Ltd | FALSE | 970377 | P.O. Box 14212 | Lytelton | | 11800456 | 30 | 10858237 |
| T M Konstruksie Bk | FALSE | 970380 | P.O.Box 14057 | Sinoville | (012)576344 | 27976 | 0 | 27976 |
| Aan Building Construction Cc | TRUE | 970381 | P.O. Box 22023 | Soshanguve | | 21456 | 0 | 21456 |
| T M Konstruksie Bk | FALSE | 970382 | P.O.Box 14057 | Sinoville | (012)576344 | 20640 | 0 | 20640 |
| Aan Building Construction Cc | TRUE | 970383 | P.O. Box 22023 | Soshanguve | | 27890 | 0 | 27890 |
| Aan Building Construction Cc | FALSE | 970384 | P O Box 22023 | Soshanguve | | 41308 | 0 | 41308 |
| T M Konstruksie Bk | FALSE | 970385 | P.O.Box 14057 | Sinoville | (012)576344 | 35146 | 0 | 35146 |
| Aster International (Sa) (Pty) Ltd | FALSE | 970386 | 33 Bath Avenue | Rosebank | | 1860278 | 40 | 1860278 |
| Aster International (Sa) (Pty) Ltd | FALSE | 970387 | 33 Bath Avenue | Rosebank | | 2567140 | 10 | 2567140 |
| Multi-Net Systems | FALSE | 970389 | P O Box 48861 | Hercules | | 2279630 | 10 | 2279630 |
| Exicon Building Developers | TRUE | 970391 | P O Box 2380 | Hartswater | | 1399920 | 0 | 1399920 |
| Exicon Building Developers | TRUE | 970392 | P O Box 2380 | Hartswater | | 1197000 | 0 | 1146700 |
| Pmg Electrical Contractors Cc | FALSE | 970394 | P.O.Box 58 | Postmasburg | | 402192 | 0 | 402192 |
| Multi-Net Systems | FALSE | 970395 | P O Box 48861 | Hercules | | 139062 | 0 | 139062 |
| Rea Construction Cc | FALSE | 970397 | P O Box 47 | Huguenot | | 4067416 | 40 | 4067416 |
| G C F Construction (Pty) Ltd | FALSE | 970400 | P.O.Box 6064 | Welgemoed | | 11277280 | 30 | 11277280 |
| Sunrise Landscaping | FALSE | 970403 | P O Box 33841 | Glenstantia | 082 772 4640 | 299984 | 0 | 299984 |

| Name Of Firm | ABE Status | Contract | Postal Address | Postal Area | Telephone | Tender Price | Tender Goal | Lowest Price |
|---|------------|----------|---------------------------------|-------------------|-----------------|--------------|-------------|--------------|
| Dynamic Landscapes | FALSE | 970404 | P O Box 624 | Leeudoringstad | 01813-2884 | 526378 | 0 | 526378 |
| Trade-Off 2000 CC | FALSE | 970407 | P.O. Box 20509 | Noordburg | | 16357113 | 16 | 16357113 |
| Zikhulli Setu Development Services Cc | TRUE | 970408 | P.O. Box 14200 | Austenville | | 1469397 | 0 | 1423860 |
| Biyana-Stocks Joint Venture | FALSE | 970412 | Private Bag X317 | Pretoria | | 21173250 | 40 | 21173250 |
| Thermid Air Cc | FALSE | 970414 | P O Box 1864 | Pinetown | | 3736920 | 36 | 3736920 |
| Leovic Civil Cc | FALSE | 970415 | P O Box 2485 | Bloemfontein | | 424388 | 0 | 424388 |
| Petrus Machinini Construction Cc | FALSE | 970419 | P O Box 1475 | Pretoria | | 22094500 | 40 | 22094500 |
| P Gerolemou Construction/Nurich Construction (Joint Venture) | FALSE | 970420 | P.O.Box 2384 | Pretoria | | 49498000 | 31 | 49498000 |
| Airwa Engineering Cc | FALSE | 970421 | P O Box 71 | Irene | | 170658 | 0 | 170658 |
| Multi-Net Systems | FALSE | 970422 | P O Box 48861 | Hercules | | 334812 | 0 | 334812 |
| Firetech Projects Cc | FALSE | 970423 | P.O.Box 237 | Irene | | 1870051 | 10 | 1870051 |
| Dynamic Builders | FALSE | 970426 | P O Box 1184 | Unkomaas | | 11341205 | 40 | 11341205 |
| Boshard Construction (Pty) Ltd | FALSE | 970427 | P.O.Box 12145 | Parow Valley | | 3590000 | 40 | 3544000 |
| Petrus Machinini Construction Cc | FALSE | 970428 | P O Box 1475 | Pretoria | | 17147500 | 40 | 16849968 |
| Intersaf (Pty) Ltd | FALSE | 970430 | P.O.Box 74870 | Lynnwoodridge | | 3493600 | 40 | 3380000 |
| Babak Construction Services (Pty) Ltd | FALSE | 980044 | P O Box 8248 | Elandsfontein | | 455943 | 0 | 455943 |
| Mkwanazi Construction (Pty) Ltd | FALSE | 960379 | P O Box 1107 | Delmas | | 934213 | 0 | 934213 |
| Hiload Construction Cc | FALSE | 960397 | P O Box 248 | Kuilsrivier | | 4010962 | 15 | 4010962 |
| Maxett Construction Cc | FALSE | 960389 | P O Box 86 | St Lucia | (035)590-1160 | 785576 | 0 | 762000 |
| Louw & Naude Renovators | FALSE | 960299 | P O Box 9118103 | Rosslyn | | 11994000 | 40 | 11994000 |
| Lovemore & Co (Pty) Ltd | FALSE | 960378 | 7 Berkley Road | Maitland | | 3964718 | 17 | 3964718 |
| Kaya - Lami Projects | TRUE | 960361 | P O Box 2465 | Rosslyn | | 1496325 | 15 | 1496325 |
| W J & L Electrical | FALSE | 960357 | P O Box 1720 | Silverton | | 36876 | 0 | 36876 |
| C H Construction Cc | FALSE | 960343 | P O Box 387 | Zeerust | | 1620000 | 15 | 1620000 |
| Emergency Power Services | FALSE | 960380 | P O Box 1630 | George | | 140220 | 0 | 140220 |
| Sinoville Fencing (Pty) Ltd | FALSE | 960243 | P O Box 17274 | Pretoria North | (012)542-4780 | 2234681 | 0 | 2234681 |
| F R Construction Cc | FALSE | 960368 | Rena Building Gunners Circle | Epping Industrial | (021)531-5033 | 2998957 | 40 | 2998957 |
| Gordon Verhoef & Krause (Cape) | FALSE | 960385 | P.O. Box 892 | Cape Town | | 13187613 | 20 | 13187613 |
| Fabricated Steel Manufacturing Steel Co (Pty) Ltd | FALSE | 960322 | P O Box 393 | Germiston | | 170681 | 0 | 170681 |
| Uba Builders | FALSE | 960422 | P O Box 8146 | Nahoon | | 704001 | 0 | 704001 |
| Gordon Verhoef & Krause - Siya Zama Contractors (Pty) Ltd (Umlazi) | FALSE | 970429 | P O Box 54709 | Umlazi | | 6543600 | 40 | 6491370 |
| B M Elekriese Werke | FALSE | 960340 | P O Box 437 | Upington | | 336083 | 0 | 336083 |
| W D Mocke Builders | FALSE | 960419 | 8 Marion Crescent | Ravensmead | | 32262 | 0 | 32262 |
| Robbins Van Der Walt (Pty) Ltd | FALSE | 960421 | P O Box 6213 | Birchleigh | | 672942 | 0 | 672942 |
| M C S Bou En Elekriese Kontrakteurs | FALSE | 960323 | P O Box 10 | Hendrina | | 85000 | 0 | 85000 |
| Group Five Building Goldstein Housing (Pty) Ltd/Makhosi Joint Venture | FALSE | 970178 | P O Box 391471 | Bramley | | 21991919 | 40 | 21442334 |
| Algverbou Bk | FALSE | 960175 | P O Box 1402 | Strubensvallei | 011 - 9581105 | 32473 | 0 | 32473 |
| Southern Star Sheetmetal Works | TRUE | 960220 | 19 Horseshoe Road | Clairwood | (031)465 3839 | 459551 | 0 | 459551 |
| Stewarts & Lloyds | FALSE | 960228 | P O Box 912088 | Silverton | (012)803 4001 | 120042 | 0 | 120042 |
| L&K Kontrakteurs Cc | FALSE | 960055 | P O Box 10146 | Strubensvallei | (011)678 9420 | 1068434 | 0 | 1068434 |
| Gordon Verhoef & Krause (Dbn) | FALSE | 960219 | P O Box 5618 | Durban | (031)301 4317 | 3144120 | 0 | 3144120 |
| Newtown Projects Cc | FALSE | 960051 | P O Box 950 | Hilton | (0331)431107 | 434913 | 0 | 400713 |
| Maxett Construction Cc | FALSE | 960166 | P O Box 86 | St Lucia | (035)590-1160 | 1385505 | 0 | 1385505 |
| S A Universele Plaveisels En Siviele Kontrakteursdienste Bk | FALSE | 960165 | P O Box 264696 | Drie Riviere | 082 4146942 | 1678587 | 0 | 1678587 |
| Ims Engineering (Pty) Ltd | FALSE | 960164 | P O Box 63 | Paarden Eiland | (021)511-8201 | 104226 | 0 | 104226 |
| International Fencing (Pty) Ltd | FALSE | 960168 | P O Box 18374 | Sunward Park | (011)917-5076 | 841842 | 0 | 841842 |
| Gordon Verhoef & Krause (Jeppeshtown) | FALSE | 960169 | P O Box 33665 | Jeppeshtown | (011)614 6511/2 | 831500 | 0 | 831500 |
| Ductair | FALSE | 960172 | P O Box 14241 | Wadeville | (011)902-9044 | 44756 | 0 | 44756 |
| G & L Fencing Cc | FALSE | 960261 | P O Box 15192 | Sinoville | (012)543 1875 | 762381 | 0 | 762381 |
| Sinoville Fencing (Pty) Ltd | FALSE | 960262 | P O Box 17274 | Pretoria North | (012)542-4780 | 2356410 | 0 | 2356410 |
| Sinoville Fencing (Pty) Ltd | FALSE | 960264 | P O Box 17274 | Pretoria North | (012)542-4780 | 1138352 | 0 | 1138352 |
| G & L Fencing Cc | FALSE | 960265 | P O Box 15192 | Sinoville | (012)543 1875 | 866377 | 0 | 866377 |

| Name Of Firm | ABE Status | Contract | Postal Address | Postal Area | Telephone | Tender Price | Tender Goal | Lowest Price |
|---|------------|----------|-----------------------|----------------------|----------------|--------------|-------------|--------------|
| J T Omheinings | FALSE | 960269 | P O Box 696 | Cullinan | 01212 25063 | 1117814 | 0 | 1117814 |
| Abram Mashishi | TRUE | 960213 | P O Box 173 | Gompies | 0020 ask 2513 | 250726 | 0 | 250726 |
| Sinoville Fencing (Pty) Ltd | FALSE | 960173 | P O Box 17274 | Pretoria North | (012)542-4780 | 1079466 | 0 | 1079466 |
| Jeremy Delpont Construction | FALSE | 960174 | 50 King Edward Street | Newton Park | (041)352-400 | 27607 | 0 | 27607 |
| Dynamic Landscapes | FALSE | 960135 | P O Box 624 | Leeudoringstad | 01813-2884 | 224093 | 0 | 224093 |
| W R Christie & Co | FALSE | 960142 | P O Box 7872 | Hennopsmeer | (012)661 5520 | 187006 | 0 | 187006 |
| Alpha Pyrosec Cc | FALSE | 960147 | P O Box 4446 | Germiston South | (011)873-7593 | 237000 | 0 | 237000 |
| Fence Craft | FALSE | 960153 | 17 Henwood Road | Pinetown | (031)701-5161 | 2820143 | 0 | 2820143 |
| J M L Boukontrakteurs, Elektries & Konstruksie Bk | FALSE | 960154 | P O Box 2057 | Vryheid | (0381)5190 | 857280 | 0 | 857280 |
| Stewarts & Lloyds | FALSE | 960157 | P O Box 912088 | Silverton | (012)803 4001 | 116280 | 0 | 116280 |
| Menlo Construction | FALSE | 960158 | P O Box 302 | Delmas | (0157) 51062 | 2487480 | 0 | 2487480 |
| M & T Electrical Cc | FALSE | 960159 | P O Box 31348 | Totiusdal | (012)575-544 | 426297 | 0 | 426297 |
| Hupert Lessors (Pty) Ltd | FALSE | 960160 | P O Box 2010 | Somerset West | (021)8511179 | 37499 | 0 | 37499 |
| De Ville Construction | FALSE | 960094 | P O Box 397 | Magaliesburg | (0142)77-1581 | 37499 | 0 | 37499 |
| W S Botha Bouaannemers & Grondverskuiwingsdienste | FALSE | 960109 | P O Box 293 | Hartebeespoort | (012)113-0174 | 119382 | 0 | 119382 |
| Gordon Verhoef & Krause (Oribi) | FALSE | 960110 | P O Box 212469 | Oribi | (0331) 69221 | 545000 | 0 | 545000 |
| Gordon Verhoef & Krause (Pe) | FALSE | 960120 | P O Box 23107 | Port Elizabeth | (041)52 4096 | 1347138 | 0 | 1347138 |
| De Ville Construction | FALSE | 960087 | P O Box 397 | Magaliesburg | (0142)77-1581 | 56438 | 0 | 56438 |
| J T Omheinings | FALSE | 960270 | P O Box 696 | Cullinan | 01212 25063 | 1751036 | 0 | 1751036 |
| J T Omheinings | FALSE | 960272 | P O Box 696 | Cullinan | 01212 25063 | 1906144 | 0 | 1906144 |
| Sinoville Fencing (Pty) Ltd | FALSE | 960277 | P O Box 17274 | Pretoria North | (012)542-4780 | 2575137 | 0 | 2575137 |
| Fence And Gate Business Trust | FALSE | 960278 | P O Box 28966 | Danhof | (051)442 2148 | 511244 | 0 | 511244 |
| Sentinel Fence Sa (Pty) Ltd | FALSE | 960279 | P O Box 4795 | Rivonia | (011)440-9315 | 1935118 | 0 | 1935118 |
| Dupcon (Pty) Ltd | FALSE | 960280 | P O Box 30797 | Wonderboompoort | (012)379 5806 | 1881740 | 0 | 1881740 |
| B G A Konstruksie Bk | FALSE | 960281 | P O Box 20594 | Noordbrug | (0148)297-1463 | 629780 | 0 | 629780 |
| Technolam (Pty) Ltd | FALSE | 960254 | 14 Viben Avenue | Brackenfell | (021)981 2477 | 2348126 | 0 | 2348126 |
| W R Christie & Co | FALSE | 960256 | P O Box 7872 | Hennopsmeer | (012)661 5520 | 97103 | 0 | 97103 |
| Mardon Construction (Pty) Ltd | FALSE | 960257 | P O Box 100433 | Scottsville | (0331)903-544 | 458163 | 0 | 458163 |
| Sinoville Fencing (Pty) Ltd | FALSE | 960267 | P O Box 17274 | Pretoria North | (012)542-4780 | 1807043 | 0 | 1807043 |
| Tsobi's Construction | TRUE | 960214 | P O Box 26 | Chuenespoort | (015)633 5660 | 214000 | 0 | 214000 |
| P & S Power Products Cc | FALSE | 960215 | P O Box 15759 | Westmead | | 328635 | 0 | 322557 |
| De Ville Construction | FALSE | 960090 | P O Box 397 | Magaliesburg | (0142)77-1581 | 41729 | 0 | 41729 |
| De Ville Construction | FALSE | 960089 | P O Box 397 | Magaliesburg | (0142)77-1581 | 38453 | 0 | 38453 |
| De Ville Construction | FALSE | 960086 | P O Box 397 | Magaliesburg | (0142)77-1581 | 36923 | 0 | 36923 |
| P E Lesch | FALSE | 960129 | 16 Ave Rd. | Gluhoven Bellville | 951 3904 | 12619 | 0 | 12619 |
| Schindler Lifts (Pty) Ltd (Ctn) | FALSE | 960140 | P.O.Box 3615 | Johannesburg | | 2074537 | 0 | 2074537 |
| Gordon Verhoef & Krause (Dbn) | FALSE | 960230 | P O Box 5618 | Durban | (031)301 4317 | 2780403 | 0 | 2780403 |
| Sentrtek (Sa) | FALSE | 960236 | P O Box 3960 | North End | (041)56 1400 | 84822 | 0 | 84822 |
| Hut Electrical Contractors Cc | FALSE | 960240 | P O Box 38323 | Faerie Glen Pretoria | (012)991 3584 | 97643 | 0 | 97643 |
| Stewarts & Lloyds | FALSE | 960242 | P O Box 912088 | Silverton | (012)803 4001 | 60876 | 0 | 60876 |
| Billion Air Air-Conditioning Cc | FALSE | 960162 | P O Box 625 | Krugersdorp | (011)660 4334 | 1269208 | 0 | 1243055 |
| Skyview Builders Cc | FALSE | 970203 | P O Box 31052 | Grassy Park | | 1948800 | 40 | 1948000 |
| Sam's Building Construction | FALSE | 960203 | P O Box 35 | Koringpunt | 083 700 9285 | 233700 | 0 | 233700 |
| Noko Gilbert Mohlaba | TRUE | 960204 | 2439 Unit A | Lebowakgomo | (015)632 4769 | 241732 | 0 | 241732 |
| Gold Reef Construction | FALSE | 960205 | P O Box 562 | Pietersburg | (0152)293 7187 | 182428 | 0 | 182428 |
| P T Letsoalo | TRUE | 960206 | P O Box 849 | Chuenespoort | (015)633 5660 | 245000 | 0 | 245000 |
| Elmo-Stocks Joint Venture | FALSE | 970260 | P O Box X137 | Pretoria | | 3043930 | 40 | 3043930 |
| De Ville Construction | FALSE | 970067 | P O Box 397 | Magaliesburg | (0142)77-1581 | 41678 | 0 | 41678 |
| Flint Construction Cc | FALSE | 960184 | P O Box 54 | Rosetta | (011)740 8468 | 96387 | 0 | 96387 |
| B G A Konstruksie Bk | FALSE | 960187 | P O Box 20594 | Noordbrug | 01482971463 | 1749960 | 0 | 1706640 |
| Danil Construction Cc | FALSE | 960189 | 40 Peter Road | Sea Cow Lake Durban | (031)87 5740 | 800889 | 0 | 78164 |
| Marcus C Sema | TRUE | 960202 | P O Box 293 | Mashashane | 083 271 5235 | 231450 | 0 | 231450 |
| Dalucon Refrigeration Products | FALSE | 970257 | P O Box 17516 | Pretoria North | | 104998 | 0 | 104998 |
| Boshala Homes | TRUE | 960201 | P O Box 297 | Mahwelereng | (0152)297 2020 | 220331 | 0 | 220331 |

| Name Of Firm | ABE Status | Contract | Postal Address | Postal Area | Telephone | Tender Price | Tender Goal | Lowest Price |
|---|------------|----------|-----------------------------|---------------------|-----------------|--------------|-------------|--------------|
| A Moeta | TRUE | 960200 | 178 Zone | Seshego | 223 3631 | 236563 | 0 | 236563 |
| Traunstein (Pty) Ltd | FALSE | 970188 | P O Box 61679 | Marshalltown | (011)472 3433 | 4634914 | 30 | 4634914 |
| Schindler Lifts (Pty) Ltd (Ctn) | FALSE | 970236 | P.O.Box 3615 | Johannesburg | | 1908037 | 0 | 1908037 |
| G P V Konstruksie Bk | FALSE | 970226 | 26 Milner Street | Kimberley | | 1133156 | 0 | 1133156 |
| Anastasi Projects | FALSE | 970108 | P.O.Box 28821 | Sunnyside | | 2313000 | 40 | 2246000 |
| Sampie Ungerer Boorkontrakteurs | FALSE | 970263 | P O Box 1237 | Brits | | 220932 | 0 | 220932 |
| Conveytrac (Pty) Ltd | FALSE | 970191 | P O Box 3566 | Kempton Park | | 752320 | 0 | 752320 |
| Matnol CC | FALSE | 960411 | P O Box 4338 | Vereeniging | | 29241 | 0 | 29241 |
| L&K Kontrakteurs Cc | FALSE | 960180 | P O Box 10146 | Strubenvale | (011)678 9420 | 159012 | 0 | 159012 |
| Schindler Lifts (Pty) Ltd (Dbn) | FALSE | 960231 | P O Box 975 | Durban | (031)683 9261 | 391010 | 0 | 391010 |
| Jfe Electrical | FALSE | 960237 | P O Box 12147 | Parowvalley | | 13531800 | 0 | 13531800 |
| Christies Air Conditioning | FALSE | 960286 | P O Box 47296 | Greyville | (031)700 6334 | 206690 | 0 | 206690 |
| De Aar Electrical Cc | FALSE | 960284 | P O Box 40 | De Aar | 05363 3042 | 883993 | 0 | 883993 |
| Firemate Systems Cc | TRUE | 980050 | P O Box 30450 | Wibsey | (011)474 9234 | 1691545 | 0 | 1637453 |
| E J G Builders | TRUE | 980032 | P O Box 24568 | Landsdown | | 754680 | 0 | 754680 |
| J N W Construction Cc | FALSE | 980025 | P O Box 3455 | King William's Town | | 447896 | 0 | 443328 |
| Maitland Plant Hire (Pty) Ltd | FALSE | 970393 | 5 Dacres Avenue | Epping Industria 3 | (021)54 3361 | 7547557 | 24 | 7547557 |
| B S Building Construction | FALSE | 960207 | P O Box 904 | Seshego | (0152)223 2790 | 222648 | 0 | 222648 |
| Boshala Homes | TRUE | 960208 | P O Box 297 | Mahwelereng | (0152)297 2020 | 222000 | 0 | 222000 |
| Sam's Building Construction | FALSE | 960209 | P O Box 35 | Koringpunt | 083 700 9285 | 232800 | 0 | 232800 |
| Stephen Maungedzo Thabela | TRUE | 960210 | P O Box 103 | Nzhelele | | 211037 | 0 | 211037 |
| B S Building Construction | FALSE | 960211 | P O Box 904 | Seshego | (0152)223 2790 | 199365 | 0 | 199365 |
| Semanko Cc | TRUE | 960212 | P O Box 551 | Lefalane | (013)260 1040 | 258563 | 0 | 258563 |
| Gold Reef Construction | FALSE | 960199 | P O Box 562 | Pietersburg | (0152)293 7187 | 209254 | 0 | 209254 |
| Eric Musiwalo Managa | TRUE | 960198 | P O Box 50 | Dzanani | 015958 ask 1503 | 199609 | 0 | 199609 |
| Tsobi's Construction | TRUE | 960197 | P O Box 26 | Chuenespoort | (015)633 5660 | 209000 | 0 | 209000 |
| Kp Building Building Contractors | TRUE | 960196 | 514 Zone D | Seshego | | 231956 | 0 | 231956 |
| S & S Construction | TRUE | 960195 | P O Box 410 | Dzanani | (1052)297 2020 | 218025 | 0 | 218025 |
| Viljoens Elektriese Dienste | FALSE | 960298 | P O Box 20036 | Willows | | 250800 | 0 | 250800 |
| Abakhisi H Contracting | FALSE | 960396 | 3 Brug Street | Paarl | (021)863 1106 | 1567236 | 0 | 1567236 |
| Bez Electrical | FALSE | 960429 | P.O. Box 48744 | Hercules | | 106432 | 0 | 106432 |
| Lolec Electrical | FALSE | 980040 | P O Box 9653 | Pretoria | (012)335 5909 | 3245067 | 10 | 3245067 |
| Supremeair (Pty) Ltd | FALSE | 980023 | P O Box 391465 | Bramley | (011)786 0868 | 1737474 | 0 | 1737474 |
| Aganang Developement Cc | FALSE | 960337 | P O Box 3360 | Rossllyn | | 1488956 | 0 | 1488956 |
| Fabricated Steel Manufacturing Steel Co (Pty) Ltd | FALSE | 960320 | P O Box 393 | Germiston | | 291275 | 0 | 291275 |
| Leen Mulckhuyse Cc | FALSE | 960401 | P O Box 4342 | Korsten | | 7996528 | 5 | 7996528 |
| Simon Moko Builders | TRUE | 960423 | P O Box 230 | Dimbaza | | 355012 | 0 | 355012 |
| Sturdy Props Cc | FALSE | 960424 | P O Box 8146 | Nahoon | | 647094 | 0 | 647094 |
| Bellgrove & Snell (Pty) Ltd | FALSE | 960425 | P O Box 1268 | East London | | 609911 | 0 | 609911 |
| Danil Construction Cc | TRUE | 960436 | 40 Peter Road, Sea Cow Lake | Durban | | 1014673 | 0 | 1014673 |
| M C S Bou En Elektriese Kontrakteurs | FALSE | 960312 | P O Box 10 | Hendrina | | 81054 | 0 | 81054 |
| M C S Bou En Elektriese Kontrakteurs | FALSE | 960318 | P O Box 10 | Hendrina | | 2899000 | 30 | 2899000 |
| Maxett Construction Cc | FALSE | 960390 | P O Box 86 | St Lucia | (035)590-1160 | 689000 | 0 | 689000 |
| Mkwanazi Construction (Pty) Ltd | FALSE | 960398 | P O Box 1107 | Delmas | | 944353 | 25 | 944353 |
| Brun Construction Cc | FALSE | 960402 | 18 York Road | Newcastle | | 756868 | 0 | 756868 |
| Sa Heat Pump Engineers (Pty) Ltd | FALSE | 960370 | P O Box 10578 | Aston Manor | | 484223 | 0 | 484223 |
| Supremeair (Pty) Ltd | FALSE | 980019 | P O Box 391465 | Bramley | (011)786 0868 | 1120303 | 0 | 1120303 |
| Trade Up Front 67 (Pty) Ltd | TRUE | 970437 | 6 Denne Street | Highes-Boksburg | | 934744 | 0 | 934744 |
| Cad Construction Cc | FALSE | 980045 | P O Box 35042 | Menlo Park | | 2045871 | 30 | 2045871 |
| Anstan Technologies Cc | FALSE | 980020 | P O Box 56654 | Arcadia | | 103717 | 0 | 103717 |
| Azanco Construction (Pty) Ltd | FALSE | 980006 | P O Box 2353 | Beacon Bay | | 6598899 | 40 | 6416000 |
| Manoka Homes Cc | TRUE | 970352 | 523/3 Block K | Soshanguve | | 1501312 | 0 | 1423678 |
| O S Babile Construction | TRUE | 960194 | P O Box 11 | Gompies | | 247500 | 0 | 247500 |
| Mare Sylvester Kwinana | TRUE | 960193 | P O Box 964 | Lebowaggomo | 082 893 9295 | 212000 | 0 | 212000 |

| Name Of Firm | ABE Status | Contract | Postal Address | Postal Area | Telephone | Tender Price | Tender Goal | Lowest Price |
|--|------------|----------|-------------------|--------------------|-----------------|--------------|-------------|--------------|
| Matla Tpm (Pty) Ltd | FALSE | 970205 | P O Box 43446 | Industria | | 67695 | 0 | 67695 |
| P & S Power Products Cc | FALSE | 970204 | P O Box 15759 | Westmead | | 258096 | 0 | 258096 |
| Club Refrigeration Cc | FALSE | 970189 | P O Box 17397 | Pretoria | (012)546-0535 | 365990 | 0 | 365990 |
| L + S Turnkey (Pty) Ltd | FALSE | 970182 | P.O.Box 14939 | Lyttelton | | 478848 | 0 | 478848 |
| A Botha Builders | FALSE | 970181 | P.O.Box 5175 | Brenthurst Brakpan | | 29947 | 0 | 29947 |
| A A N Building Construction Cc | TRUE | 970179 | P O Box 22023 | Soshanguve | | 21090 | 0 | 21090 |
| Dagbreek Timbers (Pty) Ltd | FALSE | 970172 | P O Box 93 | Prieska | | 153987 | 0 | 153987 |
| J J Konstruksie | FALSE | 970144 | Servaasstraat 433 | Pretoria Wes | | 1467973 | 0 | 1467973 |
| Aquafira (Pty) Ltd | FALSE | 970413 | P O Box 486 | Olifantsfontein | | 4124207 | 29 | 4124207 |
| Multi-Net Systems | FALSE | 980051 | P O Box 48861 | Hercules | | 1243550 | 0 | 1243550 |
| Belfa Fire Protection Services Natal (Pty) Ltd | FALSE | 980061 | P O Box 2479 | Pinetown | (031)705 8376 | 758904 | 0 | 758904 |
| T & K Quality Services Cc T/A Airtek | FALSE | 960387 | P O Box 101 | Phillipi | | 131662 | 0 | 131662 |
| Ross Dynamics Cc T/A Dynamic Builders | TRUE | 960342 | P O Box 1184 | Umkomaas | | 1543821 | 0 | 1502576 |
| N E I Power Systems | FALSE | 960356 | P O Box 14903 | Wadeville | (011)824 4810 | 257754 | 0 | 257754 |
| Bronko Construction (Pty) Ltd | FALSE | 960359 | P O Box 1187 | Florida | (011)672-0565 | 517788 | 0 | 517788 |
| Eletek Elevator And Escalator Services CC | FALSE | 980008 | 28 Visagie Street | Pretoria | (012)324 1367 | 118412 | 0 | 118412 |
| Otis Elevator Company Ltd | FALSE | 980007 | P O Box 190 | Wadeville | | 231877 | 0 | 230100 |
| Mvuseleli Construction | TRUE | 960176 | 30133 Ext 3 | Daveyton | (011)424 1015 | 55635 | 0 | 55635 |
| International Construction Zimbabwe Ltd | FALSE | 970137 | P O Box 2448 | Harare | | 8628422 | 0 | 7855580 |
| Ubuntu Home Builders | FALSE | 970235 | Private Bag X72 | Halfway House | | 6847110 | 40 | 6733000 |
| The Moves Building Construction | TRUE | 970240 | P.O.Box | Ekangala | | 97739 | 0 | 97739 |
| African Life Construction | FALSE | 970241 | P O Box 30141 | Jet Park | | 11163000 | 40 | 11163000 |
| Nevcon Civil Contracyors | FALSE | 970334 | P.O.Box 7077 | Bloemfontein | | 708532 | 15 | 708532 |
| Sinoville Fencing (Pty) Ltd | TRUE | 970336 | P.O. Box 17274 | Pretoria North | | 1323378 | 40 | 1323378 |
| G & L Fencing Cc | FALSE | 970323 | P O Box 15192 | Sinoville | (012)543 1875 | 1252311 | 21 | 1252311 |
| Pleasant Homes Cc | FALSE | 970406 | P.O. Box 72417 | Parkview | | 11600000 | 40 | 11600000 |
| Interkor Konstruksie | FALSE | 970293 | P.O.Box 165 | Irene | 012-3372128 | 4378608 | 22 | 4317000 |
| Trade-Off 2000 CC | FALSE | 970405 | P.O. Box 20509 | Noordburg | | 2676834 | 13 | 2676834 |
| Gordon Verhoef & Krause (Jeppestown) | FALSE | 970378 | P O Box 33665 | Jeppestown | (011)614 6511/2 | 31150000 | 40 | 31150000 |
| J T Omheinings | FALSE | 970333 | P O Box 696 | Cullinan | 01212 25063 | 1208668 | 40 | 1208668 |
| Dmt Construction Cc | TRUE | 970326 | P O Box 40387 | Redhill | | 14602537 | 40 | 14602537 |
| Azcon Projects Cc | TRUE | 970417 | P.O. Box 70675 | Overport | | 4534380 | 40 | 4534380 |
| B & E Projek Kontrakteurs (Edms) Bpk | TRUE | 970194 | P O Box 16562 | Pretoria North | | 1288721 | 0 | 1288721 |
| Edilcon-Kronen Joint Venture | FALSE | 970337 | P O Box 132 | Alberton | (011)907 9410 | 5777520 | 30 | 5777520 |
| G Liviero & Son Building (Pty) Ltd | FALSE | 970409 | P.O.Box 10707 | Marine Parade | | 11150000 | 40 | 10417000 |
| Sinoville Fencing (Pty) Ltd | FALSE | 970314 | P O Box 17274 | Pretoria North | (012)542-4780 | 1476406 | 15 | 1476406 |
| Fence And Gate Business Trust | FALSE | 970291 | P O Box 28966 | Danhof | (051)442 2148 | 2795439 | 22 | 2795439 |
| Prestige Air-Conditioning | FALSE | 970201 | P.O. Box 911-1157 | Rosslyn | | 11598513 | 15 | 11598513 |
| Tucana Construction-Tpm Services Joint Venture | FALSE | 970376 | P.O.Box 1104 | Bronkhorstspuit | 012-3372129 | 2699817 | 40 | 2576576 |
| Phezulu Fencing (Pty) Ltd | FALSE | 970317 | P O Box 2008 | Melton Rose | | 2601808 | 40 | 2601808 |
| Concor Mmr Joint Venture | FALSE | 970265 | P O Box 823 | Johannesburg | | 13011440 | 25 | 13011440 |
| Supremeair (Pty) Ltd | FALSE | 970285 | P O Box 391465 | Bramley | (011)786 0868 | 20257800 | 15 | 20257800 |
| Concor Holdings/Lethabile Construction Joint Venture | FALSE | 970398 | P O Box 8259 | Johannesburg | | 16794813 | 31 | 16794813 |
| Emergency Power Services | FALSE | 960293 | P O Box 1630 | George | | 155040 | 0 | 145331 |
| Matakanye N A Constructions | TRUE | 960315 | P.O. Box 5108 | Sovenga | | 512986 | 0 | 512986 |
| Quality Fencing | TRUE | 960316 | P O Box 105 | Strydmag | | 399999 | 0 | 399999 |
| S A Fuel & Maintenance | FALSE | 980042 | P. O. Box 1831 | Umlanga Rocks | | 622688 | 0 | 622688 |
| Firetech Projects Cc | FALSE | 970424 | P.O.Box 237 | Irene | | 71100 | 0 | 71100 |
| S A Hospital Electronics (Pty) Ltd | FALSE | 960297 | P.O. Box 911-757 | Rosslyn | | 399000 | 0 | 399000 |
| Firetech Projects Cc | FALSE | 970164 | P.O.Box 237 | Irene | | 74533 | 0 | 74533 |
| Fire & Instrument Services Cc | FALSE | 960296 | P.O. Box 398 | Bellville | | 231762 | 0 | 221623 |
| Hupert Lessors (Pty) Ltd | FALSE | 960127 | P O Box 2010 | Somerset West | (021)8511179 | 37499 | 0 | 37499 |
| N E I Power Systems | FALSE | 960161 | P O Box 14903 | Wadeville | (011)824 4810 | 77178 | 0 | 77178 |
| Arcticool CC | FALSE | 970190 | P.O.Box 54024 | Ninapark | | 39900 | 0 | 39900 |
| P & S Power Products Cc | FALSE | 960291 | P O Box 15759 | Westmead | | 65056 | 0 | 65056 |

| Name Of Firm | ABE Status | Contract No. | Postal Address | Postal Area | Telephone | Tender Price | Tender Goal | Lowest Price |
|--|------------|--------------|-------------------|--------------------|-----------------|--------------|-------------|--------------|
| Multi-Net Systems | FALSE | 960192 | P.O.Box 48561 | Hercules | | 405842 | 0 | 405842 |
| Laugh Last Building Construction | FALSE | 960133 | 8432 Zone 4 | Ga-Rankuwa | (01461)33626 | 24904 | 0 | 24904 |
| Mashakane Building Projects | TRUE | 970238 | P.O. Box 1022 | Florida Hills | | 11111000 | 40 | 11111000 |
| Alpha Pyrosec Cc | FALSE | 960190 | P O Box 4446 | Germiston South | (011)873-7593 | 98271 | 0 | 93434 |
| Multi Zone Electro CC | FALSE | 970321 | P O Box 115 | Cullinan | | 701763 | 0 | 701763 |
| Stocks Infra (Pty) Ltd | FALSE | 970353 | | | | 26342934 | 5 | 26342934 |
| G & L Fencing Cc | FALSE | 970325 | P O Box 15192 | Sinoville | (012)543 1875 | 2727945 | 20 | 2727945 |
| Gordon Verhoef & Krause (Jeppestown) | FALSE | 970272 | P O Box 33665 | Jeppestown | (011)614 6511/2 | 4366200 | 15 | 4366200 |
| Boithedo (Mpumalanga) (Pty) Ltd | TRUE | 970283 | Private Bag X72 | Halfway House | | 16471100 | 40 | 16471100 |
| Sinoville Fencing (Pty) Ltd | FALSE | 970315 | P O Box 17274 | Pretoria North | (012)542-4780 | 2129806 | 15 | 2129806 |
| Magriet Boudiens Cc | FALSE | 960152 | P O Box 81107 | Doornport | (012)547-0776 | 1878000 | 0 | 1878000 |
| Bien Investments (Pty) Ltd | FALSE | 960150 | | | | 131364 | 0 | 120863 |
| Universal Equipment | FALSE | 960149 | 43 Kempston Road | Korsten | | 105936 | 0 | 105936 |
| Danco Sheet Metal Works (Pty) Ltd | FALSE | 960108 | P.O. Box 342 | Kuilsriver | 021-905-1130 | 366088 | 0 | 366088 |
| L. Du Preez Electrical | FALSE | 960148 | P.O. Box 20249 | Alkantrant | (012)862955 | 488035 | 0 | 488035 |
| Minerva Systems (Pty) Ltd | FALSE | 960144 | Private Box 50093 | Waterfront | | 145905 | 0 | 144392 |
| Whip Fire Protection Services (Pty) Ltd | FALSE | 960143 | P O Box 139 | Bellville | | 80370 | 0 | 80370 |
| Hupert Lessors (Pty) Ltd | FALSE | 960122 | P O Box 2010 | Somerset West | (021)8511179 | 43557 | 0 | 43557 |
| Tswalu | FALSE | 970247 | P.O.Box 17129 | Pretoria North | | 20850 | 0 | 20850 |
| Naborn Construction CC | FALSE | 970227 | P O Box 989 | Kimberley | | 5438502 | 34 | 5438502 |
| Manoka Homes Cc | TRUE | 970374 | 523/3 Block K | Soshanguve | | 5151515 | 27 | 5151515 |
| Stocks Roads (Pty) Ltd | FALSE | 970390 | P.O. Box 863 | Olifantsfontein | | 25506592 | 26 | 25506592 |
| Phezulu Fencing (Pty) Ltd | FALSE | 970289 | P O Box 2008 | Melton Rose | | 5968946 | 40 | 5968946 |
| Stocks & Stocks (Kzn) | FALSE | 970244 | P O Box 10052 | Marine Parade | | 88960000 | 40 | 88960000 |
| Makwanazi Construction (Pty) Ltd | FALSE | 970277 | P O Box 1107 | Delmas | | 6042000 | 20 | 6042000 |
| Sinoville Fencing (Pty) Ltd | FALSE | 970411 | P O Box 17274 | Pretoria North | (012)542-4780 | 2201951 | 40 | 2082674 |
| Belize Construction (Pty) Ltd | FALSE | 970160 | P O Box 6146 | Bloemfontein | | 2970000 | 15 | 2970000 |
| Coalfields Construction | FALSE | 970153 | P O Box 1683 | Vryheid | | 14820000 | 40 | 14820000 |
| Fence Craft | FALSE | 970316 | 17 Henwood Road | Pinetown | (031)701-5161 | 2718811 | 38 | 2718811 |
| Sinoville Fencing (Pty) Ltd | FALSE | 970332 | P O Box 17274 | Pretoria North | (012)542-4780 | 8220608 | 40 | 8220608 |
| De Ville Construction | FALSE | 960091 | P O Box 397 | Magaliesburg | (0142)77-1581 | 15194 | 0 | 15194 |
| Interfab Exports (Pty) Ltd | FALSE | 960075 | P O Box 47751 | Greyville | (031)238544 | 339606 | 0 | 339606 |
| Grinaker Construction Ltd/Vrp (Sa) Ltd | FALSE | 960114 | P O Box 3 | Rondebosch | (021) 73 1040 | 24915000 | 20 | 24915000 |
| Afceb Projekte | FALSE | 960167 | P.O. Box 7222 | Pretoria | 0824485633 | 146830 | 0 | 146830 |
| Matnol CC | FALSE | 960414 | P O Box 4338 | Vereeniging | | 30224 | 0 | 30224 |
| The Moves Building Construction | TRUE | 970214 | P.O.Box | Ekgangala | | 104042 | 0 | 104042 |
| Ryfon Konstruksie Bk | FALSE | 970346 | 379 West Street | Pretoria North | | 899650 | 0 | 899650 |
| Engineering Utilities & Installations Cc | FALSE | 980068 | P O Box 245 | Ferndale | | 1564080 | 0 | 1564080 |
| Lethabo Bouers | FALSE | 970066 | P.O. Box 482 | Vrede | | 30962 | 0 | 30962 |
| Eskimo Services Cc | FALSE | 970002 | P O Box 48131 | Kommetjie | (021)783-3696 | 277932 | 0 | 277932 |
| Petco Builders | FALSE | 970003 | 7 Kalika Street | Vulindlela Heights | | 1656976 | 0 | 1656976 |
| M W P Construction (Pty) Ltd | FALSE | 970004 | P O Box 1268 | East London | | 2917466 | 15 | 2917466 |
| Bellgrove & Snell (Pty) Ltd | FALSE | 970005 | P O Box 1268 | East London | | 4077711 | 10 | 4077711 |
| Ranch Electric (Pty) Ltd | FALSE | 970006 | P O Box 1243 | Krugersdorp | | 71318 | 0 | 71318 |
| Gys Pitzer Elektries | FALSE | 970007 | P O Box 30918 | Wonderboom Poort | (012)335-3291 | 805845 | 0 | 805845 |
| J S W Electrical (Pty) Ltd | FALSE | 970008 | P O Box 3067 | Kempton Park | | 58568 | 0 | 58568 |
| King Bros Building Services | TRUE | 970010 | | | | 495328 | 0 | 495328 |
| Ronwood Restorations Cc | FALSE | 970011 | P O Box 74598 | Rochdale Park | | 749000 | 0 | 749000 |
| Glamatt CC | FALSE | 970013 | P O Box 391 | Newcastle | | 3735411 | 10 | 3735411 |
| Woldu Building Contractors Cc | FALSE | 970014 | P O Box 452 | Kinross | | 750590 | 0 | 750590 |
| J S W Electrical (Pty) Ltd | FALSE | 970015 | P O Box 3067 | Kempton Park | | 287017 | 0 | 287017 |
| Multinet Systems | FALSE | 970016 | P O Box 48561 | Hercules | | 303461 | 0 | 303461 |
| Lovemore & Co (Pty) Ltd | FALSE | 970017 | 7 Berkley Road | Maitland | | 2698154 | 0 | 2698154 |
| Enviroware Construction | FALSE | 970018 | P O Box 783564 | Sandton | | 3952754 | 40 | 3952754 |
| Aster International (Sa) (Pty) Ltd | FALSE | 970019 | 33 Bath Avenue | Rosebank | | 6716091 | 12 | 6716091 |

| Name Of Firm | ABE Status | Contract | Postal Address | Postal Area | Telephone | Tender Price | Tender Goal | Lowest Price |
|------------------------------------|------------|----------|------------------|--------------------|---------------|--------------|-------------|--------------|
| Thermodynamic Process Control Cc | FALSE | 970020 | P O Box 309 | Amanzimtoti | | 263276 | 0 | 263276 |
| Cupido Project Managers | FALSE | 970022 | P O Box 2064 | Parkersdam | | 27601 | 0 | 27601 |
| A-Z Instandhouding | FALSE | 970023 | P.O. Box 15513 | Sinoville | 012-57-6344 | 43776 | 0 | 43776 |
| A-Z Instandhouding | FALSE | 970025 | P.O. Box 15513 | Sinoville | 012-57-6344 | 27121 | 0 | 27121 |
| A-Z Instandhouding | FALSE | 970026 | P.O. Box 15513 | Sinoville | 012-57-6344 | 33430 | 0 | 33430 |
| Groot Karoo Konstruksie (Pty) Ltd | FALSE | 970027 | P O Box 39 | Beaufort West | | 19152 | 0 | 19152 |
| Groot Karoo Konstruksie (Pty) Ltd | FALSE | 970028 | P O Box 39 | Beaufort West | | 27930 | 0 | 27930 |
| Groot Karoo Konstruksie (Pty) Ltd | FALSE | 970029 | P O Box 39 | Beaufort West | | 14250 | 0 | 14250 |
| A-Z Instandhouding | FALSE | 970030 | P.O. Box 15513 | Sinoville | 012-57-6344 | 18012 | 0 | 18012 |
| A-Z Instandhouding | FALSE | 970031 | P.O. Box 15513 | Sinoville | 012-57-6344 | 36480 | 0 | 36480 |
| Supremear (Pty) Ltd | FALSE | 970032 | P.O.Box 391465 | Bramley | 011-786068 | 505932 | 0 | 505932 |
| Du Pcon (Pty) Ltd | FALSE | 970033 | P O Box 30797 | Wonderboom Poort | | 649800 | 0 | 649800 |
| Airmart CC | FALSE | 970035 | P O Box 71441 | The Willows | | 65956 | 0 | 65956 |
| Thermal Roof Insulation | FALSE | 970037 | P O Box 30384 | Mayville | | 224078 | 0 | 224078 |
| A-Z Instandhouding | FALSE | 970038 | P.O. Box 15513 | Sinoville | 012-57-6344 | 16530 | 0 | 16530 |
| De Ville Construction | FALSE | 970039 | P O Box 397 | Magaliesburg | (0142)77-1581 | 24899 | 0 | 24899 |
| Groot Karoo Konstruksie (Pty) Ltd | FALSE | 970040 | P O Box 39 | Beaufort West | | 28500 | 0 | 28500 |
| Groot Karoo Konstruksie (Pty) Ltd | FALSE | 970041 | P O Box 39 | Beaufort West | | 23940 | 0 | 23940 |
| Groot Karoo Konstruksie (Pty) Ltd | FALSE | 970042 | P O Box 39 | Beaufort West | | 43320 | 0 | 43320 |
| A C Electrical | FALSE | 970044 | P O Box 520 | Heidelberg | 0151 7351 | 633750 | 0 | 633750 |
| A C Electrical | FALSE | 970045 | P O Box 520 | Heidelberg | 0151 7351 | 633750 | 0 | 633750 |
| A C Electrical | FALSE | 970046 | P O Box 520 | Heidelberg | 0151 7351 | 422500 | 0 | 422500 |
| A C Electrical | FALSE | 970047 | P O Box 520 | Heidelberg | 0151 7351 | 211250 | 0 | 211250 |
| Petrus Machinini Construction Cc | FALSE | 970048 | P O Box 1475 | Pretoria | | 11489500 | 40 | 11489500 |
| Sinthle Gardens | FALSE | 970049 | P O Box 38026 | Langenhoven Park | | 236667 | 0 | 236667 |
| Coalfields Construction | FALSE | 970052 | P O Box 1683 | Vryheid | | 3987654 | 40 | 3959000 |
| Sinthle Gardens | FALSE | 970053 | P O Box 38026 | Langenhoven Park | | 595876 | 0 | 595876 |
| Mkwanazi Construction (Pty) Ltd | FALSE | 970055 | P O Box 1107 | Delmas | | 177418 | 0 | 177418 |
| Landmark International (Pty) Ltd | FALSE | 970056 | P O Box 99 | Pavilion | | 3643555 | 10 | 3643555 |
| J R Construction | FALSE | 970058 | 2217 K7 P O | Merafong | | 33122 | 0 | 33122 |
| De Ville Construction | FALSE | 970060 | P O Box 397 | Magaliesburg | (0142)77-1581 | 27082 | 0 | 27082 |
| De Ville Construction | FALSE | 970061 | P O Box 397 | Magaliesburg | (0142)77-1581 | 26295 | 0 | 26295 |
| A Botha Builders | FALSE | 970068 | P.O.Box 5175 | Brenthurst Brakpan | | 1083 | 0 | 1083 |
| T M Konstruksie Bk | FALSE | 970069 | P.O.Box 14057 | Sinoville | (012)576344 | 34428 | 0 | 34428 |
| De Ville Construction | FALSE | 970070 | P O Box 397 | Magaliesburg | (0142)77-1581 | 24551 | 0 | 24551 |
| Lethabo Bouers | FALSE | 970071 | P.O. Box 482 | Vrede | | 16302 | 0 | 16302 |
| De Ville Construction | FALSE | 970072 | P O Box 397 | Magaliesburg | (0142)77-1581 | 40711 | 0 | 40711 |
| Billion Air Air-Conditioning Cc | FALSE | 970075 | P O Box 625 | Krugersdorp | (011)660 4334 | 115876 | 0 | 115876 |
| Gordon Verhoef & Krause (Cape) | FALSE | 970078 | P.O. Box 892 | Cape Town | | 404700 | 0 | 404700 |
| Multinet Systems | FALSE | 970074 | P O Box 48561 | Hercules | | 37703 | 0 | 37703 |
| Jsw Electrical (Pty) Ltd | FALSE | 970080 | P O Box 3067 | Kempton Park | | 60814 | 0 | 60814 |
| Andre's Elektries En Lugversorging | FALSE | 970079 | P O Box 418 | Odendaalsrus | | 80742 | 0 | 80742 |
| Uniflora | FALSE | 970081 | P O Box 3746 | Pretoria | | 726246 | 0 | 726246 |
| Procon Floors Cc | FALSE | 970082 | P O Box 719 | Newcastle | | 89925 | 0 | 89925 |
| Hupert Lessors (Pty) Ltd | FALSE | 970084 | P O Box 2010 | Somers West | (021)8511179 | 41040 | 0 | 41040 |
| Sonop Bouers | FALSE | 970085 | P O Box 41 | Calitzdorp | | 16542 | 0 | 16542 |
| Stewarts & Lloyds | FALSE | 970086 | P O Box 912088 | Silverton | (012)803 4001 | 67032 | 0 | 67032 |
| Ubuntu Home Builders | FALSE | 970087 | Private Bag X72 | Halfway House | | 23471000 | 34 | 23147000 |
| C J Rose Building Contractor | FALSE | 970090 | 10 Tufner Street | Upton | | 280149 | 0 | 280149 |
| J S W Electrical (Pty) Ltd | FALSE | 970092 | P O Box 3067 | Kempton Park | | 84810 | 0 | 84810 |
| Sterland Electriese Kontrakteurs | FALSE | 970094 | P O Box 35 | Utrecht | | 34385 | 0 | 34385 |
| Supremear (Pty) Ltd | FALSE | 970097 | P O Box 391465 | Bramley | (011)786 0868 | 311208 | 0 | 311208 |
| De Ville Construction | FALSE | 970098 | P O Box 397 | Magaliesburg | (0142)77-1581 | 29925 | 0 | 29925 |
| Joubert And Campbell (Pty) Ltd | FALSE | 970099 | P O Box 7218 | Dinwiddie | (011)902 2614 | 26903 | 0 | 26903 |
| Loodbou CC | FALSE | 97105 | P.O. Box 17129 | Pretoria North | | 162450 | 0 | 162450 |
| Hirsch Air Cc | FALSE | 970106 | P O Box 20570 | Durban North | | 127080 | 0 | 127080 |

| Name Of Firm | ABE Status | Contract | Postal Address | Postal Area | Telephone | Tender Price | Tender Goal | Lowest Price |
|---|------------|----------|--------------------|--------------------|---------------|--------------|-------------|--------------|
| Multinet Systems | FALSE | 970109 | P O Box 48561 | Hercules | | 1902968 | 0 | 1902968 |
| Marais Electrical Cc | FALSE | 970112 | P O Box 369 | Onrusrivier | | 76313 | 0 | 76313 |
| Gordon Verhoef & Krause (Cape) | FALSE | 970110 | P.O. Box 892 | Cape Town | | 9436000 | 12 | 9436000 |
| Emergency Refrigeration | FALSE | 970245 | P O Box 30082 | Wonderboompoort | (012)5675008 | 30029 | 0 | 30029 |
| Alpha Pyrosec Cc | FALSE | 960335 | P O Box 4446 | Germiston South | (011)873-7593 | 61305 | 0 | 61305 |
| Hupert Lessors (Pty) Ltd | FALSE | 960327 | P O Box 2010 | Somerset West | (021)8511179 | 43320 | 0 | 43320 |
| Schindler Lifts (Pty) Ltd (Ctn) | FALSE | 980001 | P.O.Box 3615 | Johannesburg | | 266201 | 0 | 266201 |
| Zebra - R.J.Mullins | FALSE | 970436 | P O Box 14335 | Kenwyn | | 3150941 | 40 | 3150941 |
| Aifdav Construction/Sbt Konstruksie Joint Venture | FALSE | 970167 | P.O. Box 2014 | North End | | 12867407 | 40 | 12867407 |
| Gevecon Electrical | FALSE | 970114 | P O Box 6100 | Rustenburg | | 73926 | 0 | 73926 |
| Tugela Refrigeration & Electrical | FALSE | 970159 | P O Box 161 | Estcourt | 036323291 | 113112 | 0 | 113112 |
| Firetech Projects Cc | FALSE | 960392 | P.O.Box 237 | Irene | | 337440 | 0 | 337440 |
| Firetech Projects Cc | FALSE | 970104 | P.O.Box 237 | Irene | | 421044 | 0 | 421044 |
| Masaklane Building Projects | FALSE | 970262 | P O Box 1022 | Florida Hills | | 9200000 | 40 | 9200000 |
| B P Masondo Building Construction | TRUE | 970295 | P O Box 778 | Siyabuswa | | 1142473 | 0 | 1121000 |
| Manoka Homes Cc | FALSE | 970373 | 523/3 Block K | Soshanguve | | 4478229 | 33 | 4476780 |
| Tempo Construction Cc | FALSE | 970259 | P O Box 835 | Stellenbosch | | 11075000 | 32 | 11075000 |
| Phezulu Fencing (Pty) Ltd | FALSE | 970290 | P O Box 2008 | Melton Rose | | 2735497 | 40 | 2735497 |
| Sterilizer Technologies Cc | FALSE | 970050 | P O Box 1362 | Westville | | 154229 | 0 | 154229 |
| Supremeair (Pty) Ltd | FALSE | 970318 | P O Box 391465 | Bramley | (011)786 0868 | 1793953 | 0 | 1793953 |
| H & Lt Development Cc | FALSE | 960081 | P O Box 1237 | Pietersburg | | 480136 | 0 | 480136 |
| De Ville Construction | FALSE | 970062 | P O Box 397 | Magaliesburg | (0142)77-1581 | 33420 | 0 | 33420 |
| De Ville Construction | FALSE | 970063 | P O Box 397 | Magaliesburg | (0142)77-1581 | 34486 | 0 | 34486 |
| A Botha Builders | FALSE | 970064 | P.O.Box 5175 | Brenthurst Brakpan | | 55290 | 0 | 55290 |
| Matnoi CC | FALSE | 970065 | P O Box 4338 | Vereeniging | | 51403 | 0 | 51403 |
| T M Konstruksie Bk | FALSE | 970248 | P.O.Box 14057 | Sinoville | (012)576344 | 82705 | 0 | 82705 |
| Matnoi CC | FALSE | 970254 | P O Box 4338 | Vereeniging | | 29341 | 0 | 29341 |
| Amanzi Construction | FALSE | 970278 | P.O. Box 10272 | Caledon Swuare | | 1963702 | 40 | 1963702 |
| Hr Konstruksies Bk | FALSE | 980043 | P O Box 1098 | Somerset West | | 10075000 | 40 | 10075000 |
| Firetech Projects Cc | FALSE | 970103 | P.O.Box 237 | Irene | | 84770 | 0 | 84770 |
| Bez Electrical | FALSE | 970116 | P.O. Box 48744 | Hercules | | 108168 | 0 | 108168 |
| Marais Electrical Cc | FALSE | 970125 | P O Box 369 | Onrusrivier | | 89195 | 0 | 89195 |
| Bez Electrical | FALSE | 970117 | P.O. Box 48744 | Hercules | | 60070 | 0 | 60070 |
| J S W Electrical (Pty) Ltd | FALSE | 970126 | P O Box 3067 | Kempton Park | | 106676 | 0 | 106676 |
| Elmar Electrical & Cooling Cc | FALSE | 970127 | 354 Flower Street | Capital Park | | 119554 | 0 | 119554 |
| Hupert Lessors (Pty) Ltd | FALSE | 960326 | P O Box 2010 | Somerset West | (021)8511179 | 37620 | 0 | 37620 |
| Cape Catering Equipment | FALSE | 970083 | 73 Kesirlowry Road | Cape Town | 021 462 4320 | 171241 | 0 | 171241 |
| Loodbou CC | FALSE | 960227 | P.O. Box 17129 | Pretoria North | | 486000 | 0 | 486000 |
| Algverbou Bk | FALSE | 960438 | P O Box 1402 | Strubensvallei | 011 - 9581105 | 370069 | 0 | 370069 |
| Multinet Systems | FALSE | 970101 | P O Box 48561 | Hercules | | 744722 | 0 | 744722 |
| J C B Construction Cc | FALSE | 970162 | P O Box 1010 | Duiwelskloof | | 1140000 | 30 | 1140000 |
| Aster International (Sa) (Pty) Ltd | FALSE | 980109 | 33 Bath Avenue | Rosebank | | 5061600 | 0 | 5061600 |
| J D Venter & Seuns Boorkontrakteurs | FALSE | 960031 | P O Box 2098 | Tzaneen | (0152)3071931 | 66941 | 0 | 66941 |
| G P Koning (Pty) Ltd | FALSE | 960020 | P O Box 276 | Ottery | (021)739544 | 899714 | 0 | 899714 |
| King Bros Building Services | TRUE | 960035 | | | | 65322 | 0 | 65322 |
| Aquatek Pty Ltd. | FALSE | 960400 | P O Box 10251 | Hennopsmeer | (012)2052944 | 47965 | 0 | 47965 |
| Schindler Lifts (Pty) Ltd (Ctn) | FALSE | 970130 | P.O.Box 3615 | Johannesburg | | 3834960 | 0 | 3834960 |
| Schindler Lifts (Pty) Ltd (Ctn) | FALSE | 970077 | P.O.Box 3615 | Johannesburg | | 95869 | 0 | 95869 |
| Otis Elevator Company Ltd | FALSE | 970107 | P O Box 190 | Wadeville | | 581203 | 0 | 581203 |
| Loodbou CC | FALSE | 970105 | P.O. Box 17129 | Pretoria North | | 162450 | 0 | 162450 |
| Multi-Net Systems | FALSE | 970229 | P O Box 48861 | Hercules | | 2437462 | 0 | 2437462 |

APPENDIX 5.4

**RANDOM SAMPLE : PARTICULARS OF CONTRACTORS WHO
WERE AWARDED CONTRACTS BY THE DEPARTMENT OF PUBLIC
WORKS DURING 1993**

| TENDER NO. | CONTACT PERSON TEL. NUMBER | Amount R | CONTRACTOR | REMARKS |
|------------|--|-------------|----------------------|---|
| 930243 | ? | 2 436 683 | Barnard & Roets | Cannot trace company. |
| 930094 | ? | 6 897 000 | Stocks Housing | Non-ABE |
| 930083 | Mr DAJ Mulder | 467 400 | Mulder Bouers | Cannot trace company. |
| 930033 | Mr Groenhof (021) 794-1300 | 4 6810 767 | OVCON | Non-ABE Has now formed Rainbow Construction. |
| 930163 | Mr N King (021) 905-3660 | 8 608 497 | Burger & Wallace | Non-ABE |
| 930172 | Mr Funt (013) 734-4000\0333) 37168 | 79 999 | Funt Construction | Non-ABE |
| 930047 | Mr Du Plooy (012) 379-8172 | 203 991 | Dupcon Construction | Non-ABE |
| 930275 | CJ Meintjies (011) 769-1440 | 288 532 | Meintjies Fencing | Non-ABE Contractor claims that he has sub-contracted work to ABEs for the last 20 years. |
| 930264 | Mr Du Plooy (012) 379-8172 | 275 564 | Dupcon Construction | Non-ABE |
| 930253 | Mr S Joosub (012) 804-0865 | 498 318 | Machini Construction | Non-ABE |
| 930004 | Mr Wigman (012) 803-5535 | 2 809 193 | Bester Construction | Non-ABE |
| 930020 | Mr Karson (021) 803-5535 | 393 405 | Ken Stephens | Non-ABE |
| 930009 | Mr A Ackerman (0142) 971-233 | 1 691 000 | Benaus Construction | Non-ABE |
| 930153 | Mr R Mills (021) 545-411 | 406 925 | WJM Construction | Non-ABE |
| 930193 | Mr Maharaj (031) 507-7916 | 337 000 | DMT Construction | ABE |
| TENDER NO. | CONTACT PERSON TEL. NUMBER | AMOUNT R | CONTRACTOR | REMARKS |
| 930144 | Mr Betram Jnr. Pringle (013) 665-1060 | 3 348 823 | Menlo Construction | Non-ABE But has formed a company in 1997 called Mkwanoji Construction with 70% PDI ownership made up of senior staff. |
| 930183 | Mr Van der Walt (018) 581-2884 | 107 214 | Dynamic Landscapes | Non-ABE |

| | | | | | |
|--------|---------------------------------------|------------|---|-------------------|---|
| 930131 | ? (011) 453-2363 | 1 579 150 | Africa General Construction | Non-ABE | Cannot contact Contractor. |
| 930202 | ? (031) 701-6616 | 20 000 000 | Group 5 / Stevenson Construction Joint Venture | Non-ABE | |
| 930115 | ? | 326 115 | Joint Contracting | Non-ABE | Cannot contact Contractor. |
| 930105 | Mr Van der Walt (018) 581-2884 | 70 657 | Graspani Dienste | Non-ABE | Also T/A Dynamic Landscapes (see above). |
| 930044 | Mr K Bellindon Hout (012) 376-2781 | 135 083 | Bez Electrical | Non-ABE | |
| 930223 | ? (031) 701-2536 | 10 061 000 | Group 5 / Stevenson Joint Venture | Non-ABE | |
| 930213 | Mr Theron (018) 293-0470 | 4 864 000 | Theron's Construction | Non-ABE | |
| 930063 | ? (0531) 811-481 | 669 317 | Kimberley Asphaltting Contractors | Non-ABE | |
| 930073 | Mr Bruce Sutcliffe | 7 929 902 | JT Ross | Non-ABE | |
| 930125 | ? | 609 708 | Airvent Comp | Non-ABE | Company was formed before award of contract and has been sold immediately after contract owner passed on. |
| 930001 | G Boyleveld (011) 392-1642 | 54 450 | Meissner Power Systems | Non-ABE | |
| 930003 | - | 44 587 | Graspani Dienste | Not in existence. | |
| 930008 | Karen du Plessis (012) 661-5520 | 64 271 | WR Christo & Co. (Pty) Ltd | Non-ABE | |
| 930009 | ? (0142) 971-233 | 1 691 000 | Benhaus Building CC | Non-ABE | |

| TENDER NO. | CONTACT PERSON TEL. NUMBER | AMOUNT R | CONTRACTOR | REMARKS |
|------------|--|-------------|------------------|---------|
| 930022 | Mr McLaren (011) 873-8925 (011) 873-8929 | 1 274 169 | Gircon (Pty) Ltd | Non-ABE |

| | | | | |
|--------|--|-----------|-------------------------------|--|
| 930034 | Eve Innes (021) 981-0111 | 1 729-842 | Luwa (SA) (Pty) Ltd | Non-ABE |
| 930040 | Mr Van der Poll (021) 733-159 | 1 879 323 | Panelkor (Pty) Ltd | Non-ABE |
| 930045 | Gert Lategan (012) 567-5008 | 87 729 | Emergency Refridgeration | Non-ABE |
| 930058 | ? | 39 722 | Irregate | Not in existence |
| 930089 | Belinda (011) 474-1903 | 1 171 238 | Silicone Extensions (Pty) Ltd | Non-ABE |
| 930128 | Mr Steenkamp / Coetzee (012) 379-1753 | 28 947 | Multi Net Stelsels | Non-ABE |
| 930130 | Mr Paul vd Westhuizen (021) 880-0860 | 1 698 000 | Tempo Konstruksie BK | Started using ABE participation in 1990. (Sub-contracts issued to wet trades \pm 25%). |
| 930136 | ? | 35 802 | Rubik Systems (Pty) Ltd | Not in existence. |
| 930164 | Mr Rodney Naidu (021) 551-4777 | 44 849 | West German Diesel (Pty) Ltd | Non-ABE |
| 930185 | Gert Lategan (012) 567-5008 | 37 281 | Emergency Refridgeration | Non-ABE Under new management. |
| 930195 | ? | 41 718 | Sam Remo Services | Not in existence. |
| 930270 | Pat Snyder (012) 998-7136 082-881-3599 | 39 250 | Multi Net Systems | Non-ABE |

CHAPTER 6

THE PERFORMANCE OF AFFIRMABLE BUSINESS ENTERPRISES

APPENDIX 6.1

CONTRACTOR PERFORMANCE EVALUATION QUESTIONNAIRE

CONTRACTOR PERFORMANCE EVALUATION QUESTIONNAIRE

WCS Number: _____

Contract Name: _____

Contractor: _____

Contract Value: _____

Project Manager (DPW): _____

Principal Agent: _____

Date: _____

The Project manger is to complete this questionnaire from his own perception of the Contractor's performance on the contract.

CONTRACTOR PERFORMANCE

1. Time Frames

| | | | |
|--|--|--|--|
| 1.1 Did the contractor start on planned date? | | | |
| 1.1 (a) If not, how long after planned date did the Contractor start? | | | |
| 1.1 (b) Was the cause of the delay due to: | | | |
| 1.1 (c) Is there any effort that you usually put to ensure that the contractor starts on time? | | | |
| 1.1 (d) How do you rate the effort/time that you put in this contract to manage or assist? | | | |
| 1.2 Did the Contractor establish site quickly and efficiently? | | | |
| 1.3 Did the Contractor keep to his programmes? | | | |
| 1.3 (a) If not, what was the length of the slippage? | | | |
| 1.3 (b) Did you give any assistance to the Contractor in order to enable to him to keep to his programmes? | | | |
| 1.3 (c) If yes, how do you rate the level of your input | | | |
| 1.4 Did the Contractor complete the contract within the time allowed? | | | |
| 1.4 (a) If not, what was the length of the overrun? | | | |
| 1.5 Did the Contractor work extra hours to catch up on his Construction programme? | | | |
| 1.6 Did the Contractor work over weekends to catch up his Construction programme? | | | |

| | | | |
|--|--|--|--|
| 1.7 Did the Contractor submit his payment certificates on time? | | | |
| 1.7 (a) Was there any assistance given to the contractor in this respect? | | | |
| 1.7 (b) If yes, how do you rate the level of your inputs? | | | |
| 2. Mobilisation of Guarantees & Security | | | |
| 2.1 Did the Contractor provide the required security? | | | |
| 2.2 Did the Contractor encounter any difficulties in obtaining security? | | | |
| 2.3 Was the contractor able to mobilise security within the stipulated period? | | | |
| 2.4 Did you give any assistance to the Contractor in mobilising security? | | | |
| 2.4 (a) If yes, how do you rate the level of the assistance you gave? | | | |
| 3. Management | | | |
| 3.1 How many full-time employees does the Contractor's business employ? | | | |
| 3.2 Did the Contractor manage his spending and cash-flow during the contract? | | | |
| 3.2 (a) Did you render any assistance to the contractor in this respect? | | | |
| 3.2 (b) If yes, how do you rate the level of the assistance you gave? | | | |
| 3.3 Did the Contractor have difficulty in obtaining credit from any of his suppliers? | | | |
| 3.4 Did the Contractor ever find himself in the position of not being supplied for the reason of non-payment of accounts to suppliers? | | | |

| | | | |
|--|--|--|--|
| 3.5 Did the Contractor agree to the final quantities without any dispute? | | | |
| 3.6 Did the Contractor maintain a drawing register? | | | |
| 3.7 Did the Contractor have a good relationship with Architect's staff? | | | |
| 3.8 Did the Contractor react positively to any variations, or additional work require by the Engineer? | | | |
| 3.8 (a) How do you rate your assistance to the contractor? | | | |

4. Safety

| | | | |
|---|--|--|--|
| 4.1 Did the Contractor have any major accidents during the period of the Contract? | | | |
| 4.2 Did the Contractor suffer from frequent minor accidents such finger injuries, eye injuries, foot injuries, minor lacerations, etc.? | | | |

| | | | |
|---|--|--|--|
| 4.3 Did the Contractor provide suitable First Aid facilities on site? | | | |
| 4.4 Did the contractor maintain the First Aid facilities on site in a well locked, and well controlled manner? | | | |
| 4.5 Did the Contractor publish Safety Procedures, and Emergency Procedures to inform personnel on site of the actions they should take in an emergency? | | | |
| 4.6 Did the Contractor provide safety clothing and equipment to his labour force? | | | |

5. Labour Regulations

| | | | |
|---|--|--|--|
| 5.1 Did the Contractor mobilise personnel of suitable skills for the work they were required to do? | | | |
| 5.2 Did the Contractor hire the majority of his labour content locally? | | | |
| 5.3 Did the Contractor hire labour for the Contract only? | | | |

| | | | |
|--|--|--|--|
| 5.4 Did the Contractor submit any of his employees to training programmes offered by external training bodies? | | | |
| 5.5 Did the Contractor submit any of his employees to on-the-job training? | | | |
| 5.6 Did the Contractor enter into formal Employment Contracts with his employees? | | | |
| 5.7 Did the Contractor ever have any labour unrest within his staff? | | | |
| 5.7 (a) How do you rate the effort/time that you put into this aspect? | | | |

| | | | |
|---|--|--|--|
| 6. Product Quality | | | |
| 6.1 Did the contractor understand the purpose of the Contract? | | | |
| 6.2 Did the Contractor maintain the standards as specified in the Contract? | | | |

| | | | |
|---|--|--|--|
| 6.3 Did the contractor produce a higher standard than was called for in the specifications? | | | |
| 6.4 Did the contractor have to remove any portions of the works due to poor quality? | | | |
| 6.5 Did the Contractor use sub-standard materials for the permanent works? | | | |
| | | | |
| 6.6 Did the Contractor use the cheapest suppliers (of material) he could find? | | | |
| 6.6 (a) How do you rate the effort/time that you put into this aspect? | | | |

CHAPTER 7

IDENTIFICATION OF SUPPLYSIDE CONSTRAINTS

APPENDIX 7.1

QUESTIONNAIRE FOR RESEARCH INTO THE IMPACT OF SUB-SECTOR THRESHOLDS ON ABE PARTICIPATION

QUESTIONNAIRE FOR RESEARCH INTO THE IMPACT OF SUB-SECTOR THRESHOLDS ON ABE PARTICIPATION

1. ENTERPRISE INFORMATION

1.1 Respondents position

| | | |
|----------------|---------|-------|
| Owner/Director | Manager | Other |
|----------------|---------|-------|

1.2 Year of Establishment.

| |
|----|
| 19 |
|----|

1.3 Company Structure

| | | | | |
|-------------|------------------|--------------------|---------|-------|
| Sole Trader | Single Member CC | Multiple Member CC | Pty Ltd | Other |
|-------------|------------------|--------------------|---------|-------|

1.3.1

| | |
|-----|---------|
| ABE | NON-ABE |
|-----|---------|

| | | |
|--------------------|-------|-------------|
| General (building) | Civil | Elec / mech |
|--------------------|-------|-------------|

1.3.2 Is the company a member of an association

| | |
|---|---|
| Y | N |
|---|---|

List:

1.4 How many contracts completed as a **principal contractor** between May 1996 and August 1998.

Public

| |
|--|
| |
|--|

 Private

| |
|--|
| |
|--|

 Total

| |
|--|
| |
|--|

 (Confirm)

1.5 How many contracts completed as a **sub-contractor** between May 1996 and August 1998.

Public

| |
|--|
| |
|--|

 Private

| |
|--|
| |
|--|

 Total

| |
|--|
| |
|--|

 (Confirm)

1.5.1 Contract price range as **principal contractor** for the same period : Public

| |
|---|
| R |
|---|

 to

| |
|---|
| R |
|---|

Private

| |
|---|
| R |
|---|

 to

| |
|---|
| R |
|---|

1.5.2 Contract price range as a **sub-contractor** contractor for the same period :
Public

| |
|---|
| R |
|---|

 to

| |
|---|
| R |
|---|

Private

| |
|---|
| R |
|---|

 to

| |
|---|
| R |
|---|

1.6 No. Permanent Employees

| |
|--|
| |
|--|

1.6.1 Average monthly salary bill

| |
|---|
| R |
|---|

1.7 Do you have a permanent office

| | |
|---|---|
| Y | N |
|---|---|

Type of office :

| | | |
|---------------|------|-----|
| part of house | rent | own |
|---------------|------|-----|

 value of own building

| |
|---|
| R |
|---|

1.7.1 Average monthly office overheads (rent, phones, stationery etc)

1.8 Does your company own vehicles and/or plant

1.8.1 Average monthly cost for vehicles and plant (lease/rent, petrol, maintenance)

1.9 Do you have sub-contractors that you generally use

1.9.1 If yes, please identify as follows: *[probe for specialised installation, proprietary systems, maintenance, supplier installation requirements etc.]*

| TASK | ALWAYS USE | USUALLY USE | SOMETIMES USE |
|------|------------|-------------|---------------|
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |

1.10 Do you have suppliers that you generally use

1.10.1 If yes, please identify as follows: *[probe for specialised assistance for repairs, calibration, servicing equipment, etc.]*

| SUPPLIERS | ALWAYS USE | USUALLY USE | SOMETIMES USE |
|-----------|------------|-------------|---------------|
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |

2. HUMAN RESOURCES

| | Who does this? | How many years experience? | What qualifications? | Assistance from? | Staff or contract? |
|------|--|----------------------------|----------------------|------------------|--------------------|
| 2.1 | Company general management | | | | |
| 2.2 | Company financial management | | | | |
| 2.3 | Tax and statutory obligations | | | | |
| 2.4 | Complete tender documents | | | | |
| 2.5 | Evaluate technical requirements | | | | |
| 2.6 | Plan project programme | | | | |
| 2.7 | Negotiate supply prices | | | | |
| 2.8 | Costing and pricing | | | | |
| 2.9 | Administer awarded contracts Pre-establishment arrangements | | | | |
| 2.10 | Administer Health and Safety requirements | | | | |
| 2.11 | Administer labour regulations | | | | |
| 2.12 | Administer other statutory requirements | | | | |
| 2.13 | Secure guarantees | | | | |
| 2.14 | Establish and manage site | | | | |
| 2.15 | Programme work | | | | |
| 2.16 | Materials & supplier management | | | | |
| 2.17 | Quality control | | | | |
| 2.18 | Cost management and claims | | | | |
| 2.19 | Labour supervision | | | | |
| 2.20 | Special/Technical Skills 1. 2. 3. 4. | | | | |

3. FINANCE

3.1 How many DPW tenders have you won and completed?
Comment:

3.2 Have you ever had to withdraw from an awarded tender because you could not meet financial guarantees?
Comment:

| | |
|---|---|
| Y | N |
|---|---|

| | |
|------|--------|
| Date | Amount |
|------|--------|

3.3 (a) If yes list date and amount of guarantee required?
Comment: _____

3.4 Of the tenders you have won, how many required more than 21 days for you to raise your guarantees?
Comment: _____

3.5 Have any other factors prevented you from completing the documentation, in 21 days and taking possession of the site on date?

| | |
|-----|----|
| Yes | No |
|-----|----|

Comment: _____

3.6 Have you ever had an agreement with DPW for a 10% monthly deduction from payments (in addition to the monthly retention amount) instead of providing a guarantee?

| | |
|-----|----|
| Yes | No |
|-----|----|

 16 (a) 16(b)
Comment: _____

3.6 (a) If yes, what were the reasons?
Comment: _____

3.6 (b) If yes, how many months did it last?

| |
|----------|
| 3 months |
|----------|

 or

| |
|----------|
| 6 months |
|----------|

Comment: _____

3.6 (c) If yes, how did it affect your monthly cash-flow?

| | |
|-----|----|
| Yes | No |
|-----|----|

Comment: _____

3.6 (d) If no, would you be willing to take this as an option instead of providing a guarantee?

| | |
|-----|----|
| Yes | No |
|-----|----|

Comment: _____

3.6 (e) If yes, do you think you could manage your businesses cash-flow?

| | |
|-----|----|
| Yes | No |
|-----|----|

Comment: _____

3.6 (f) If no, why not?
Comment: _____

3.7 For your largest contract please explain your cash flow requirements.?

3.7.1 Contract value

| |
|---|
| R |
|---|

 (ex . 1.5.1 or 1.5.2)

3.7.2 Description of Contract : _____

3.7.3 Structure of payment :

| |
|--|
| |
|--|

 Progress ? Frequency

| |
|--|
| |
|--|

| |
|--|
| |
|--|

 Supply and instal

| |
|--|
| |
|--|

 other: _____

3.7.4 Time to receipt of first payment from site establishment date: _____

3.7.5 Peak working capital required during the contract

R

3.7.5.1 Stage of contract of peak

$\frac{1}{4}$

$\frac{1}{2}$

$\frac{3}{4}$

completion

3.7.5.2 Months from site establishment

3.7.6 Source of working capital

☐

Retained profit

☐

Cash flow from other company operations

☐

Bank loan

☐

Advance payments (s)

☐

Supplier credits

☐

Joint venture financing

☐

Other : _____

3.8 What type of warranty do you provide on your contracts.

☐

Retention Period

☐

Period product warranty Period

☐

Period maintenance under installation contract Period

☐

Other : _____

3.9 Do any of your suppliers provide warranties for products that you install

Yes

No

3.9.1

3.9.2

3.9.1 If yes, do they share in guarantees / warranties for the project?

Yes

No

3.9.2 If No, do you carry contractual liability for their warranty/ guarantee over its life?

Yes

No

3.9.3 Explain :

4. EQUIPMENT AND PLANT

4.1 Please list equipment you use (vehicle, mixers, compactors etc).

| TYPE | No. | Owned | Lease | Hire | Borrow |
|------|-----|-------|-------|------|--------|
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |

4.2 Value of equipment leased

5. BUSINESS THRESHOLDS

6.

Confirmation of highest contract price = Public

R

(ex. 1.5.1./ 1.5.2)

Private

R

Threshold value for questions = 5.1 x 2.5 =

R

(insert value)

5.1 Do you want to work on larger projects

| | |
|---|---|
| Y | N |
|---|---|

6.2 Do you have a plan to grow your business

| | | |
|-----|-----|----|
| N/A | YES | NO |
|-----|-----|----|

5.3 How do you plan to secure guarantees of

(5.1.1 X X%)

R

Comment:

5.4 What additional resources do you require to complete a contract at this level (5.1.1)

| | | Addition required | How many years experience? | What qualifications? | Permanent or Contract? |
|--------|--|-------------------|----------------------------|----------------------|------------------------|
| 5.4.1 | Company general management | | | | |
| 5.4.2 | Company financial management | | | | |
| 5.4.3 | Tax and statutory obligations | | | | |
| 5.4.4 | Complete tender documents | | | | |
| 5.4.5 | Evaluate technical requirements | | | | |
| 5.4.6 | Set project programme | | | | |
| 5.4.7 | Negotiate supply prices | | | | |
| 5.4.8 | Costing and pricing | | | | |
| 5.4.9 | Administer awarded contracts | | | | |
| 5.4.10 | Administer Health and Safety requirements | | | | |
| 5.4.11 | Administer labour regulations | | | | |
| 5.4.12 | Administer other statutory requirements | | | | |
| 5.4.13 | Secure guarantees | | | | |
| 5.4.14 | Establish and manage site | | | | |
| 5.4.15 | Programme work | | | | |
| 5.4.16 | Clerk of works | | | | |
| 5.4.17 | Cost management and claims | | | | |
| 5.4.18 | Labour supervision | | | | |
| 5.4.19 | Special/Technical Skills 1. 2. 3. 4. | | | | |

5.4.20 Equipment and plant required

| TYPE | No. | Owned | Lease | Hire | Borrow |
|------|-----|-------|-------|------|--------|
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |

5.5 What do you estimate the working capital requirement for this level to be (for contracts of similar type to your main business).

R

5.5.1 From what source will you obtain this:

☐ Retained profit

☐ Cash flow from other company operations

☐ Bank loan

☐ Supplier credits

☐ Joint venture financing

☐ Other: _____

6. SUB-SECTOR THRESHOLDS

6.1 Have you tendered for other types of contract between May 1996 and August 1998

| | NO | YES | VALUE(s) |
|------------|----|-----|----------|
| general | | | |
| building | | | |
| civil | | | |
| elec /mech | | | |

6.2 If yes, were any additional resources required in addition to your present resources (as in 2.1 to 2.19)

| | |
|-----|----|
| YES | NO |
|-----|----|

6.3 If yes, identify additional resources

| | Additional resource | How many years experience? | What qualifications? | Permanent Contract? |
|---------------------------------------|---------------------|----------------------------|----------------------|---------------------|
| 6.3.1 Company general management | | | | |
| 6.3.2 Company financial management | | | | |
| 6.3.3 Tax and statutory obligations | | | | |
| 6.3.4 Complete tender documents | | | | |
| 6.3.5 Evaluate technical requirements | | | | |
| 6.3.6 Set project programme | | | | |
| 6.3.7 Negotiate supply prices | | | | |
| 6.3.8 Costing and pricing | | | | |
| 6.3.9 Administer awarded contracts | | | | |

| | | | | | |
|--------|--|--|--|--|--|
| 6.3.10 | Administer Health and Safety requirements | | | | |
| 6.3.11 | Administer labour regulations | | | | |
| 6.3.12 | Administer other statutory requirements | | | | |
| 6.3.13 | Secure guarantees | | | | |
| 6.3.14 | Establish and manage site | | | | |
| 6.3.15 | Programme work | | | | |
| 6.3.16 | Clerk of works | | | | |
| 6.3.17 | Cost management and claims | | | | |
| 6.3.18 | Labour supervision | | | | |
| 6.3.19 | Special/Technical Skills 1. 2. 3. 4. | | | | |

6.3.20 Equipment and plant

| TYPE | No. | Owned | Lease | Hire | Borrow |
|------|-----|-------|-------|------|--------|
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |

6. 4 If no, list 5 reasons that have prevented you from tendering for other types of contract.

| | Rank | Reason |
|-------|------|--------|
| 6.4.1 | | |
| 6.4.2 | | |
| 6.4.3 | | |
| 6.4.4 | | |
| 6.4.5 | | |

CHAPTER 8

THE IMPACT OF THE AFFIRMATIVE PROCUREMENT POLICY ON CONTRACTING RELATIONSHIPS IN THE CONSTRUCTION MARK

APPENDIX 8.1 :

Sub-Contractual Relationships (Structured Interview Form)

Sub-contractual Relationships (Structured Interview Form)

Date :

Respondent :

Company :

Tel. : Fax :

Please note that the answers to this questionnaire are given in confidence and no names will be mentioned in the report. Only general trends will be analysed.

Section 1 : Company profile

Complete Annex C of TP1

Section 2 : Subcontract profile

2.1 Who is the main (prime) contractor ?

2.2 What kind of work are you engaged in on this contract ?
.....

2.3 How long is the contract ?

2.4 What is the approximate value of the contract ?

2.5 Are you supplied with materials

| | |
|---|---|
| Y | N |
|---|---|

Section 3 : Nature of sub-contract

3.1 Is there a written sub-contract agreement between you and the main contractor ?

| | |
|---|---|
| Y | N |
|---|---|

3.2 What form of sub-contract is it ?

| | | | |
|-----|-------|-------------|-------|
| Own | BIFSA | Works Order | Other |
|-----|-------|-------------|-------|

3.3 A copy of the sub-contract can be obtained from ?

| | |
|------------------|-----|
| Prime Contractor | You |
|------------------|-----|

3.4 Copy of sub-contract document received ?

| | |
|---|---|
| Y | N |
|---|---|

3.5 Have you had any formal training e.g. (been to workshops or other training) on the above sub-contract ?

| | |
|---|---|
| Y | N |
|---|---|

3.6 Have you read the document ?

| | | |
|-------|---|---|
| Parts | Y | N |
|-------|---|---|

3.7 Comments

3.8 How important would training be on a document ?

| | | | |
|----------------|-----------|-------|------------|
| Very Important | Important | Maybe | Not at All |
|----------------|-----------|-------|------------|

3.9 Did you previously have written sub-contracts ?

| | |
|---|---|
| Y | N |
|---|---|

3.10 Where there was no written sub-contract what were the problems ?
.....
.....

3.11 Has the written sub-contract improved your relationship ?

| | |
|---|---|
| Y | N |
|---|---|

3.12 How ?
.....
.....

3.13 Are there any problems with the sub-contract ?

| | |
|---|---|
| Y | N |
|---|---|

3.14 What is the nature of the problems ?
.....
.....

3.15 Are there any improvements you would like to suggest ?
.....
.....

Section 4 : Sureties and retention monies

4.1 Did you need to provide a surety ?

| | |
|---|---|
| Y | N |
|---|---|

If so, what type of surety and what was the value thereof ?

4.2 Is there retention on the project ?

| | |
|---|--|
| % | |
|---|--|

Length

4.3 Is there interest paid on the retention ?

| | |
|---|---|
| Y | N |
|---|---|

%

| |
|--|
| |
|--|

Section 5 : Payment procedures

5.1 Describe the payment procedure for the contract ?

.....

.....

.....

5.2 Questions on the above.

.....

.....

.....

5.3 Are you paid after the main contractor is paid ?

| | |
|---|---|
| Y | N |
|---|---|

If so how long after (days)

| | | | | |
|---|----|----|----|-------|
| 0 | 10 | 14 | 30 | Other |
|---|----|----|----|-------|

5.4 When do you pay - workers
suppliers
plant hire

| | |
|-------------|---------|
| Fortnightly | Monthly |
| Fortnightly | Monthly |
| Fortnightly | Monthly |

5.5 Does the payment by the main contractor effect your ability to pay the people mentioned in 5.4 ?

| | |
|---|---|
| Y | N |
|---|---|

5.6 If so, how ?
.....
.....

5.7 Does the main contractor take money off your certificates ?

| | |
|---|---|
| Y | N |
|---|---|

5.8 Does he have to ask your permission ?

| | |
|---|---|
| Y | N |
|---|---|

Section 6 : Dispute resolution mechanisms

6.1 Is there a formal dispute resolution procedure in your contract ?

| | |
|---|---|
| Y | N |
|---|---|

6.2 Have you used it ?

| | |
|---|---|
| Y | N |
|---|---|

6.3 What happens if there is a dispute between you and the main contractor ?

How would you resolve it ?

.....
.....
.....

APPENDIX 8.2 :

Affirmable Business Enterprise Declaration Affidavit

ABE DECLARATION AFFIDAVIT

Name of ABE Firm :

a) Postal Address :

.....

b) Physical Address:

.....

c) Telephone:

d) Fax :

e) Contact person:

f) Company registration number[#]

g) Company/enterprise income tax reference number*

h) VAT registration number

1. Type of firm

(Tick one box)

- ☐ Partnership
- ☐ One person business/sole trader
- ☐ Close corporation
- ☐ Company
- ☐ Pty Limited

2. Principal business activities

.....

.....

.....

3. What is the enterprise's annual average turnover (excl VAT) during the lesser of the period for which the business has been operating or the previous three financial years :

R.....

NOTE : In the case of professional service providers, the turnover is to exclude any turnover generated in respect of outsourced activities which the enterprise does not have the in-house competence and expertise to perform.

* Insert personal income tax number if a one man business, and personal income tax numbers of all partners if a partnership.

[#] Insert CC number, business licence no, companies act number etc., where available.

4. Company classification

(Tick one box)

- ☐ Contractor who generates more than 75% of turnover as a Prime Contractor
- ☐ Contractor who generates less than 25% of turnover as a Prime Contractor
(i.e. a subcontractor)
- ☐ Labour-only sub-contractors
- ☐ Manufacturer
- ☐ Supplier
- ☐ Professional service provider
- ☐ Other service providers e.g. transporter

5. Date on which the enterprise was established ?

6. List all partners, proprietors and shareholders by name, identity number, citizenship, PDI status and ownership, as relevant.

| NAME | IDENTITY NUMBER | CITIZENSHIP | PDI STATUS (YES/NO)* | DATE OF OWNERSHIP | % OWNED | VOTING % |
|------|--------------------|-------------|----------------------------|----------------------|------------|----------|
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |

NOTE : where owners are themselves a company, close corporation, partnership etc. identify the ownership of the holding firm.

7. Street addresses of all facilities used by the firm (e.g. warehouses, storage spaces, offices etc)

Address**Facility**

7.1
7.2
7.3

8. Do you share any facilities? ☐ Yes ☐ No (tick one box)

If yes; which facilities are shared?

With whom do you share facilities (name of firm/individuals).....

.....
.....

What are the other firms principal business activities?

.....
.....

9. Describe all property agreements relating to facilities used by the firm and the nature of the agreements indicating whether facilities are owned or leased by the firm :

| FACILITY | MONTHLY RENTAL AMOUNT | OWNER | AGREEMENT TYPE (VERBAL/WRITTEN) |
|----------|--------------------------|-------|------------------------------------|
| | | | |
| | | | |
| | | | |

10. Is the firm registered or does it have a business licence(s)? (Tick one box)

☐ Yes ☐ No

If yes, detail and quote relevant reference numbers and dates.

.....
.....
.....
.....
.....

11. Detail all trade associations/professional bodies / business associations in which you have membership :

.....
.....
.....

12. Did the firm exist under a previous name? (Tick one box)

☐ Yes ☐ No

If yes: ☐ what was its previous name?

☐ why was it changed ?

List the previous owners/partners/directors

.....

.....

13. Complete the following information for each partner, proprietor, shareholder, director and officer of the firm (viz, chairman, secretary, director etc.)

| TITLE | NAME | PDI STATUS (YES/NO)* | % OF TIME DEVOTED TO THE FIRM |
|-------|------|-------------------------|----------------------------------|
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |

* State yes or no.

14. Identify any owner or management office bearer who has an ownership interest in another firm.

| OWNER/ MANAGER | NAME & ADDRESS OF OTHER FIRM | TITLE IN OTHER FIRM | % OF OWNERSHIP | TYPE OF BUSINESS OF OTHER FIRM |
|-------------------|------------------------------------|------------------------|----------------|--------------------------------------|
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |

NOTE : The sum of the average annual turnovers of all business concerns which engage in the same category of business (i.e. prime contractor, subcontractor, Supplier, Manufacturer, etc.) and which are under the control of PDIs within the business and Affiliated Entities must not exceed 1,5 times the turnover limits provided for.

15. Identify any owner or management official who is an employee of or has duties in another business enterprise.

| NAME | DUTIES AS EMPLOYEE IN OTHER FIRM | NAME AND ADDRESS OF OTHER FIRM | TYPE OF BUSINESS OF OTHER FIRM |
|------|-------------------------------------|-----------------------------------|--------------------------------------|
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |

- 16.1 How many permanent staff members are employed by the firm:

Full time :

Part time:

16.2 How many staff members have joined the firm in the last 6 months :

Full time :

Part time :

17. List the major items of equipment, plant and vehicles owned by the firm.

| ITEM | QUANTITY | PRESENT FINANCIAL LIABILITY (Rands) |
|------|----------|-------------------------------------|
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |

18. Identify by name, PDI status and length of service, those individuals in the firm (including owners and non-owners) responsible for day-to-day management and business decisions.

| | NAME | PDI STATUS (YES/NO)* | LENGTH OF SERVICE (YEARS) |
|---|------|----------------------|---------------------------|
| FINANCING DECISIONS | | | |
| CHEQUE SIGNING | | | |
| SIGNING & CO-SIGNING FOR LOANS | | | |
| ACQUISITION OF LINES OF CREDIT | | | |
| SURETIES | | | |
| MAJOR PURCHASE OR ACQUISITIONS | | | |
| SIGNING CONTRACTS | | | |
| MANAGEMENT DECISIONS | | | |
| ESTIMATING | | | |
| MARKETING AND SALES OPERATIONS | | | |
| HIRING AND FIRING OF MANAGEMENT PERSONNEL | | | |
| HIRING & FIRING OF NON-MANAGEMENT PERSONNEL | | | |
| SUPERVISION OF OFFICE PERSONNEL | | | |
| SUPERVISION OF FIELD/PRODUCTION ACTIVITIES | | | |

* State Yes or No

19. List the following personnel or firms who provide the following services :

| SERVICE | NAME | CONTACT PERSON | TELEPHONE |
|------------|------|----------------|-----------|
| ACCOUNTING | | | |
| LEGAL | | | |
| AUDITING | | | |
| BANKING | | | |
| INSURANCE | | | |

20. Identify any amounts of money loaned to your firm, indicating the loan source, date and amount.

| LOAN SOURCE | ADDRESS | DATE OF LOAN | LOAN AMOUNT |
|-------------|---------|--------------|-------------|
| | | | |
| | | | |
| | | | |
| | | | |

21. List a maximum of five contracts which your firm is presently engaged in and have not yet completed.

| CONTRACT DESCRIPTION | LOCATION | EMPLOYER | CONTRACT AMOUNT | EXPECTED COMPLETION (MONTH AND YEAR) |
|----------------------|----------|----------|-----------------|--------------------------------------|
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |

22. List the four largest contracts/assignments completed by your firm in the last three years.

| WORK PERFORMED | FOR WHOM | CONTACT PERSON & TELEPHONE NUMBER | CONTRACT/ FEE AMOUNT |
|----------------|----------|--------------------------------------|----------------------------|
| | | | |
| | | | |
| | | | |
| | | | |

DECLARATION (to be signed in the presence of a Commissioner of Oaths)

The undersigned, who warrants that he/she is duly authorised to do so on behalf of the firm, confirms that the firm complies with all requirements for registration as an Affirmable Business Enterprise as defined, and the contents of this Affidavit are within my personal knowledge, and save where stated otherwise are to the best of my belief both true and correct.

Signature

Duly authorised to sign on behalf of :

Address

.....

.....

Telephone

Signed and sworn to before me at on this the day of by the Deponent, who has acknowledged that he/she knows and understands the contents of this Affidavit, that it is true and correct to the best of his/her knowledge and that he/she has no objection to taking the prescribed oath, and that the prescribed oath will be binding on his/her conscience.

Commissioner of oaths

NOTE: All pages of this Affidavit must be initialled by both the Deponent and the Commissioner of Oaths.

APPENDIX 8.3 :

Structured Interview Form (Project Manager / Principal Agent)

Structured Interview Form : Project Manager / Principal Agent

Date :

Project Manager / Principal Agent :

Company Name :

Address :

.....

Tel. No. : Fax. No. :

E-mail :

Please note that the answers to this questionnaire are given in confidence and no names will be mentioned in reports. Survey results are correlated to give trends.

Section 1

What are your views on these seven objectives that may be applied to domestic sub-contractors on building projects.

| Principle to be included in subcontract | Strongly Support | Support | Neutral | Disagree | Strongly Disagree |
|--|------------------|---------|---------|----------|-------------------|
| Right of set off for main contractor | | | | | |
| Authoritarian rights for main contractor | | | | | |
| Pay-when-paid system | | | | | |
| Alternative Dispute resolution procedure (e.g. not arbitration or court) | | | | | |
| Retention %'s same as main contract | | | | | |
| Surety requirements - sureties to be provided for contracts < R100 000 | | | | | |
| Conditions of contract same as main contract | | | | | |

- 1.2 If you disagree or strongly disagree with any of the above, please give reasons why ? You may also comment on any of the items if you wish to !!

1.2.1 Right of Set off for main contractor

.....

.....

1.2.2 Authoritarian Rights given to employing contractor or agent

.....

.....

.....

.....

1.2.3 Pay-when-paid payment procedures

.....

.....

.....

.....

1.2.4 Alternative dispute resolution (mediation or adjudication)

.....

.....

.....

.....

1.2.5 Retentions (% same as main contract)

.....

.....

.....

.....

1.2.6 Surety requirements (surety must be provided for subcontracts > R100 000)

.....

.....

.....

.....

1.2.7 Other contractual conditions

.....

.....

.....

.....

1.3 If you support some of the seven key objectives could you name them ?

.....

.....

1.4 Please give reasons and any conditional support areas (e.g. If then)

.....

.....

.....

.....

Section 2 : Status Quo for Sub-contractors

2.1 Was a formal sub-contract agreement signed in the past in all contracts ?

| | |
|---|---|
| Y | N |
|---|---|

2.2 Are the formal sub-contracts signed now ?

| | |
|---|---|
| Y | N |
|---|---|

2.3 Which sub-contract documents are used in the majority of cases ?

| | | | |
|-----|-------|------|-------|
| Own | BIFSA | JBCC | Other |
|-----|-------|------|-------|

2.4 If other, specify

.....

2.5 Why are formal sub-contracts being used ?

2.6 What the benefits of using the formal sub-contract ?

.....

2.7 What are the problems of using the formal sub-contract ?

.....

2.8 If the answer to 2.1 and 2.2 differ, what has prompted the change ?

.....

.....

2.9 Do you physically review the sub-contract ?

| | | |
|---|---|-----------|
| Y | N | Sometimes |
|---|---|-----------|

2.10 If No or Sometimes, who accepts responsibility for reviewing the documents ?

.....

.....

Section 3 : Regulating the subcontracting arrangements

3.1 Do you feel the need for a general formal sub-contract ?

| | |
|---|---|
| Y | N |
|---|---|

3.2 Do you feel the need for separate documents for :

Labour only

Plant & Material & Labour

Material only Documents

Labour and Materials

Plant

| | |
|---|---|
| Y | N |
| Y | N |
| Y | N |
| Y | N |
| Y | N |

3.3 If No, why not ?

3.4 If yes, what process would they suggest to develop industry acceptable proforma sub-contract document ?

.....

.....

.....

.....

3.4.1 The contract documentation should be developed by ?

| | | |
|------|-------|-------|
| NDPW | BIFSA | Other |
|------|-------|-------|

3.4.2 If other, state who ?

.....

.....

.....
.....

3.5 Does the subcontract have to relate to the main conditions of contract ?

.....
.....
.....
.....

3.6 If yes, why ?

.....
.....
.....

Section 4 : Administration

4.1 Who administers present sub-contracts ?

| | | | |
|--------------------|--------------------|----|-------|
| Principal Agent | Main Contractor | QS | Other |
|--------------------|--------------------|----|-------|

4.1.1 Of other, details ?

.....
.....
.....
.....

4.2 Are there formal meetings between prime -contractors and sub-contractors ?

| | |
|---|---|
| Y | N |
|---|---|

4.2.1 If yes, frequency

| | | |
|--------|---------|-------------|
| Weekly | Monthly | As Required |
|--------|---------|-------------|

4.3 Are the meetings minuted ?

| | |
|---|---|
| Y | N |
|---|---|

4.4 Are these meetings attended by PM/PA ?

| | | | |
|---|---|--------|--------------|
| Y | N | Seldom | Not Required |
|---|---|--------|--------------|

4.5 In the event of a dispute, what is the practical process adopted on the project ?

.....
.....

.....

.....

4.6 Has the formal contract provided a standard basis to engage with ABE's ?

| | |
|---|---|
| Y | N |
|---|---|

What are the problems ?

.....

4.7 What form of sub-contract do you usually utilise on NDPW projects ?

.....

4.8 How did you adopt this form of sub-contract ?

.....

4.9 Have you tested the sub-contract against the requirements of the TP1 (APP1) specification for sub-contractors ?

| | |
|---|---|
| Y | N |
|---|---|

Section 5 : Monitoring

5.1 Are you aware that the seven objectives previously mentioned are part of the TP1 (APP1) document ?

| | | |
|---|---|---------|
| Y | N | Perhaps |
|---|---|---------|

5.2 If yes, What process (QA / QC) do you follow to ensure compliance.
Describe :

.....

.....

.....

.....

.....

.....

.....

.....

5.3 Who is assigned responsibility within the project for ensuring the APP specification requirements are met ?

| | | | |
|---------|----|------------|--------|
| PA / PM | QS | Contractor | Client |
|---------|----|------------|--------|

5.4 What reporting mechanisms exist if there is non-compliance ?

| | | |
|------|----------|--------|
| None | Informal | Formal |
|------|----------|--------|

5.4.1 Informal - Describe :

.....

5.4.2 Formal - Describe :

.....

5.5 Are you aware that the BIFSA form of sub-contract does presently not meet the requirements of the TP1 (APP1) document ?

| | |
|---|---|
| Y | N |
|---|---|

5.6 If you see the BIFSA document, how do you bring it to comply with the TP1 (APP1) specification ?

Describe :

.....

5.7 What would you suggest if you feel unable to do this personally ? (Select option or options)

5.7.1 A formal subcontract agreements be drawn up nationally ?

| | | |
|---|---|---------------|
| Y | N | Not necessary |
|---|---|---------------|

5.7.2 A formal subcontract agreement be drawn be initiated by the building and civil industry bodies (SAFCEC, BIFSA)

| | | |
|---|---|-------|
| Y | N | Other |
|---|---|-------|

5.7.3 Other bodies recommended

.....

5.7.4 What problems could they foresee if 5.8.1 or 5.8.2 set up documents ?

Describe :

.....

.....

.....

Section 6 : Training aspects

6.1 Is there presently any training on subcontract documentation

| | | |
|---|---|--------------|
| Y | N | Not aware of |
|---|---|--------------|

6.2 If yes, who is providing it ?

.....

.....

.....

6.3 If a new document is prepared, what sort of training should be implemented ?

Seminars

| | |
|---|---|
| Y | N |
|---|---|

Mentoring

| | | |
|---|---|----------|
| Y | N | Not sure |
|---|---|----------|

Module of industry courses

| | |
|---|---|
| Y | N |
|---|---|

Other suggestions ?

.....

.....

.....

.....

I thank you for your time in this matter.

APPENDIX 8.4 :

Structured Interview Form (Prime Contractor Questionnaire)

Structured Interview Form (Prime Contractor Questionnaire)

Date :

Company Name :

Address :

Tel. No. : Fax. No. :

E-mail :

Please note that the answers to this questionnaire are given in confidence and no names will be mentioned.

Section 1 : Contractor profile

| | Year | R (million) |
|------------------|------|-------------|
| Company Turnover | 95 | |
| | 96 | |
| | 97 | |
| | 98 | |

| | | | | |
|----------------------------|------|-------|-------|--|
| No of projects (presently) | 1-10 | 10-20 | 20-30 | |
|----------------------------|------|-------|-------|--|

| | |
|-----------------------------|--|
| Companies in Group (No. of) | |
|-----------------------------|--|

Staff Complement

| | |
|------------------------------|--|
| Permanent Employees (No. of) | |
|------------------------------|--|

| | |
|-----------------------------|--|
| Contract Employees (No. of) | |
|-----------------------------|--|

Structure of Company

Section 2 : Sub-contracts

2.1 Was a formal sub-contract agreement signed in the past ?

| | |
|---|---|
| Y | N |
|---|---|

2.2 Are formal sub-contracts signed now ?

| | |
|---|---|
| Y | N |
|---|---|

2.3 Which sub-contract document is used ?

| | | | |
|-----|-------|------|-------|
| Own | BIFSA | JBCC | Other |
|-----|-------|------|-------|

2.4 If other, specify

2.5 Why are formal sub-contracts being used ?

2.6 What are the benefits of using the formal sub-contract ?

2.7 What the problems of using the formal sub-contract ?

2.8 If answer to 2.1 and 2.2 differ what has prompted the change ?

2.9 How are ABE's sourced in this project ?

2.10 What attributed are used in evaluating the ABE's

| | Very Important | Important | Moderate | Minimal | Useless |
|-------------------------|-----------------------|------------------|-----------------|----------------|----------------|
| Past Experience | | | | | |
| Close proximity to site | | | | | |
| Rates | | | | | |
| Resources | | | | | |
| Reliability | | | | | |
| Competence | | | | | |
| Business experience | | | | | |
| Union Linked | | | | | |
| Empowerment Development | | | | | |

2.11 Describe the process in procuring the services of ABE's.

Call for quotes

| | | | |
|-----|------|------|-------|
| All | Most | Some | Never |
| All | Most | Some | Never |
| All | Most | Some | Never |

Visit by sub-contractor to site

Develop local persons through training

Other, describe

.....

.....

2.12 Are ABE's procure at

Pre-tender stage

Post tender stage

| | | | |
|-----|------|------|-------|
| All | Most | Some | Never |
| All | Most | Some | Never |

2.13 At what stage in the process is a formal contract entered into with the ABE ?

| | Pre-tender | Prior to award | Post award | Before commencement of work | During contract |
|--------------------|-------------------|-----------------------|-------------------|------------------------------------|------------------------|
| % of sub-contracts | | | | | |

2.14 Are the contracts explained to the ABE's prior to signing (% of time)

| | | | | |
|--------|---------|---------|---------|----------|
| 0 - 20 | 20 - 40 | 40 - 60 | 60 - 80 | 80 - 100 |
|--------|---------|---------|---------|----------|

If always, describe process

.....

Section 3 : Administration

3.1 How is the sub-contract administered ? By whom ?

.....

.....

3.2 Are there formal meetings between prime-contractors and sub-contractor ?

| | |
|---|---|
| Y | N |
|---|---|

3.3 Are the meetings minuted ?

| | |
|---|---|
| Y | N |
|---|---|

3.4 In the event of a dispute what is the practical process adopted on the project ?

.....

.....

3.5 Has the formal contract provided a standard basis to engage with the ABE ?

| | |
|---|---|
| Y | N |
|---|---|

What are the problems ?

.....

3.6 What form of subcontract do you utilise on NDPW projects ?

3.7 How did you adopt this sort of contract ?

3.8 Have you tested the sub-contract against the requirements of TP1 (APP1) for sub-contractors (Seven key objectives).

| | |
|---|---|
| Y | N |
|---|---|

3.9 What are your views on the seven key objectives for sub-contractors emanating from the APP document ?

| Principles to be included in subcontract | Strongly Support | Support | Neutral | Disagree | Strongly Disagree |
|--|------------------|---------|---------|----------|-------------------|
| • Right of set off for main contractor | | | | | |
| • Authoritarian rights for main contractor | | | | | |
| • Pay-when-paid system | | | | | |
| • Alternative Dispute resolution procedure (e.g. not arbitration or court) | | | | | |
| • Retention %'s same as main contract | | | | | |
| • Surety requirements - sureties to be provided for contracts < R100 000 | | | | | |
| • Conditions of contract same as main contract | | | | | |

3.10 If you disagree or strongly disagree with any of the above, please give reasons why ? You may also comment on any of the items if you wish to !!

3.10.1 Right of Set off for main contractor

.....

.....

3.10.2 Authoritarian Rights

.....

.....

.....

.....

3.10.3 Pay-when-paid system

.....

.....

.....

.....

3.10.4 Alternative dispute resolution (mediation or adjudication)

.....

.....

.....

3.10.5 Retentions (% same as main contract)

.....

.....

.....

.....

3.10.6 Surety requirements (surety must be provided for subcontracts < R100 000)

.....

.....

.....

.....

3.10.7 Other contractual conditions

.....

.....

.....

.....

Section 4 : APP Sub-contract

- 4.1 Are the current sub-contract documents available in the industry sufficient for
- Labour only
- Materials supply
- Plant
- Labour & Plant

| | |
|---|---|
| Y | N |
| Y | N |
| Y | N |
| Y | N |

- 4.2 Do you support the need for a standardised sub-contract format that captures the APP objectives

| | | |
|---|---|-------|
| Y | N | Maybe |
|---|---|-------|

If no or maybe what are your reservations

.....

.....

Section 5 : Short and medium term strategies

5.1 What is your short to medium term strategy with sub-contractors ?

.....

5.2 Do you plan to develop certain person with medium term relationships or would you get sub-contractors from areas where you are working ?

| | |
|---|---|
| Y | N |
| | |

5.3 List factors that influence the above.

.....

.....

APPENDIX 8.5 :

BIFSA Interview Form

NOTE : Responses by P Griessel, General Secretary (Gauteng) are in *italic*

Preamble

The BIFSA subcontract document has been found to be the major subcontract document used in the building industry.

Section 1 : Background

1.1 How did the BIFSA document develop ?

Developed as a domestic subcontract to be compatible with JBCC Main agreement. The JBCC - (Joint Building Contracts Committee) is the Main agreement.

1.2 When was it first issued ?

Don't know

1.3 What is the make up of BIFSA ?

BIFSA is made up of the different Master Builders Associations (MBA's) contractors around the country. There are MBA's in - Peninsula / Northern Boland / Boland E Cape / N Cape / KwaZulu Natal / Free State / Gauteng (Covers 4 northern provinces). The Gauteng MBA has a □ representation of BIFSA.

1.4 What is the latest revision of the domestic subcontract document ?

The new revision is to be published during Dec / Jan 1999 and will correspond with new JBCC - 2000 series.

1.5 Do you review the document ?

Yes on a regular basis.

The BIFSA document is reviewed by the BIFSA sub-contractual and legal committee. It is a sub-committee to the executive (Members from MBA's).

If so how and when ?

On an ongoing basis.

Section 2 : The APP specifications

2.1 Are you aware of the TP1 (APP1) specifications ? YES

2.2 There are seven criteria in APP specifications. Could you give your view on the criteria and comment on the next page ?

| Principle to be included in subcontract | Strongly Support | Support | Neutral | Disagree | Strongly Disagreed |
|---|--------------------|---------------|--|------------------------------------|--------------------|
| Right of set off in favour of main contractor | | | | | Y |
| Authoritarian rights for main contractor | | | | | Y |
| Pay-when-paid system | | | Y | Applicable only in certain clauses | |
| Alternative dispute resolution procedures for use in contracts e.g. mediation or adjudication | Y Strong | Y Movement | | | |
| Retention % same as main contractor | | | No formal comment but going rate 10% on, the certificate up to a total of 5% of construction amount. | | |
| Surety not necessary for contracts less than R100 000 | Y | | | | |
| Other contractual conditions must be same as main contract | Depends on project | | Y | | |

2.3 Comments on

2.3.1 Right of set off

.....

No Comment

.....

2.3.2 Authoritarian Rights

.....

No Comment

.....

2.3.3 Pay-when-paid system

Subcontractors dislike this clause but it is accepted in the industry. It is, however, not applicable for domestic subcontractors as they are entitled to payment whether the main contractor is paid. The JBCC document is only applicable between main contractor and nominated subcontractor.

2.3.4 Alternative dispute resolution

There is a strong movement towards this in the industry in the light of the NEC contracts. The idea of partnering is winning ground. Arbitration supposed to be informal and cheap but has not found to be so. In JBCC cases arbitrators fees are high and arbitrators are not from the building industry but legal persons. It is a lengthy process. The subcontractor always will have cash flow constraints and his common law rights have been contracted out.

2.3.5 Retentions

Retention has been outlawed since JBCC of 1995. There is provision for construction guarantees or performance guarantees.

Architects still using the 1980's documents. Retention used on smaller projects - Guarantees based on larger projects.

2.3.6 Surety requirements

Small contractors are normally not able to provide sureties. Often clients asked for 50% deposit before commencement of work.

2.3.7 Other contractual conditions

Depends on main agreement - In the JBCC contract the main contractor will pass conditions down to the subcontractors. Lots of contractors (labour only) have not got administrative capacity.

2.4 Could they support the subcontract principles ?

| | | | | |
|---|---|---|------------|---|
| Y | Y | N | Conditions | Y |
|---|---|---|------------|---|

2.5 Under what conditions could they support them ?

All small contracts are not necessarily the same! Specialised subcontractors have own conditions, waterproofing, aluminium.

Section 3

3 Do you support the need for a general formal subcontract ?

| | | |
|---|---|---|
| Y | Y | N |
|---|---|---|

3 Do you feel the need for separate document labour only

Plant and Material and Labour

Material only documents

Labour and Materials

Plant

| | | |
|---|---|-----|
| Y | Y | N |
| Y | | N |
| Y | | Y N |
| Y | Y | N |
| Y | Y | N |

3.3 If no, why not ?

Plant hire companies, materials manufacturers, suppliers have their own conditions of contract and they will not supply unless the conditions are met.

3.4 If yes what process would you suggest to develop acceptable proforma subcontract document ?

There is the difficulty of getting relevant stakeholders together - perhaps the state tender board should do it.

Ad-hoc comments are given but no standing committee exists for formal representation.

Section 4

4.1 Are you aware that the BIFSA subcontract document is not in compliance with the APP1 principles ?

| | | |
|---|---|---|
| Y | Y | N |
|---|---|---|

4.2 Would you be looking at a mechanism to bring the document into compliance ?

There is not a major move within industry to comply with conditions by the state tender board generally. The BIFSA documentation is project specific and does not look at any particular grouping of persons.

4.3 What would you suggest ?

There are different principles and philosophy in contract documentation.

The JBCC is about defining relationships in contract.

APP looks at who gets a contract !! but the current problems are that the state of industry is very low - problems getting work. Emerging contractors are using emerging contractor status even when they are established.

State tenders, payment procedures and lengths of payment is a major problem for members. The general perception is a payment period(s) are longer than three months which places specific problems on contractors cashflows.

APP documents stipulate the contract and the subcontract documentation just regulates the relationship.

APPENDIX 8.6 :

Summary of Prime Contractors and Principal Agent results

STRUCTURED INTERVIEW FORM : PRIME CONTRACTOR QUESTIONNAIRE

SECTION 1

| | | COMPANY NAME | | | | | | |
|------------------------------|------------|-----------------------|--|------------------------------------|-----------------|----------------------|----------------------------------|---------------|
| | | MONOKA HOMES C.C. | STOCKS & STOCKS BUILDING (GAUTENG) (Pty) LIMITED | LONA CONSTRUCTION (PTY) LIMITED | AJ CONSTRUCTION | ANASTASI PROJECTS | PETRUS MACHININI CONSTRUCTION | ELMO PROJECTS |
| Company turnover | | | | | | | | |
| For : | 1995 | | 237 million | 15.1 million | 3 million | No answer | Not prepared to divulge | < 1 million |
| | 1996 | 8 million | 224 million | 20.3 million | 3.2 million | No answer | Note prepared to divulge | < 1 million |
| | 1997 | 12 million | 226 million | 14.6 million | 3.5 million | No answer | Not prepared to divulge | < 1 million |
| | 1998 | 16 million | 242 million | (±) 12 million | 4 million | No answer | Not prepared to divulge | 1 million |
| No. of projects (presently) | | | | | | | | |
| (1-10) | X | X | X | | X | X | X | X |
| (10-20) | | | | | | | | |
| (20-30) | | | | | | | | |
| Companies in group | | | | | | | | |
| (No. of) | 1 | 3 a/o | 2 | 2 | 1 | 1 | 1 | 1 |
| Staff complement | | | | | | | | |
| Permanent employees (no. of) | 20 | 345 | 120 | 40 | 32 | (±) 250 | 4 | |
| Contract employees (no. of) | 120 | Varies (±) 20 average | 0 | 20 | 0 | (±) 450 | 34 | |
| Structure of Company | | | | | | | | |
| Draw organogram | Incomplete | Done | Not done | Incomplete | Done | Not done | Not done | |

All percentages based on number of replies.

SECTION 2: SUBCONTRACTS

| COMPANY NAME | | | | | | | |
|--|--|---|---|---|---|----------------------------------|-----------------|
| | MONOKA HOMES C.C. | STOCKS & STOCKS BUILDING (GAUTENG) (Pty) LIMITED | LONA CONSTRUCTION (PTY) LIMITED | AJ CONSTRUCTION | ANASTASI PROJECTS | PETRUS MACHININI CONSTRUCTION | ELMO PROJECTS |
| 2.1 Was a formal subcontract agreement signed in the past in all contracts ? | | | | | | | |
| | Yes | Yes | Yes | Yes | No | Yes | Yes |
| 2.2 Are formal subcontracts signed now ? | | | | | | | |
| | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| 2.3 Which subcontract document is used ? | | | | | | | |
| Own BIFSA JBCC Other | X | X X X | X X | X | X | X (domestic) | X |
| 2.4 If other, specify ? | | | | | | | |
| | Developed items and conditions on order form. Depending on the contractor. | Depended on the principle building contract. | | Private Sector BIFSA Nominated - Nominated (1986) | | | |
| 2.5 Why are formal subcontracts being used ? | | | | | | | |
| | Available | Formalise agreements, contractual. | Good contract practice | Covers contractor and subcontractor, defines relationship | Cover both parties | Legal practice - form of records | More convenient |
| 2.6 What are the benefits of using a formal subcontract ? | | | | | | | |
| | Tying to risks experienced by main contractor | Contractual Agreement in writing No misunderstandings, etc. | To clarify record clearly the agreement | Helps with cashflow Paid-when-paid Defects and treatments Cover the construction parameters | A/A | Rates are defined | Fixed |
| 2.7 What are the problems of using a formal subcontract ? | | | | | | | |
| | Follow administration procedures Must have acceptance of conditions | None at present provided contents understood by parties. | None | None | Contractors sometimes do not understand | None | None |

| | | | | | | | |
|--|--|--|----------------------------------|--|---|-------------------|----------------|
| 2.8 If answer 2.1 and 2.2 differ, what has prompted the change ? | | | | | | | |
| | Very difficult to maintain procedures with subcontractors | This system adopted for (±) 30 years in Stocks & Stocks | | | Cover both parties in case of misunderstandings, etc. | | |
| 2.9 How are ABEs sourced in this project ? | | | | | | | |
| | Depends on community : In Soshangwe/Mabopane area contracts with CLO - Labour Desk Domestic - Place order on same conditions as main contract Nominated - Nominated subcontract agreed Labour only - order basis Orange Farm - people forced in, had to use local resources at local conditions and terms | Builders association in the various areas Long standing ABE's working with Stocks Local civil associations Directory of ABEs (internal), etc. | Trough contracts and net working | Potgieter street - Phone consultants, Master builders PWD - Nobody could tell about. Picked up | Previous contracts | See 2.10 and 2.11 | Local builders |
| 2.10 What attributes are used in evaluating the ABEs ? | | | | | | | |
| Past experience | | | | | | | |
| Very important | X | | | | | | |
| Important | | X | X | | X | | X |
| Moderate | | | | X - people can give tell stories | | X | |
| Minimal | | | | | | | |
| Useless | | | | | | | |
| Close proximity to site | | | | | | | |
| Very important | X | | | | | | |
| Important | | | | X | | | X |
| Moderate | | X | X | | X | | |
| Minimal | | | | | | X | |
| Useless | | | | | | | |
| Rates | | | | | | | |
| Very important | X | X | X | X | X | X | X |
| Important | | | | | | | |
| Moderate | | | | | | | |
| Minimal | | | | | | | |
| Useless | | | | | | | |
| Resources | | | | | | | |
| Very important | X | | | | X | | |
| Important | | | | | | X | X |
| Moderate | | X | | | | | |
| Minimal | | | X | X | | | |
| Useless | | | | | | | |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Reliability | | | | | | | |
| Very Important | X | | | X | | | |
| Important | | X | X | | X | X | X |
| Moderate | | | | | | | |
| Minimal | | | | | | | |
| Useless | | | | | | | |
| Competence | | | | | | | |
| Very important | X | | | X | X | | |
| Important | | X | X | | | X | X |
| Moderate | | | | | | | |
| Minimal | | | | | | | |
| Useless | | | | | | | |
| Business experience | | | | | | | |
| Very important | | | | | | | |
| Important | | | | | | X | X |
| Moderate | X | X | X | X | X | | |
| Minimal | X | | | | | | |
| Useless | | | | | | | |
| Union linked | | | | | | | |
| Very important | | | | | | | |
| Important | | | | | | | |
| Moderate | | X | | | X | | |
| Minimal | X | | X | X | | | X |
| Useless | | | | | | | |
| Empowerment development | | | | | | | |
| Very important | | | | | | | |
| Important | | X | X | | | | X |
| Moderate | X | | | | X | | |
| Minimal | | | | X | | X | |
| Useless | | | | | | | |
| 2.11 Describe the process in procuring the services of ABEs ? | | | | | | | |
| Call for quotes | | | | | | | |
| All | X | | | | | | X |
| Most | | | | | | | |
| Some | | X | X | | X | X | |
| Never | | | | X | | | |
| Visit by sub-contractor to site | | | | | | | |
| All | | | | | | | |
| Most | | | | | | | |
| Some | X | X | X | | X | X | |
| Never | | | | X | | | X |

| | | | | | | | |
|---|---|---|---|--|-----|---|--|
| Develop local persons through training | | | | | | | |
| All Most Some Never | X | X | X | X | X | X | X |
| Other describe | | | | | | | |
| | Is good will use again Tender to help with tools, training, etc. | Normally, we contract ABEs (through our directory) and negotiate with them Our directory is updated whenever we have request from ABEs for work. | | Word of mouth best 7 days to give information of ABEs sub-contractor's | | Word of mouth - reference from site | |
| 2.12 Are ABEs procured at ? | | | | | | | |
| Pre-tender stage | | | | | | | |
| All Most Some Never | X X | X | X | X | X | X | X |
| Post tender stage | | | | | | | |
| All Most Some Never | X | X | X | X | X | X | X |
| 2.13 At what stage in the process is a formal contract entered into with the ABE ? (% of subcontracts) | | | | | | | |
| Pre-tender | | JV's | | | | | |
| Prior to Award | | JV's | | 100% | | | |
| Post Award | 100% | 30% | 10% | | | 100% | |
| Before commencement of work | | 30% | 10% | | 50% | | |
| During contract | | 60% | 80% | | 50% | | 100% |
| 2.14 Are the contracts explained to the ABEs prior to signing (% of time) ? | | | | | | | |
| 0 - 20 20 - 40 40 - 60 60 - 80 80 - 100 | X | X | X | X | X | X | X |
| If always describe process | | | | | | | |
| | Orders in English, Contracting stage, Payment stage, Explain, Final account keep involved | Explain his responsibilities, check in registration, e.g. Manpower, etc. where possible, agree rates, etc. | The sub-contract is short and understandable It is explained verbally before signature | Explain contract document briefing | | Formal contract signed Interpreter who explains process | Give contractor time to study the document |

SECTION 3: ADMINISTRATION

| | | | | | | | |
|-----------------------|---|--|--|--|--|--|--|
| COMPANY NAME | | | | | | | |
| MONOKA HOMES C.C. | | STOCKS & STOCKS BUILDING (GAUTENG) (Pty) LIMITED | LONA CONSTRUCTION (PTY) LIMITED | AJ CONSTRUCTION | ANASTASI PROJECTS | PETRUS MACHININI CONSTRUCTION | ELMO PROJECTS |
| 3.1 | How is the sub-contract administered? By whom? | | | | | | |
| | On site by foreman Contract QS - payments and final accounts | Administration: Payment contractor surveyor Progress, Quality contracts manager, foreman Legals, etc. HR department | The sub-contractor is part of the site management It is the responsibility of the contracts manager | Main contractor | Kept up to date and administered by the project manager payment by QS | Completed by head office | By project manager and quantity surveyor |
| 3.2 | Are there formal meetings between prime-contractors and sub-contractors? | | | | | | |
| | Yes - 2 monthly | Yes | Yes | Yes | Yes | Yes | Yes |
| 3.3 | Are the meetings minuted? | | | | | | |
| | Yes | Yes | Yes - but not formal | Yes | No | Yes - 1 a month | Yes |
| 3.4 | In the event of a dispute what is the practical process adopted on the project? | | | | | | |
| | Written instruction Demands a - Administration procedure | In terms of principle building agreement on his formal order which details with disputes | Negotiate, mediation, arbitration | Sit around table, negotiate | First by project manager and if needed by the owner | Resolved on site if not - GMBA Industrial council - inhome - Get together - formal hearing and resolution | Negotiation through community forum |
| 3.5 | has the formal contract provided a standard basis to engage with the ABE? | | | | | | |
| | Yes | Yes | Yes | No | Yes | No | Yes |
| What are the problems | | | | | | | |
| | Process | Mainly misunderstanding of the agreement, lack of responsibility by ABEs, etc. | Applicant does not understand question | | | Unreliability, not payment Addresses and Tel. No. are often incorrect | None |
| 3.6 | What form of subcontract do you utilise on NDPW projects? | | | | | | |
| | Order - BIFSA | As per principle agreement of own agreement | Own | BIFSA Main NDPW JBCC - Main contract OW677 | JBCC | | Own JBCC |
| 3.7 | How did you get to adopt this sort of contract? | | | | | | |
| | | Through past experience | Developed years | With reasonable time | Everyone knows it | | Work with it in the past |

| | | | | | | | |
|--|----|----|---|----|-----|----|-----|
| 3.8 Have you tested the subcontract against the requirements of APP1 for subcontracts (Seven key objectives) ? | | | | | | | |
| | NO | NO | | NO | Yes | No | Yes |
| 3.9 What are your views on the seven key objectives or subcontractors emanating from the APP document ? | | | | | | | |
| Right of set off main contractor | | | | | | | |
| Strongly supported | | | | X | | | |
| Support | X | X | | | | | X |
| Neutral | | | X | | X | X | |
| Disagree | | | | | | | |
| Strongly disagree | | | | | | | |
| Authoritarian rights for main contractor | | | | | | | |
| Strongly supported | | | | X | | | |
| Support | X | X | X | | X | | X |
| Neutral | | | | | | | |
| Disagree | | | | | | X | |
| Strongly disagree | | | | | | | |
| Pay-when-paid system | | | | | | | |
| Strongly supported | | | | X | X | | |
| Support | X | X | X | | | X | X |
| Neutral | | | | | | | |
| Disagree | | | | | | | |
| Strongly disagree | | | | | | | |
| Alternative dispute resolution procedure (e.g. not arbitration or court) | | | | | | | |
| Strongly supported | | | | X | | | |
| Support | X | X | X | | X | | X |
| Neutral | | | | | | | |
| Disagree | | | | | | X | |
| Strongly disagree | | | | | | | |
| Retention percentages same as main contract | | | | | | | |

| | | | | | | | |
|---|---|---|---|--|--------------------------|---|---|
| Strongly supported | X | | X | X | X | X | |
| Support | | | | | | | |
| Neutral | | | | | | | |
| Disagree | | X | | | | | X |
| Strongly disagree | | | | | | | |
| Surety requirements - sureties to be provided for contracts < R100 000 | | | | | | | |
| Strongly supported | | | X | | X | X | |
| Support | | | | | | | |
| Neutral | | | | | | | |
| Disagree | | X | | X | | | X |
| Strongly disagree | X | | | | | | |
| Conditions of contract - same as main contract | | | | | | | |
| Strongly supported | X | | | X | X | X | |
| Support | | X | X | | | X | |
| Neutral | | | | | | | |
| Disagree | | | | | | | |
| Strongly disagree | | | | | | | X |
| 3.10 If you disagree or strongly disagree with any of the above please give reasons why? You may also comment on any of the items if you wish to. | | | | | | | |
| 3.10.1 Right of set off main contractor | | | | | | | |
| | | Many bonafide ABEs who is not labour only sub-contractors do not have the credit facilities to buy building materials at competitive prices The only way that suppliers of such materials will supply such ABEs is if we pay them directly If this requirement is applied many (most) ABEs will be prevented from operating as anything more than a labour only subcontractor | | Materials not according to specification | | Wish it was like that but does not happen | |
| 3.10.2 Authoritarian rights | | | | | | | |
| | Finish and quality of work | | | | | | |
| 3.10.3 Pay-when-paid system | | | | | | | |
| | Labour only - paid prior to get certificates as wages e.g. Bricklaying Depend on ability to carry cashflow and size of contractor Extent of work - specialist subcontractor | | | | Sometimes not understood | Financial and cashflow considerations | |

| | | | | | | | |
|--|--|--|---|--|--|--|--|
| 3.10.4 Alternative dispute resolution (mediation or adjudication) | | | | | | | |
| | | | | | | Alternatives - usually not with people in field and they can give wrong decisions. | |
| 3.10.5 Retentions (% same as main contract) | | | | | | | |
| | | | Cashflow is a serious problem with ABEs We therefore recommend minimal retention on the basis that his work is checked and approved on a regular basis | | | | |
| 3.10.6 Surety requirements (surety must be provided for subcontracts < R100 000) | | | | | | | |
| | | | Most ABEs are unable to obtain sureties Depended on the size and value of his contract We recommend on paid contracts, the main contracts must provide surety for work excluding ABEs values to be discussed. | Not helpful - getting banks to pay Not worth it | | | |
| 3.10.7 Other contractual conditions | | | | | | | |
| | | | | No formal subcontract Restoration specialists - 7 years trade school Doubts of ABEs Impossible to train specialists in one contract ... paintwork, sandwork, replacement of brick, cladding, etc. ABE system - not skilled work takes time | | | |

SECTION 4: APP SUBCONTRACT

| | | | | | | | |
|---|--|---------------------------------|---|----------------------------|---|-------------------------------------|-----|
| COMPANY NAME | | | | | | | |
| MONOKA HOMES C.C. | STOCKS & STOCKS BUILDING (GAUTENG) (Pty) LIMITED | LONA CONSTRUCTION (PTY) LIMITED | AJ CONSTRUCTION | ANASTASI PROJECTS | PETRUS MACHININI CONSTRUCTION | ELMO PROJECTS | |
| 4.1 Are the current subcontract documents available in the industry sufficient for: | | | | | | | |
| Labour only | No | No | | Yes (BIFSA) | Yes | Yes | Yes |
| Materials supply | Own conditions (COD account) | No | | | Yes | Yes | Yes |
| Plant | Own conditions (COD account) | No | | | Yes | Yes | Yes |
| Labour & Plant | Rates only | Yes | | Yes (Labour and Materials) | Yes | Yes | Yes |
| 4.2 Do you support the need for a standardised subcontract format that captures the APP objectives? | | | | | | | |
| Yes | Yes and Maybe | | Yes | Yes | Yes | No | |
| If no or maybe, what are your reservations? | | | | | | | |
| Industry needs it | To be discussed i.e. contents of format | | Not interested in JBCC - labour link in with OW/677 | | Change culture before documentation Must be simple - BIFSA rules to be adopted | There is enough paperwork currently | |

SECTION 5

| | | | | | | | |
|-----|---|---|---------------------------------|---------------------------|---|--|--|
| | COMPANY NAME | | | | | | |
| | MONOKA HOMES C.C. | STOCKS & STOCKS BUILDING (GAUTENG) (PTY) LIMITED | LONA CONSTRUCTION (PTY) LIMITED | AJ CONSTRUCTION | ANASTASI PROJECTS | PETRUS MACHININI CONSTRUCTION | ELMO PROJECTS |
| 5.1 | What is your short to medium term strategy with subcontractors ? | | | | | | |
| | | To assist in developing ABEs for the benefit of the building industry | | | To employ them in the future | Use lot of subcontractors that are available | Develop, transfer skills |
| 5.2 | Do you plan to develop certain persons with medium term relationships or would you get subcontractor from areas where you are working ? | | | | | | |
| | Yes | Yes | | Yes (will not use locals) | Yes (will not use locals) | Yes | Yes |
| 5.3 | List factors that influence the above | | | | | | |
| | Prefer to develop guy - but not always easy - Different areas want to tie to specific needs totally unrealistically | Training, commitment, empowerment, etc. | | Black contractors | Trust, responsibility, reliability and understanding system | Combination Job, area, pressure from local communities | Most contracts require that local subcontractors be used |

STRUCTURE INTERVIEW FORM : PROJECT MANAGER / PRINCIPAL AGENT

SECTION 1 :

| | NEL WILREKER ARCHITECTS c.c. | ANDERSSON VISSE BK ARCHITECTS | BENTEL ABRAMSON & PARTNERS (PTY) LTD | VISTARA ARCHITECTS | STEYN & VILJOEN ARCHITECTS |
|--|---------------------------------|----------------------------------|---|--------------------|----------------------------|
| What are your views on the seven key objectives for subcontractors emanating from the App document ? | | | | | |
| Right of set off main contractor | | | | | |
| Strongly supported | X | | | | |
| Support | | X | X | | |
| Neutral | | | | X | X |
| Disagree | | | | | |
| Strongly disagree | | | | | |
| Authoritarian rights for main contractor | | | | | |
| Strongly supported | X | | | | |
| Support | X | X | X | X | X |
| Neutral | | | | | |
| Disagree | | | | | |
| Strongly disagree | | | | | |
| Pay-when-paid system | | | | | |
| Strongly supported | X | | | | |
| Support | | X | X | X | X |
| Neutral | | | | | |
| Disagree | | | | | |
| Strongly disagree | | | | | |
| Alternative dispute resolution procedure (e.g. not arbitration or court) | | | | | |
| Strongly supported | | | | | |
| Support | | | X | X | X |
| Neutral | X | X | | | |
| Disagree | | | | | |
| Strongly disagree | | | | | |
| Retention percentages same as main contract | | | | | |
| Strongly supported | | | | | |
| Support | | X | X | X | X |
| Neutral | X | | | | |
| Disagree | | | | | |
| Strongly disagree | | | | | |
| Surety requirements - sureties to be provided for contracts < R100 000 | | | | | |

| | | | | | |
|---|--|---|---|---|-----|
| Strongly supported Support Neutral Disagree Strongly disagree | X | X | X | X | X |
| Conditions of contract same as main contract | | | | | |
| Strongly supported Support Neutral Disagree Strongly disagree | X | X | X | X | X |
| 1.2 If you disagree, or strongly disagree with any of the above please give reasons why? You may also comment on any of the items you wish to | | | | | |
| 1.2.1 Right of set off main contractor | | | | | |
| | If domestic subcontractor, main contractor - problems forced by NDPWP to take subcontractors, nominated subcontractors | | | Main contractor held to ransom | N/A |
| 1.2.2 Authoritarian rights | | | | | |
| | | | | | N/A |
| 1.2.3 Pay-when paid system | | | | | |
| | In terms of main contractor - no rights Use to make subcontractor perform | | | Depends on contractor - If small contractor given big job - he does not have cash flow only established contractors | N/A |
| 1.2.4 Alternative dispute resolution (mediation or adjudication) | | | | | |
| | Not aware of any solution - Contractor / client relationship | | | | N/A |
| 1.2.5 Retention (% same as main contract) | | | | | |
| | No issue | | | Same to encourage | N/A |
| 1.2.6 Surety requirements (surety must be provided for subcontracts < R100 000) | | | | | |
| | Builder brings up surety - Normally do not see | | | | N/A |
| 1.2.7 Other contractual conditions | | | | | |
| | Quality of contract is in builders' ability to control subcontractors Jobs on regular basis | | | Training problems Subcontractors claiming for quality of work Disputes | N/A |

| | | | | | |
|--|--|--|--|-------------|--|
| 1.3 If you support some of the seven key objectives could you name them ? | | | | | |
| | | | See 1.1 | 2 - 5 and 7 | |
| 1.4 Please give reasons and any conditional support areas (e.g. if then) | | | | | |
| | | | We believe that the item listed should be supported in the interest of proper management of subcontractors | | |

SECTION 2: STATUS QUO FOR SUBCONTRACTORS

| | | | | | |
|-------------------------------|---|---|---|---|---|
| | COMPANY NAME | | | | |
| | NEL WILREKER ARCHITECTS c.c. | ANDERSSSEN VISSER BK ARCHITECTS | BENTEL ABRAMSON & PARTNERS (PTY) LTD | VISTARA ARCHITECTS | STEYN & VILJOEN ARCHITECTS |
| 2.1 | Was a formal subcontract agreement signed in the past in all contracts ? | | | | |
| | Yes - nominated No - Domestic | Yes | Yes | Yes | Yes |
| 2.2 | Are formal subcontracts signed now ? | | | | |
| | Yes - nominated selected subcontractor No - Domestic | Yes | Yes | Yes | Yes |
| 2.3 | Which subcontract document is used in the majority of cases ? | | | | |
| Own BIFSA JBCC Other | X Private Main X Own main contract | X | X | X X | X |
| 2.4 | If other, specify ? | | | | |
| | Dept. | DPW - document (OW 676) | | Select subcontractors document | |
| 2.5 | Why are formal subcontracts being used ? | | | | |
| | Strongly advocating control by builder and architect | To carry out the work (as main contract) | For proper management | | Contract administration |
| 2.6 | What are the benefits of using a formal subcontract ? | | | | |
| | Agreement between builder and client Accountability, responsibility, quality of work, programme protect him | Similar to main contract - Protection of main contractor | Proper management of subcontractors | | Set principles and procedures to be followed |
| 2.7 | What are the problems of using a formal subcontract ? | | | | |
| | Would not do it without | | Not aware of any | Labour issues, training community not to co-operate Problems - had training not happened Nobody in community assists Identifying who community is | It does not relate to the main contractor |
| 2.8 | If answer 2.1 and 2.2 differ, what has prompted the change ? | | | | |
| | | | | | N/A |

| | | | | | |
|---|---|----------------------|--|-------------------------|---------------------------------|
| 2.9 Do you physically review the subcontract? | | | | | |
| | Sometimes | No | No | No | Sometimes |
| 2.10 If no, or sometimes who accepts responsibility for reviewing the documents ? | | | | | |
| | Depends on subcontractor - if electrical goes to engineers, civil, clauses - trained to read contract Changes to clauses have consequences | QS / Main contractor | Sometimes the QS, but basically these documents relate to the relationship of principle subcontractors | Main contractor reviews | The main contractor if domestic |

SECTION 3

| | | | | | | |
|--|---|---|--|--|--|----------------------------|
| | | COMPANY NAME | | | | |
| | | NEL WILREKER ARCHITECTS c.c. | ANDERSSSEN VISSER BK ARCHITECTS | BENTEL ABRAMSON & PARTNERS (PTY) LTD | VISTARA ARCHITECTS | STEYN & VILJOEN ARCHITECTS |
| 3.1 Do you feel the need for a general formal sub-contract ? | | | | | | |
| | No | Yes | Yes | Yes | Yes | Yes |
| 3.2 Do you feel the need for separate documents for : | | | | | | |
| Labour only | No | Yes | No | No | Yes | Yes |
| Plant, Material & Labour | No | Yes | No | No | Yes | Yes |
| Material only documents | Separate | Yes | No | No - Dictated by suppliers | Yes | Yes |
| Labour & Material | No | Yes | No | No | Yes | Yes |
| Plant | Separate | Yes | No | No | Yes | Yes |
| 3.3 If no, why not ? | | | | | | |
| | Full protection of the Department of Public Works for doing nothing - no clear guidelines | | Should be a comprehensive document | Not necessary - Minor works contract Selected sub-contractor document | N/A | |
| 3.4 If yes, what process would they suggest to develop industry acceptable pro-forma sub-contract document ? | | | | | | |
| | If contract meaningless If contract do not have capability to perform | Joint building contracts committee | | Institute documents Different documents for government and private sectors | | |
| 3.4.1 The contract documentation should be developed by ? N/A | | | | | | |
| NDPW | | | | X | | |
| BIFSA | | | | | | |
| OTHER | | X | | | | X |
| 3.4.2 If other, state who ? | | | | | | |
| | | ASS of SAQS, BIFSA, SIAI, SACE SA property owners ass., specialist eng., contractor committees (JBCC) | N/A | | N/A | |
| 3.5 Does the sub-contract have to relate to the main conditions of the contract ? | | | | | | |
| | Selected sub-contractors -Yes Domestic sub-contractors - No | Yes | Yes | If simpler, more people would understand it | Yes | |
| 3.6 If yes, why ? | | | | | | |
| | Contract should be made by client, professionals, building industry | Work to be executed under similar conditions as main contractor | So that all parties are aware of the contents of all formal documentation | | To avoid a clash of interest and responsibilities | |

SECTION 4 : ADMINISTRATION

| | | | | | |
|--|---|------------------------------------|---|---|-----------------------------|
| | COMPANY NAME | | | | |
| | NEL WILREKER ARCHITECTS c.c. | ANDERSSSEN VISSER BK ARCHITECTS | BENTEL ABRAMSON & PARTNERS (PTY) LTD | VISTARA ARCHITECTS | STEYN & VILJOEN ARCHITECTS |
| 4.1 Who administers present sub-contracts ? | | | | | |
| Principle Agent | | | | | X |
| Main Contractor | X | X | X | X | X |
| QS | | | | | X |
| Other | | | | | |
| 4.1.1 If other details ? | | | | | |
| | | | | | N/A |
| 4.2 Are there formal meetings between prime contractors and sub-contractors ? | | | | | |
| | Yes | Yes | Yes | Yes | Yes |
| 4.2.1 If yes, how frequent ? | | | | | |
| Weekly | | | X | X | |
| Monthly | | X | | | |
| As required | X | X | | | X |
| 4.3 Are the meetings minuted ? | | | | | |
| | Yes | Yes | Yes | Do not know | Yes |
| 4.4 Are these meetings attended by the PM/PA ? | | | | | |
| | No - legally not allowed | No | No | No | Not required |
| 4.5 In the event of dispute what is the practical process adopted on the project ? | | | | | |
| | No involvement Can say to builder to remove sub-contractors as a result of workmanship | Mediation | Resolve by discussion between client, contractor and principal agent | Principal agent called in to resolve problems with sub-contractors | Referred to principle agent |
| 4.6 Has the formal contract provided a standard basis to engage with ABEs ? | | | | | |

| | | | | | |
|--|---|---|---|--------------------------------|--------------------------------|
| | No | Yes | Yes | | No |
| 4.7 What are the problems ? | | | | | |
| | Builder biggest problem, Budget, send for training - outcome very poor Fulfill in terms of contract Good in private hands Within contract fixed sum Way done, idiotic, time for training longer than job Informed no trained Training a job Practice-ill - will-can not rectify Builder is not trainer No training time | Implementation of conditions | Quality of workmanship and financial capability | Main contractor does own thing | No provisions |
| 4.8 What form of sub-contract do you utilise mainly on NDPW projects ? | | | | | |
| | | Nominator sub-contractors | | | Standard BIFSA sub-contractor |
| 4.9 How did you adopt this sort of sub-contract ? | | | | | |
| | | Part of the DPW documentation was not adopted | | | Recommended by main contractor |
| 4.10 Have you tested the sub-contract against the requirements of APP1 for sub-contractors ? | | | | | |
| | | No | No | | No |

SECTION 5

| | | | | | |
|---------------------------------------|--|---------------------------------|--------------------------------------|---|---|
| COMPANY NAME | | | | | |
| NEL WILREKER ARCHITECTS c.c. | | ANDERSSSEN VISSER BK ARCHITECTS | BENTEL ABRAMSON & PARTNERS (PTY) LTD | VISTARA ARCHITECTS | STEYN & VILJOEN ARCHITECTS |
| 5.1 | Are you aware of the seven objectives previously mentioned are part of the APP1 (TP1) document ? | | | | |
| | Yes | No | No | No | Yes |
| 5.2 | If yes : What process (QS/QC) do you follow to ensure compliance ? Describe ? | | | | |
| | Bring forms Main paper chase End of contract rules - carry on find better way | | | | |
| 5.3 | Who is assigned responsibility within the project for ensuring the APP specification requirements are met ? | | | | |
| PA / PM QS Contractor Client | X | X X | X | X | X X X |
| 5.4 | What reporting mechanisms exist if there is non-compliance ? | | | | |
| | Formal | None | Informal | Informal | Formal |
| 5.4.1 | Informal - Describe ? | | | | |
| | | | Client is informed at meetings | Kept informed QS would do verification of report | N/A |
| 5.4.2 | Formal - Describe ? | | | | |
| | Letters | | | | Cost states reports and formal communications |
| 5.5 | Are you aware that the BIFSA form of sub-contracts does presently not meet the requirements of the APP1 (TP1) document ? | | | | |
| | Yes | No | Yes | No | No |
| 5.6 | If you use the BIFSA document how do you bring it to comply with the APP1 (TP1) specification ? Describe ? | | | | |
| | Don't | | As per modification advised by QS | | |

| | | | | | |
|-------|--|-------|----------------------|------------|--|
| 5.7 | What would you suggest if you feel unable to do this personally ? (Select option or options) | | | | |
| 5.7.1 | A formal sub-contract agreement be drawn up nationally ? | | | | |
| | Not necessary Cannot tie the two together, APP not part of building contract | Yes | Yes | Yes | Yes |
| 5.7.2 | A formal sub-contract agreement be drawn and initiated by the building and civil industry bodies (SAFCEC, BIFSA) | | | | |
| | Yes | Other | Yes | No | Yes |
| 5.7.3 | Other bodies recommended ? | | | | |
| | BIFSA, client, builder, work together to form contract | JBCC | | Government | Association of South African Quantity Surveyors |
| 5.7.4 | What problems could they foresee if 5.7.1 or 5.7.2 set up documents ? | | | | |
| | Do not make laws that cannot be enforced Compliance monitoring | | Should be no problem | | |

SECTION 6

| | | | | | | |
|----------------------------|--|---------------------------------|------------------------------------|---|--------------------|----------------------------|
| | | COMPANY NAME | | | | |
| | | NEL WILREKER ARCHITECTS C.C. | ANDERSSSEN VISSER BK ARCHITECTS | BENTEL ABRAMSON & PARTNERS (PTY) LTD | VISTARA ARCHITECTS | STEYN & VILJOEN ARCHITECTS |
| 6.1 | Is there presently any training on sub-contract documentation ? | | | | | |
| | Yes | Not aware of | Not aware of | Not aware of | No | |
| 6.2 | If yes, who is providing it ? | | | | | |
| | BIFSA, Institute of QS | | | | | |
| 6.3 | If a new document is prepared, what sort of training should be implemented ? | | | | | |
| Seminars | | No | Yes | Yes | Yes | |
| Mentoring | | Not sure | Yes | Yes | Yes | |
| Module of industry courses | | No | No | Yes | Yes | |
| 6.4 | Other suggestions ? | | | | | |
| | BIFSA should | Departmental by pm per project | | | | |

APPENDIX 8.7

Joint Ventures : Questionnaire on Relationships

JOINT VENTURES : QUESTIONNAIRE ON RELATIONSHIPS

1 PRELIMINARY SECTION

- Name of Joint Venture :
- Name of Joint Venture Partner interviewed :
- Contract Details :

Contract No. :

Contract Description :

Contract Location :

Award Date :

Tender Value :

Sector : General / Civil / Electrical / Mechanical :

1.4 Telephone Number :

1.5 Contact Person :

Person Interviewed :

Date Interviewed :

1.6 Principal business activities of the enterprise :

.....

.....

.....

.....

.....

.....

- 1.7 Prior to the formation of this Joint Venture, what was the largest contract which you had handled on you own, or in Joint Venture ? (Tick a box)

| | | | ON OWN | IN JOINT VENTURE | TYPE OF CONTRACT |
|-------------------|--------------------------|-------------|--------|------------------|------------------|
| 0 | <input type="checkbox"/> | R50 000 | | | |
| R50 000 | <input type="checkbox"/> | R100 000 | | | |
| R100 000 | <input type="checkbox"/> | R250 000 | | | |
| R250 000 | <input type="checkbox"/> | R500 000 | | | |
| R500 000 | <input type="checkbox"/> | R750 000 | | | |
| R750 000 | <input type="checkbox"/> | R1 000 000 | | | |
| R1 000 000 | <input type="checkbox"/> | R1 500 000 | | | |
| R1 500 000 | <input type="checkbox"/> | R2 000 000 | | | |
| R2 000 000 | <input type="checkbox"/> | R3 000 000 | | | |
| R3 000 000 | <input type="checkbox"/> | R5 000 000 | | | |
| R5 000 000 | <input type="checkbox"/> | R10 000 000 | | | |
| R10 000 000 | <input type="checkbox"/> | R15 000 000 | | | |
| R15 000 000 | <input type="checkbox"/> | R20 000 000 | | | |
| R20 000 000 | <input type="checkbox"/> | R25 000 000 | | | |
| Above R25 000 000 | | | | | |

- 1.8 After the contract, what was your next largest job, either on your own, or as a Joint Venture ?

| | | | ON OWN | IN JOINT VENTURE | TYPE OF CONTRACT |
|-------------------|--------------------------|-------------|--------|------------------|------------------|
| 0 | <input type="checkbox"/> | R50 000 | | | |
| R50 000 | <input type="checkbox"/> | R100 000 | | | |
| R100 000 | <input type="checkbox"/> | R250 000 | | | |
| R250 000 | <input type="checkbox"/> | R500 000 | | | |
| R500 000 | <input type="checkbox"/> | R750 000 | | | |
| R750 000 | <input type="checkbox"/> | R1 000 000 | | | |
| R1 000 000 | <input type="checkbox"/> | R1 500 000 | | | |
| R1 500 000 | <input type="checkbox"/> | R2 000 000 | | | |
| R2 000 000 | <input type="checkbox"/> | R3 000 000 | | | |
| R3 000 000 | <input type="checkbox"/> | R5 000 000 | | | |
| R5 000 000 | <input type="checkbox"/> | R10 000 000 | | | |
| R10 000 000 | <input type="checkbox"/> | R15 000 000 | | | |
| R15 000 000 | <input type="checkbox"/> | R20 000 000 | | | |
| R20 000 000 | <input type="checkbox"/> | R25 000 000 | | | |
| Above R25 000 000 | | | | | |

1.9 What is your estimated annual average turnover ? (Tick one box)

| | | | |
|-------------------|--------------------------|-------------|--|
| 0 | <input type="checkbox"/> | R500 000 | |
| R500 000 | <input type="checkbox"/> | R1 000 000 | |
| R1 000 000 | <input type="checkbox"/> | R2 000 000 | |
| R2 000 000 | <input type="checkbox"/> | R5 000 000 | |
| R5 000 000 | <input type="checkbox"/> | R10 000 000 | |
| R10 000 000 | <input type="checkbox"/> | R20 000 000 | |
| R20 000 000 | <input type="checkbox"/> | R25 000 000 | |
| Above R25 000 000 | | | |

1.10 Have you entered into a Joint Venture prior to this contract ? YES / NO

1.11 If yes, then how many ? ☐ One ☐ A Couple ☐ Several ☐ Many

1.12 Have you entered into a Structured Joint Venture since this contract i.e. joint venture in terms of the TP1(APP1) or TP2(APP2) specification ? YES / NO

1.13 If yes, then how many ? ☐ One ☐ A Couple ☐ Several ☐ Many

2 ENTERPRISE SECTION

2.1 Are you aware of the definition for an Affirmable Business Enterprises ? YES / NO

Affirmable Business Enterprise (ABE): A business which adheres to statutory labour practices, is a legal entity, registered with South African Revenue Service and a continuing and Independent Enterprise for profit, providing a Commercially Useful Function and :

- a) which is at least two thirds Owned by one or more Previously Disadvantaged Individuals or, in the case of a company, at least two thirds of the shares are Owned by one or more Previously Disadvantaged Individuals; and
- b) whose management and daily business operations are in the Control of one or more of the Previously Disadvantaged Individuals who effectively own it: provided, however, that the annual average turnover excluding Value Added Tax (VAT) and any turnover generated in respect of work performed by other parties in a joint venture or a consortium, of the business during the lesser of the period for which the business has been operating, or the previous three financial years, does not exceed :

- 1) R25 million in respect of contractors who generate more than 75% of their turnover as Prime Contractors;
- 2) R10 million in respect of contractors who generate less than 25% of their turnover as Prime Contractors;
- 3) R2,5 million in respect of labour-only sub-contractors;
- 4) R10 million in respect of Manufacturers;
- 5) R15 million in respect of Suppliers;
- 6) R2,5 million, exclusive of any turnover generated in respect of outsourced activities which the enterprise does not have the in-house competence and expertise to perform, in respect of professional service providers; and
- 7) R2,5 million in respect of other service providers, e.g., transporters,

and that the sum of the average annual turnovers over the same period of all the business concerns which are under the Control of Previously Disadvantaged Individuals within the business entity or Affiliated Entities does not exceed one and a half (1,5) times the maximum allowable annual average turnover for the particular category of enterprise as set out in b) above, seeking ABE status.

A business entity which has been classified as an ABE at the commencement of the Contract and loses such classification for any reason, may not be re-classified as an ABE for the purposes of the Contract.

NOTE :

- 1) The restriction on turnover of all Affiliated Entities applies only in respect of the category of work for which the ABE participates in the performance of the Contract. This in practice means that Previously Disadvantaged Individuals who have interests in a business not operating in the category in which an ABE is seeking participation in the Contract, such business turnovers are not considered in determining the abovementioned total annual average turnover limits.
- 2) ABE's who lose their ABE status during the currency of a Contract, are free to reapply for ABE status for further contracts.

2.2 At the time of the contract in question, would you fall within the definition of an ABE ?
YES/NO

2.3 Do you fall within the ABE definition as you are today ? YES / NO

3 QUESTIONS ON THIS PARTICULAR CONTRACT

(Ask all enterprises)

3.1 When you formed a Joint Venture for this contract would the company be classified as:

- ☐ Contractor who generates more than 75% of turnover as a Prime Contractor
- ☐ Contractor who generates less than 25% of turnover as a Prime Contractor (i.e. a subcontractor)
- ☐ Labour-only sub-contractors
- ☐ Manufacturer

- ☐ Supplier
- ☐ Professional Service Provider
- ☐ Other service providers e.g. transporter
- ☐ Other; specify _____

3.2 Reasons for forming

3.2.1 Did you form the Joint Venture for capacity reasons ? YES / NO

(i.e. Did you lack resources in order to perform the contract as a Prime Contractor ?)

3.2.2 If yes, what was lacking ? (Tick one or more boxes)

Expertise :

- ☐ Management expertise
- ☐ Legal expertise
- ☐ Contract Admin Expertise
- ☐ Client Liaison Expertise

Property :

- ☐ Plant (Major Plant / Minor Plant)
- ☐ Equipment
- ☐ Premises

Capital :

- ☐ Start-up capital for site establishment
- ☐ Capital to finance contract until first certificate
- ☐ Capital to finance between certificates.
- ☐ Sureties
- ☐ Guarantees
- ☐ Finance to allow for retentions

Efforts :

- ☐ Did not have suitable staff in employ
- ☐ Suitable staff employed elsewhere not available

Skills :

- ☐ Staff did not have the skills to perform contract
- ☐ Staff who had skills to perform the contract not available

Knowledge :

- ☐ Staff did not know how to perform aspects of contract, due to -
- ☐ Technical knowledge
- ☐ Management knowledge
- ☐ Organisation / admin knowledge

3.2.3 Did the Joint Venture partner perform the functions which were lacking ? YES / NO

3.2.4 Did they perform them adequately ? YES / NO

3.3 If TP1(APP1) was used :

3.3.1 Was the Joint Venture formed to meet the Contract Participation Goal ? YES / NO

3.3.2 Was the Joint Venture formed to achieve Affirmative Action Milestone credits towards the Contract Participation Goal ? YES / NO

ABE Partners only

3.3.3 Did you the ABE Partner benefit more as a Joint Venture Partner then as a sub-contractor ? YES / NO

3.3.4 If yes, then in what way ?

3.3.5 Do you think that this relationship provided you the ABE partner with opportunity to develop ? YES / NO

3.3.6 If yes, then in what way ?

4 CONTROL OF THE JOINT VENTURE

- 4.1 What was the theoretical participation in the JV which your company enjoyed ? (e.g. 70 / 30) /
- 4.2 Were you the "lead partner" of the Joint Venture ? YES / NO
- 4.3 Did your company manage or control any resources which came from your JV Partner ? YES / NO
- 4.4 Did your JV Partner manage or control any of your resources ? YES / NO
- 4.5 How much control did your company exercise over the Joint Venture, in your opinion ? %

5 NATURE OF THE RELATIONSHIP

- 5.1 Did you establish the Joint Venture before the Tender was submitted ? YES / NO
- 5.2 Did you sign a form of intent to form the Joint Venture at Tender stage ? YES / NO
- 5.3 Did you establish the Joint Venture on award of the contract ? YES / NO
- 5.4 Did you establish the Joint Venture after award of the contract ? YES / NO
- 5.5 Was the Joint Venture agreement comprehensive ? YES / NO
- 5.6 Where did the Joint Venture agreement lack in clarity, and result in a dispute, if any ?

- 5.7 Was the contract completed successfully ? YES / NO
- 5.8 Did you complete the contract on time ? YES / NO
- 5.9 If you had the choice, would you form a JV again with the same partner ? YES / NO

- 5.10 Would you form a JV again with another partner ? YES / NO
- 5.11 Would you never enter into a JV again ? YES / NO
- 5.12 Do you feel your JV Partner took advantage of you through the contract ? YES / NO
- 5.13 Do you think that a JV is worthwhile forming ? YES / NO
- 5.14 Have you formed a joint venture with the same partner on other public sector projects ?
YES / NO
- 5.15 Have you formed the joint venture with the same partner on other private sector projects ?
YES / NO

APPENDIX 8.8

JOINT VENTURE : COMPLETED QUESTIONNAIRES

A: JOINT VENTURES: QUESTIONNAIRE ON RELATIONSHIPS
SECTION 1

| | | | | | | | | |
|--|-------------------------|----------------------------|--------------------------------------|---------------------------|-------------------------|---------------------------------|--------------------------|-------------------------|
| JOINT VENTURE NAME | Grinaker/VRP | | Concor/MMR | | Concor/Lethlabile | | Gerolemou/Nurich | |
| Joint Venture Partners | VRP Projects | Grinaker Construction | Concor Engineering | Marine & Mineral | Lethlabile Construction | Concor Roads | P Gerolemou Construction | Nurich Construction |
| Contract Number | 960114 | | 970265 | | 970398 | | 970420 | |
| Sector | Building | Building | Mechanical | Mechanical | Civil | Civil | General | General |
| Principle Business Activities | Building & Plumbing | General | Mechanical & Structural | Mechanical & Project Mgmt | Civil Construction | Runways, Roads, Opencast Mining | Building, Civils | Building and Civils |
| Prior to JV, what was largest contract which you have handled on your own, or in a JV? | | | | | | | | |
| On Own In Joint Venture Type of Contract | R10m-R15m Mechanical | >R25m >R25m Building | >R25m >R25m Mechanical | R15m-R20m Mechanical | R10m-R15m Civil | >R25m >R25m Civil | >R25m | R3m-R5m Civil |
| After the contract, what was your next largest job, either on your own, or as a joint venture? | | | | | | | | |
| On Own In Joint Venture Type of Contract | R10m-R15m Mechanical | >R25m Building | R10m-R15m R10m-R15m Mechanical | R10m-R15m Mechanical | No jobs since | >R25m >R25m Civil | >R25m | R250k-R500k Building |
| What is your estimated annual average turnover? | | | | | | | | |
| | R10m-R20m | >R25m | >R25m | R10m-R20m | R5m-R10m | >R25m | >R25m | >R25m |
| Have you entered into a Joint Venture prior to this contract? | | | | | | | | |
| | NO | YES | YES | NO | NO | YES | YES | NO |
| If yes, then how many? | | | | | | | | |
| | | Several | Several | | | Many | A Couple | |
| Have you entered into a Structured Joint Venture since this contract i.e. joint venture in terms of the TP1 (APP1) or TP2(APP2) specification? | | | | | | | | |
| | NO | YES | NO | NO | NO | NO | YES | NO |
| If yes, then how many? | | | | | | | | |
| | | SEVERAL | | | | | A Couple | |

SECTION 2

| | | | | | | | | |
|--|-----|-----|-----|-----|-----|-----|-----|-----|
| JOINT VENTURE NAME | | | | | | | | |
| 2.1 Are you aware of the definition for an Affirmable Business Enterprise? | | | | | | | | |
| | YES | YES | YES | YES | YES | YES | YES | NO |
| 2.2 At the time of the contract in question, would you fall within the definition of an ABE? | | | | | | | | |
| | YES | NO | NO | NO | NO | NO | NO | YES |
| 2.3 Do you fall within the ABE definition as you are today? | | | | | | | | |
| | YES | NO | NO | NO | NO | NO | NO | NO |

SECTION 3

| | | | | | | | | |
|---|--|---|---|---|---|---|---|---|
| JOINT VENTURE NAME | | | | | | | | |
| When you formed a Joint Venture for this contract would the company be classified as: | | | | | | | | |
| Contractor who generates > 75% of turnover as a Prime Contractor | | X | X | X | X | X | X | X |

| | | | | | | | | |
|--|-----|----|----|-----|-----|----|----|-----|
| Contractor who generates > 25% of turnover as a Prime Contractor | X | | | | | | | |
| Labour-only sub-contractor | | | | | | | | |
| Manufacturer | | | | | | | | |
| Supplier | | | | | | | | |
| Professional Service Provider | | | | | | | | |
| Other Service Provider | | | | | | | | |
| Other, Specify | | | | | | | | |
| Did you form the Joint Venture for capacity reasons? | | | | | | | | |
| | YES | NO | NO | YES | YES | NO | NO | YES |
| | | | | | | | | |
| If yes, what was lacking? | | | | | | | | |

| | | | | | | | | |
|---|--------------|--------------|----|-----|-----|-----|--|-----|
| <u>Expertise</u> | | | | | | | | |
| Management expertise | X | | | | | | | X |
| Legal expertise | | | | | | | | |
| Contract Admin expertise | X | | | | | | | |
| Client Liaison Expertise | | | | | | | | |
| <u>Property</u> | | | | | | | | |
| Plant (Major & Minor) | X | | | X | | | | |
| Equipment | | | | X | | | | |
| Premises | | | | X | X | | | |
| <u>Capital</u> | | | | | | | | |
| Start-up capital | X | | | X | | | | |
| Capital to first certificate | X | | | X | | | | |
| Capital between certificates | X | | | | | | | |
| Sureties | X | | | | | | | |
| Guarantees | | | | | | | | |
| Finance for retention | | | | | | | | |
| <u>Efforts</u> | | | | | | | | |
| No suitable staff in employ | X | | | | | | | |
| No suitable staff available | | | | | | | | |
| <u>Skills</u> | | | | | | | | |
| Staff did not have skills | | | | | | | | |
| Staff with skills not available | | | | | | | | |
| <u>Knowledge</u> | | | | | | | | |
| Staff could not perform contract, due to - | | | | | | | | |
| Technical knowledge | | | | | | | | |
| Management knowledge | X | | | | | | | |
| Organisation/admin knowledge | X | | | | | | | |
| Did the Joint Venture partner perform the functions which were lacking? | | | | | | | | |
| | YES | | | YES | YES | | | YES |
| Did they perform them adequately? | | | | | | | | |
| | YES | | | YES | YES | | | YES |
| If TP1 was used; Was the Joint Venture formed to meet the Contract Participation Goal? | | | | | | | | |
| | YES(not TP1) | YES(not TP1) | NO | NO | YES | YES | | NO |
| Was the Joint Venture formed to achieve Affirmative Action Milestone credits towards the Contract Participation Goal? | | | | | | | | |
| | NO | NO | NO | NO | | YES | | NO |

| | | | | | | | | |
|--|--------------------------|--|--|--|--|--|--|-----------------------|
| ABEs only Did you the ABE partner benefit more as a Joint Venture Partner than as a sub-contractor? | | | | | | | | |
| | YES | | | | | | | YES |
| If yes, then in what way? | | | | | | | | |
| | Bigger share of contract | | | | | | | Acquired tech. skills |
| Do you think that this relationship provided you the ABE partner with opportunity to develop? | | | | | | | | |
| | YES | | | | | | | YES |
| If yes, then in what way? | | | | | | | | |
| | Exposure | | | | | | | Increased exposure |
| | | | | | | | | |

4. CONTROL OF THE JOINT VENTURE

| | | | | | | | | |
|--|-------|-------|-------|-------|-------|-------|-------|-------|
| JOINT VENTURE NAME | | | | | | | | |
| What was the theoretical participation in the JV which your company enjoyed? | | | | | | | | |
| | 50/50 | 50/50 | 60/40 | 50/50 | 25/75 | 75/25 | 55/45 | 35/65 |
| Were you the "lead partner" of the Joint Venture? | | | | | | | | |
| | NO | YES | YES | NO | YES | YES | YES | NO |

| | | | | | | | | |
|---|-----|----|-----|-----|-----|----|--|-----|
| Did your company manage or control any resources which came from your JV Partner? | | | | | | | | |
| | YES | NO | YES | YES | YES | NO | | YES |
| Did your JV Partner manage or control any of your resources? | | | | | | | | |
| | YES | NO | YES | NO | YES | NO | | YES |
| How much control did your company exercise over the Joint venture, in your opinion? | | | | | | | | |
| | 50 | 50 | 60 | 60 | 25 | 75 | | 35 |

5 NATURE OF THE RELATIONSHIP

| | | | | | | | | |
|--|--|--|-----|-----|-----|-----|--|-----|
| | | | | | | | | |
| Did you establish the Joint Venture before the Tender was submitted? | | | | | | | | |
| | | | YES | YES | YES | YES | | YES |
| Did you sign a form of intent to form the Joint Venture at Tender stage? | | | | | | | | |
| | | | YES | NO | NO | YES | | |
| Did you establish the Joint Venture on award of the contract ? | | | | | | | | |
| | | | NO | YES | NO | NO | | |
| Did you establish the Joint Venture after award of the contract ? | | | | | | | | |

| | | | | | | | | |
|---|--|--|---------------|---------------|-----|-----|--|--------------|
| | | | NO | NO | NO | NO | | |
| Was the Joint Venture agreement comprehensive? | | | | | | | | |
| | | | YES | YES | YES | YES | | YES |
| Where did the Joint venture agreement lack in clarity, and result in a dispute, if any? | | | | | | | | |
| | | | N.A. | N.A | N.A | N.A | | N.A |
| Was the contract completed successfully? | | | | | | | | |
| | | | YES (to date) | YES (to date) | YES | YES | | YES(to date) |
| Did you complete the contract on time? | | | | | | | | |
| | | | YES (to date) | YES (to date) | YES | YES | | YES(to date) |
| If you had a choice, would you form a JV again with the same partner? | | | | | | | | |
| | | | YES | YES | YES | YES | | YES |
| Would you form a JV again with another partner? | | | | | | | | |
| | | | YES | YES | YES | YES | | NO |
| Would you never enter into a JV again? | | | | | | | | |
| | | | NO | NO | NO | NO | | NO |
| Do you feel you JV partner took advantage of you through the contract? | | | | | | | | |
| | | | NO | NO | YES | YES | | NO |
| Do you think that a JV is worthwhile forming? | | | | | | | | |
| | | | YES | YES | YES | YES | | YES |
| Have you formed a joint venture with the same partner on other public sector projects? | | | | | | | | |
| | | | NO | | NO | NO | | NO |
| Have you formed a joint venture with the same partner on other private sector projects? | | | | | | | | |
| | | | NO | | YES | YES | | NO |

B. JOINT VENTURES: QUESTIONNAIRE ON RELATIONSHIPS

SECTION 1

| | | | | | | | | |
|---|----------------------------|-----------------------|------------------------|-----------------------------------|----------------------------|-----------------------------------|----------------------------|-----------------------------------|
| JOINT VENTURE NAME | Group 5/ Mnomzana | | Alfdav/ SBT | | Group 5/ Makhosi | | Group 5/ Makhosi | |
| Joint Venture Partners | Group 5 Building | Mnomzana Projects cc | Alfdav Construction cc | SBT Construction | Group Five Building | Makhosi Projects (Pty) Ltd | Group 5 Building | Makhosi Projects |
| Contract Number | 960134 | | 970152 | | 960344 | | 970178 | |
| Sector | General | General | General | General | General | General | General | General |
| Principle Business Activities | Building | Building | Building, Civil | Building | Building | Building, Civil | Building | Building, Civils |
| Prior to JV, what was largest contract which you have handled on your own, or in a JV? | | | | | | | | |
| On Own In Joint Venture Type of Contract | >R25m >R25m Building | R750k-R1m Building | R3m-R5m Building | R20m-R25m R5m-R10m Building | >R25m >R25m Building | R10m-R15m,C R20m-R25m,B | >R25m >R25m Building | R10m-R15m,C R20m-R25m,B |
| After the contract, what was your next largest job, either on your own, or as a joint venture? | | | | | | | | |
| On Own In Joint Venture Type of Contract | >R25m >R25m Building | R2m-R3m Building | R750k-R1m Building | R10m-R15m Building | >R25m >R25m Building | R5m-R10m R20m-R25m Building | >R25m >R25m Building | R5m-R10m R15m-R20m Building |
| What is your estimated annual average turnover? | | | | | | | | |
| | >R25m | R500k-R1m | R1m-R2m | >R25m | >R25m | R20m-R25m | >R25m | R20m-R25m |
| Have you entered into a Joint Venture prior to this contract? | | | | | | | | |
| | YES | NO | YES | YES | YES | NO | YES | YES |
| If yes, then how many? | | | | | | | | |
| | Many | | A Couple | Many | Many | | Many | One |
| Have you entered into a Structured Joint Venture since this contract i.e. joint venture in terms of the TP1 (APP1) or TP2 (APP2) specification? | | | | | | | | |
| | Yes | NO | NO | NO | YES | YES | YES | YES |
| If yes, then how many? | | | | | | | | |
| | A Couple | | | NO | A Couple | A Couple | A Couple | One |

SECTION 2

| | | | | | | | | |
|--|-----|-----|-----|-----|-----|-----|-----|-----|
| JOINT VENTURE NAME | | | | | | | | |
| 2.1 Are you aware of the definition for an Affirmable Business Enterprise? | | | | | | | | |
| | YES | YES | YES | YES | YES | YES | YES | YES |
| 2.2 At the time of the contract in question, would you fall within the definition of an ABE? | | | | | | | | |
| | NO | YES | YES | NO | NO | YES | NO | YES |
| 2.3 Do you fall within the ABE definition as you are today? | | | | | | | | |
| | NO | YES | YES | NO | NO | NO | NO | NO |

SECTION 3

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| JOINT VENTURE NAME | | | | | | | | |
| When you formed a Joint Venture for this contract would the company be classified as: | | | | | | | | |
| Contractor who generates > 75% of turnover as a Prime Contractor | X | X | X | X | X | X | X | X |
| Contractor who generates > 25% of turnover as a Prime Contractor | | | | | | | | |
| Labour-only sub-contractor | | | | | | | | |

| | | | | | | | | |
|--|----|-----|-----|----|----|-----|----|-----|
| Manufacturer | | | | | | | | |
| Supplier | | | | | | | | |
| Professional Service Provider | | | | | | | | |
| Other Service Provider | | | | | | | | |
| Other, Specify | | | | | | | | |
| Did you form the Joint Venture for capacity reasons? | | | | | | | | |
| | NO | YES | YES | NO | NO | YES | NO | YES |
| | | | | | | | | |
| If yes, what was lacking? | | | | | | | | |

| | | | | | | | | |
|---|-----|-----|-----|-----|-----|-----|-----|-----|
| <u>Expertise</u> | | | | | | | | |
| Management expertise | | | X | | | | | |
| Legal expertise | | X | X | | | | | |
| Contract Admin expertise | | X | X | | | X | | X |
| Client Liaison Expertise | | | | | | | | |
| <u>Property</u> | | | | | | | | |
| Plant (Major & Minor) | | X | | | | X | | X |
| Equipment | | X | | | | X | | X |
| Premises | | | X | | | | | |
| <u>Capital</u> | | | | | | | | |
| Start-up capital | | X | X | | | X | | X |
| Capital to first certificate | | X | X | | | X | | X |
| Capital between certificates | | X | X | | | X | | |
| Sureties | | X | X | | | X | | X |
| Guarantees | | X | | | | X | | |
| Finance for retention | | X | | | | | | |
| <u>Efforts</u> | | | | | | | | |
| No suitable staff in employ | | X | | | | | | |
| No suitable staff available | | | | | | X | | |
| <u>Skills</u> | | | | | | | | |
| Staff did not have skills | | X | | | | X | | |
| Staff with skills not available | | | | | | | | |
| <u>Knowledge</u> | | | | | | | | |
| Staff could not perform contract, due to | | | | | | | | |
| - | | | | | | | | |
| Technical knowledge | | | | | | | | |
| Management knowledge | | | X | | | X | | X |
| Organisation/admin knowledge | | | X | | | X | | X |
| Did the Joint Venture partner perform the functions which were lacking? | | | | | | | | |
| | | YES | YES | | | YES | | YES |
| Did they perform them adequately? | | | | | | | | |
| | | YES | YES | | | YES | | YES |
| If TP1 was used; Was the Joint Venture formed to meet the Contract Participation Goal? | | | | | | | | |
| | N.A | N.A | YES | N.A | YES | YES | YES | YES |
| Was the Joint Venture formed to achieve Affirmative Action Milestone credits towards the Contract Participation Goal? | | | | | | | | |
| | N.A | N.A | | | YES | YES | YES | YES |

ABEs only Did you the ABE partner benefit more as a Joint Venture Partner than as a sub-contractor?

| | | | | | | | | |
|--|--|----|-----|--|--|-----|--|-----|
| | | NO | YES | | | YES | | YES |
|--|--|----|-----|--|--|-----|--|-----|

If yes, then in what way?

| | | | | | | | | |
|--|--|--|-------------------------------|--|--|----------------------------------|--|------------------------|
| | | | Greater responsibility, money | | | Exp. In Materials Mgmt, Gen Mgmt | | Exp. In Contract Admin |
|--|--|--|-------------------------------|--|--|----------------------------------|--|------------------------|

Do you think that this relationship provided you the ABE partner with opportunity to develop?

| | | | | | | | | |
|--|--|-----|-----|--|--|-----|--|-----|
| | | YES | YES | | | YES | | YES |
|--|--|-----|-----|--|--|-----|--|-----|

If yes, then in what way?

| | | | | | | | | |
|--|--|--|--------------------------------|--|--|--------------------|--|------------------------|
| | | | Technical skills, admin skills | | | Increased capacity | | Exp in large contracts |
| | | | | | | | | |

4. CONTROL OF THE JOINT VENTURE

| | | | | | | | | |
|--------------------|--|--|--|--|--|--|--|--|
| JOINT VENTURE NAME | | | | | | | | |
|--------------------|--|--|--|--|--|--|--|--|

What was the theoretical participation in the JV which your company enjoyed?

| | | | | | | | | |
|--|-------|-------|-------|-------|-------|-------|-------|-------|
| | 50/50 | 50/50 | 80/20 | 50/50 | 50/50 | 50/50 | 50/50 | 50/50 |
|--|-------|-------|-------|-------|-------|-------|-------|-------|

Were you the "lead partner" of the Joint Venture?

| | | | | | | | | |
|--|-----|----|-------|-----|-----|----|-----|----|
| | YES | NO | JOINT | YES | YES | NO | YES | NO |
|--|-----|----|-------|-----|-----|----|-----|----|

| | | | | | | | | |
|---|----|-----|-----|----|----|-----|----|-----|
| Did your company manage or control any resources which came from your JV Partner? | | | | | | | | |
| | NO | NO | YES | NO | NO | YES | NO | YES |
| Did your JV Partner manage or control any of your resources? | | | | | | | | |
| | NO | YES | NO | NO | NO | YES | NO | YES |
| How much control did your company exercise over the Joint venture, in your opinion? | | | | | | | | |
| | 80 | 0 | 50 | 60 | 50 | 58 | 50 | 55 |

5 NATURE OF THE RELATIONSHIP

| | | | | | | | | |
|--|-----|-----|-----|-----|-----|-----|-----|-----|
| | | | | | | | | |
| Did you establish the Joint Venture before the Tender was submitted? | | | | | | | | |
| | YES | NO | YES | YES | YES | YES | YES | YES |
| Did you sign a form of intent to form the Joint Venture at Tender stage? | | | | | | | | |
| | YES | NO | NO | NO | YES | YES | YES | YES |
| Did you establish the Joint Venture on award of the contract ? | | | | | | | | |
| | NO | YES | YES | NO | NO | NO | NO | NO |
| Did you establish the Joint Venture after award of the contract ? | | | | | | | | |

| | | | | | | | | |
|---|-----|------------------------------|-----|-------------|-------------|-------------|-------------|-------------|
| | NO | NO | NO | NO | NO | NO | NO | NO |
| Was the Joint Venture agreement comprehensive? | | | | | | | | |
| | YES | YES | NO | YES | YES | NO | YES | YES |
| Where did the Joint venture agreement lack in clarity, and result in a dispute, if any? | | | | | | | | |
| | N.A | Agreement ignored by Group 5 | N.A | No problems | No problems | No problems | No problems | No problems |
| Was the contract completed successfully? | | | | | | | | |
| | YES | YES | YES | YES | YES | YES | YES | YES |
| Did you complete the contract on time? | | | | | | | | |
| | YES | YES | YES | YES | YES | YES | YES | YES |
| If you had a choice, would you form a JV again with the same partner? | | | | | | | | |
| | YES | NO | NO | YES | YES | YES | YES | YES |
| Would you form a JV again with another partner? | | | | | | | | |
| | YES | YES | YES | NO | YES | YES | YES | YES |
| Would you never enter into a JV again? | | | | | | | | |
| | NO | YES | NO | NO | NO | NO | NO | NO |
| Do you feel you JV partner took advantage of you through the contract? | | | | | | | | |
| | NO | YES | NO | NO | NO | YES | NO | YES |
| Do you think that a JV is worthwhile forming? | | | | | | | | |
| | YES | YES | YES | YES | YES | YES | YES | YES |
| Have you formed a joint venture with the same partner on other public sector projects? | | | | | | | | |
| | NO | NO | NO | NO | YES | YES | NO | YES |
| Have you formed a joint venture with the same partner on other private sector projects? | | | | | | | | |
| | NO | NO | NO | NO | NO | YES | NO | NO |

JOINT VENTURES: QUESTIONNAIRE ON RELATIONSHIPS
SECTION 1

| | | | | | | | | |
|--|----------------------|---------------------------------|----------------------|---------------------------------|----------------------------|--------------------------------------|----------------------------|--|
| JOINT VENTURE NAME | Edilcon/Kronen | | Edilcon/Kronen | | Elmo/Stocks | | Stocks/Biyana | |
| Joint Venture Partners | Edilcon Construction | Kronen Construction & Paving cc | Edilcon Construction | Kronen Construction & Paving cc | Stocks & Stocks | Elmo Projects | Stocks & Stocks | |
| Contract Number | 980003 | | 970337 | | 970260 | | 970412 | |
| Sector | General | General | General | General | General | General | General | |
| Principle Business Activities | Building | Building & Civils | Building | Civil & Building | Building Construction | Building, General Construction | Building | |
| Prior to JV, what was largest contract which you have handled on your own, or in a JV? | | | | | | | | |
| On Own In Joint Venture Type of Contract | >R25m Building | R5m-R10m Building | >R25m Building | R750k-R1m Building | >R25m >R25m Building | R500k-R750k R10m-R15m Building | >R25m >R25m Building | |
| After the contract, what was your next largest job, either on your own, or as a joint venture? | | | | | | | | |
| On Own In Joint Venture Type of Contract | >R25m Building | None | >R25m Building | R5m-R10m | >R25m >R25m Building | No Work No Work | >R25m >R25m Building | |
| What is your estimated annual average turnover? | | | | | | | | |
| | >R25m | R1m-R2m | >R25m | R1m-R2m | >R25m | R1m-R2m | >R25m | |
| Have you entered into a Joint Venture prior to this contract? | | | | | | | | |
| | YES | YES | NO | NO | YES | YES | YES | |
| If yes, then how many? | | | | | | | | |
| | ONE | ONE | | | MANY | A Couple | MANY | |
| Have you entered into a Structured Joint Venture since this contract i.e. joint venture in terms of the TP1 (APP1) or TP2(APP2) specification? | | | | | | | | |
| | NO | NO | NO | YES | YES | NO | YES | |
| If yes, then how many? | | | | | | | | |
| | | N.A | | ONE | SEVERAL | | SEVERAL | |

SECTION 2

| | | | | | | | | |
|--|-----|-----|-----|-----|-----|-----|-----|--|
| JOINT VENTURE NAME | | | | | | | | |
| 2.1 Are you aware of the definition for an Affirmable Business Enterprise? | | | | | | | | |
| | YES | YES | YES | YES | YES | YES | YES | |
| 2.2 At the time of the contract in question, would you fall within the definition of an ABE? | | | | | | | | |
| | NO | YES | NO | YES | NO | YES | NO | |
| 2.3 Do you fall within the ABE definition as you are today? | | | | | | | | |
| | NO | YES | NO | YES | NO | YES | NO | |

SECTION 3

| | | | | | | | | |
|---|---|---|---|---|---|---|---|--|
| JOINT VENTURE NAME | | | | | | | | |
| When you formed a Joint Venture for this contract would the company be classified as: | | | | | | | | |
| Contractor who generates > 75% of turnover as a Prime Contractor | X | X | X | X | X | X | X | |

| | | | | | | | | |
|--|----|----|--|----|----|-----|----|--|
| Contractor who generates > 25% of turnover as a Prime Contractor | | | | | | | | |
| Labour-only sub-contractor | | | | | | | | |
| Manufacturer | | | | | | | | |
| Supplier | | | | | | | | |
| Professional Service Provider | | | | | | | | |
| Other Service Provider | | | | | | | | |
| Other, Specify | | | | | | | | |
| Did you form the Joint Venture for capacity reasons? | | | | | | | | |
| | NO | NO | | NO | NO | YES | NO | |
| | | | | | | | | |
| If yes, what was lacking? | | | | | | | | |

| | | | | | | | | |
|---|-----|-----|-----|-----|-----|-----|-----|--|
| <u>Expertise</u> | | | | | | | | |
| Management expertise | | | | | | X | | |
| Legal expertise | | | | | | X | | |
| Contract Admin expertise | | | | | | X | | |
| Client Liaison Expertise | | | | | | | | |
| <u>Property</u> | | | | | | | | |
| Plant (Major & Minor) | | | | | | X | | |
| Equipment | | | | | | X | | |
| Premises | | | | | | X | | |
| <u>Capital</u> | | | | | | | | |
| Start-up capital | | | | | | X | | |
| Capital to first certificate | | | | | | X | | |
| Capital between certificates | | | | | | X | | |
| Sureties | | | | | | X | | |
| Guarantees | | | | | | X | | |
| Finance for retention | | | | | | | | |
| <u>Efforts</u> | | | | | | | | |
| No suitable staff in employ | | | | | | X | | |
| No suitable staff available | | | | | | | | |
| <u>Skills</u> | | | | | | | | |
| Staff did not have skills | | | | | | X | | |
| Staff with skills not available | | | | | | | | |
| <u>Knowledge</u> | | | | | | | | |
| Staff could not perform contract, due to | | | | | | | | |
| - | | | | | | | | |
| Technical knowledge | | | | | | X | | |
| Management knowledge | | | | | | X | | |
| Organisation/admin knowledge | | | | | | X | | |
| Did the Joint Venture partner perform the functions which were lacking? | | | | | | | | |
| | | | | | | YES | | |
| Did they perform them adequately? | | | | | | | | |
| | | | | | | YES | | |
| If TP1 was used: Was the Joint Venture formed to meet the Contract Participation Goal? | | | | | | | | |
| | YES | YES | YES | YES | YES | YES | YES | |
| Was the Joint Venture formed to achieve Affirmative Action Milestone credits towards the Contract Participation Goal? | | | | | | | | |
| | YES | YES | YES | YES | YES | YES | YES | |

| | | | | | | | | |
|--|--|---------------------------|--|---------------------------|--|---------------------------------|--|--|
| ABEs only Did you the ABE partner benefit more as a Joint Venture Partner than as a sub-contractor? | | | | | | | | |
| | | NO | | NO | | YES | | |
| If yes, then in what way? | | | | | | | | |
| | | Partner ignored agreement | | Partner ignored agreement | | Contract Share, acquired skills | | |
| Do you think that this relationship provided you the ABE partner with opportunity to develop? | | | | | | | | |
| | | NO | | NO | | YES | | |
| If yes, then in what way? | | | | | | | | |
| | | | | | | Exposure | | |
| | | | | | | | | |

4. CONTROL OF THE JOINT VENTURE

| | | | | | | | | |
|--|-------|-------|-------|-------|-------------|-------|-------------|--|
| JOINT VENTURE NAME | | | | | | | | |
| What was the theoretical participation in the JV which your company enjoyed? | | | | | | | | |
| | 70/30 | 30/70 | 70/30 | 50/50 | 50/50 | 50/50 | 50/50 | |
| Were you the "lead partner" of the Joint Venture? | | | | | | | | |
| | YES | NO | YES | NO | Equal Split | YES | Equal Split | |

| | | | | | | | |
|---|-----|----|----|----|-----|-----|-----|
| Did your company manage or control any resources which came from your JV Partner? | | | | | | | |
| | NO | NO | NO | NO | YES | YES | YES |
| Did your JV Partner manage or control any of your resources? | | | | | | | |
| | NO | NO | NO | NO | YES | YES | YES |
| How much control did your company exercise over the Joint venture, in your opinion? | | | | | | | |
| | 100 | 0 | 85 | 30 | 50 | 50 | 60 |

5 NATURE OF THE RELATIONSHIP

| | | | | | | | |
|--|-----|-----|-----|-----|-----|-----|-----|
| | | | | | | | |
| Did you establish the Joint Venture before the Tender was submitted? | | | | | | | |
| | YES | YES | YES | YES | NO | YES | NO |
| Did you sign a form of intent to form the Joint Venture at Tender stage? | | | | | | | |
| | YES | YES | YES | YES | NO | YES | YES |
| Did you establish the Joint Venture on award of the contract ? | | | | | | | |
| | NO | NO | NO | NO | YES | NO | YES |
| Did you establish the Joint Venture after award of the contract ? | | | | | | | |

| | | | | | | | | |
|---|---------------|--------------|-------------------|-----|-----|-----|---------------|--|
| | NO | NO | NO | NO | NO | NO | NO | |
| Was the Joint Venture agreement comprehensive? | | | | | | | | |
| | YES | YES | YES | YES | YES | YES | YES | |
| Where did the Joint venture agreement lack in clarity, and result in a dispute, if any? | | | | | | | | |
| | N.A | No | N.A | No | N.A | N.A | N.A | |
| Was the contract completed successfully? | | | | | | | | |
| | YES (To Date) | YES(to date) | YES | YES | YES | YES | YES (To Date) | |
| Did you complete the contract on time? | | | | | | | | |
| | YES (To Date) | YES(to date) | YES | YES | YES | YES | YES (To Date) | |
| If you had a choice, would you form a JV again with the same partner? | | | | | | | | |
| | NO | NO | NO | NO | YES | YES | YES | |
| Would you form a JV again with another partner? | | | | | | | | |
| | NO | YES | NO | YES | YES | NO | YES | |
| Would you never enter into a JV again? | | | | | | | | |
| | YES | NO | YES | NO | NO | NO | NO | |
| Do you feel you JV partner took advantage of you through the contract? | | | | | | | | |
| | NO | YES | NO | YES | NO | NO | NO | |
| Do you think that a JV is worthwhile forming? | | | | | | | | |
| | NO | YES | NO | YES | YES | YES | YES | |
| Have you formed a joint venture with the same partner on other public sector projects? | | | | | | | | |
| | YES | YES | None(previously) | YES | YES | NO | YES | |
| Have you formed a joint venture with the same partner on other private sector projects? | | | | | | | | |
| | NO | NO | NO | NO | NO | NO | NO | |

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