



# NAACAM SHOW DUBAN ICC 2017

SOUTH AFRICA'S AUTOMOTIVE  
COMPONENT INITIATIVE



The National Association of Automotive Component and Allied Manufacturers of South Africa (NAACAM) is pleased to announce that the inaugural NAACAM Show will take place at the ICC Durban from April 5-7 2017.

The Show will be hosted every two years as a platform from which to grow the automotive component and related manufacturing sectors in South Africa, & will run concurrently and in partnership with the Durban Automotive Cluster's National Localisation Indaba.

▶ Registration now open: [www.naacamshow.co.za](http://www.naacamshow.co.za)  
For more information contact:  
[support@inkanyezi.co.za](mailto:support@inkanyezi.co.za) or +27 (0)861 101 475

## NAACAM NEWS Issue 46: July 2016

### from the office

**W**e have had very exciting developments over the past two months.

Firstly we announced the NAACAM Show, which will take place from April 5<sup>th</sup> to 7<sup>th</sup>. You will see the complete announcement on page 3 of this newsletter, but let me highlight a few points.

The Show will be focussed entirely on the promotion of the South African automotive manufacturers and will showcase the capabilities, successes and potential of the component manufacturers. Unlike all other past shows we will not allow any foreign component manufacturers to exhibit, but of course we will encourage foreign visitors' attendance at the Show. In addition, where an overseas company can provide technology and services to assist local manufacturers, such as engineering, R&D, tooling, equipment and related products which are not made in South Africa, they will be welcome to participate.

The exhibition will also encourage all companies involved in the automotive supply chain, such as raw materials, logistics, financial services and so on, to make known their offerings so that we can demonstrate to foreign buyers and potential investors that South Africa is a viable and capable source of automotive products.

We are very pleased that the National Localisation Indaba, an initiative of the Durban Automotive Cluster which attracted over 300 decision makers last year, has agreed to be part of our Show. This will ensure that all major localisation promotion activities are centred on the NAACAM Show. Furthermore, the South African Automotive Week (SAAW), which has been held for several years and which was planned for October 2016 has been cancelled, which will add to the emphasis on the NAACAM Show. The SAAW organisers, Inkanyezi, won the tender for our Show and their experience will be valuable in rolling out our initial event.

I haven't even touched on the two-day Conference which will include a number of practical panel discussions, the networking B2B arrangements and the other events planned to coincide with the NAACAM Show. Over the next few months we will provide further details of all these events, but for now, let me just remind you to diarise April 5<sup>th</sup> to 7<sup>th</sup> in Durban – BE THERE!

Secondly, the other major (and ongoing) event is the study being conducted for the dti on the 2035 Automotive Masterplan. As announced in the last issue of this newsletter, this is probably the most important review of the South African automotive industry ever conducted as it will determine our future for the next fifteen years. We can report that progress is on schedule - NAACAM as well as many of our members have been interviewed and NAACAM representatives have attended the report back meetings and provided comments and input on various key issues, and we will continue to do so.

We are also planning an emphasis over the next few months on Black Economic Empowerment. Many of our members are struggling to find ways to become compliant with the amended B-BBEE Codes of Good Practice and for that reason the NAACAM Human Resources Working Group, under the leadership of Gary Keen, is working on a strategy to assist members in developing their empowerment activities so that all members of the South African population can participate more effectively in the South African economy. The recent letter from NAACAM President, Dave Coffey, to all members on this subject clearly emphasised our transformation commitment. Dave said: "As you are aware Gary Keen heads up our B-BBEE working group; he will be co-ordinating a B-BBEE information sharing process that will go beyond education on the codes by sharing options and success stories in achieving compliance. We need to take this B-BBEE compliance matter seriously and do everything practically possible that is commercially viable to comply."

Finally, I am pleased to advise that the NAACAM Executive Committee has appointed a new Executive Director who will commence on September 1<sup>st</sup> and is someone I have known for several years. The announcement will be made early in August and I can assure you that the appointee will undoubtedly add a fresh perspective to NAACAM's future and soon strengthen it after over a year without a fulltime leader. I am sure that he will write the next edition of FTO to you, so as this will be my last one let me wish all members everything of the best for the years ahead and thank you for your involvement with NAACAM – remember it is your association and will only be as successful as you make it!

*Roger Pitot*



e-Mail: [director@naacam.co.za](mailto:director@naacam.co.za)  
GPS Co-ordinates: S26°08'13" E28°11'23"

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## METAIR EXPANDS RENEWABLE ENERGY OFFERING WITH STRATEGIC ACQUISITION

**Energy Storage business acquires 25% of East Africa's largest battery and solar power manufacturer**

- **Expands global reach and renewable energy product offering**
- **Includes high growth solar energy business with expansion opportunities**
- **Enables African growth supported by strong relationships and regional expertise**
- **Supports Metair's balancing strategy with exposure to aftermarket**

**Metair**, a leading international manufacturer, distributor and retailer of energy storage solutions and automotive components, has acquired a 25% shareholding in a Kenya based private company, Associated Battery Manufacturers East Africa Ltd ("ABMEAL") and its subsidiaries, for a total consideration of USD 7.3 million.

Theo Look, Metair's Managing Director commented: "This transaction ticked critical boxes for us as it expands our capabilities in the renewable energy field, which is a key growth area of our Energy Storage business globally. ABMEAL's solar business is particularly exciting and we believe that there are significant synergies to explore."

Established in 1963, ABMEAL is the largest lead acid battery manufacturer in East and Central Africa with a 60% market share in Kenya and a total production capacity of approximately one million batteries per year. ABMEAL's primary business is the manufacture of batteries under the Chloride Exide brand, which Metair owns in South Africa. Kenya, as a manufacturing destination, forms part of the Common Market for Eastern and Southern Africa ("COMESA") which provides access to new markets for Metair.

Solinc, one of ABMEAL's subsidiary companies specialises in the manufacture of solar panels which is significant in terms of Metair's focus on energy storage and the growing need for renewable energy sources globally. Solar panels are sold and distributed with solar batteries produced by ABMEAL. The market for this technology in the region is growing with Solinc increasingly contributing to ABMEAL's performance.

The business is fully integrated with its own lead recycling facilities, supplying 100% of its raw lead material needs, and a plastic manufacturing subsidiary which supplies its battery casings. ABMEAL's subsidiaries market, sell and distribute the batteries throughout the region, including Tanzania and Uganda, where they own distribution centres.

"We look forward to working with ABMEAL's strong management to leverage their well-established regional network, grow other markets and strengthen business relationships, especially where automotive manufacturers have a presence," added Look.

Importantly, the transaction enables Metair to establish a strong position in the growing East African market, which is attracting interest from a number of international market participants, and ABMEAL's proximity to the North African region opens up an alternative route to supply that Original Equipment Manufacturer ("OEM") market.

Metair's internationally recognised Intellectual Property will be transferred to ABMEAL over time to improve efficiencies and grow the maintenance free battery market in East Africa.



## Eskom's Integrated Demand Management (IDM) programme

The Eskom IDM presentation which was recently delivered to the NAACAM EL-Border Regional Meeting is available. Please request the DropBox link from [helena@naacam.co.za](mailto:helena@naacam.co.za)

## NEW NAACAM MEMBERS

### BRINK TOWING SYSTEMS (Pty) Ltd

**Contact:** Mark Guttridge, Managing Director  
**e-mail:** [mark.guttridge@brink.eu](mailto:mark.guttridge@brink.eu)  
**Contact:** Bridget Buis, Financial Manager  
**e-mail:** [bridget.buis@brink.eu](mailto:bridget.buis@brink.eu)  
**Tel:** +27 (0)33 401 0120  
**Fax:** +27 (0)86 605 1729  
**Website:** [www.brink.eu](http://www.brink.eu)

The Brink Group develops and produces tow bars in close cooperation with most leading car manufacturers across the globe. Each tow bar is developed and tested either in the Brink Towing 3D Test Centre in Staphorst, Holland or in our local Test Centre in Pietermaritzburg to comply with the strictest local and international standards to ensure easy installation and safe usage under the heaviest circumstances.

**Quality Rating:** ISO TS 16949/ISO 9001/ISO 17025

**B-BBEE Rating:** Level 6

### ENTERPRISE DEVELOPMENT CONSULTANTS

**Contact:** Greg Billson, Managing Director  
**e-mail:** [greg@edc-consultants.co.za](mailto:greg@edc-consultants.co.za)  
**Tel:** +27 (0)41 373 7711  
**Fax:** +27 (0)86 766 6949  
**Website:** [www.edc-pe.com](http://www.edc-pe.com)

Enterprise Development Consultants (EDC) is a privately owned consultancy practice that specializes in Department of Trade & Industry and Industrial Development Corporation related investment incentives. The Automotive Investment Scheme is one of the programmes that we assist companies in the automotive sector with. The following services would be incumbent in EDC's consultancy offering:

- Regular meetings to facilitate entity structuring to maximise incentive benefits
- Management of the incentive process from application submission through to final grant receipt
- Performance driven fee structure to promote mutualism

**B-BBEE Rating:** Level 4



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WEBSITE	<a href="http://www.iquadts.co.za">www.iquadts.co.za</a>



# NAACAM SHOW DATES ANNOUNCED

**W**e are excited to confirm that the inaugural NAACAM Show will take place at the ICC Durban from April 5-7, 2017.

The Show will run concurrently and in partnership with the Durban Automotive Cluster's National Localisation Indaba (NLI) and make a tangible contribution to our members' business as NAACAM promotes the drive for higher levels of localisation, value-added and market access opportunities. The NAACAM Show is closely aligned with the objectives of the Automotive Supply Chain Competitiveness Initiative (ASCCI) and the Department of Trade and Industry to grow local value added, exports and GDP.

The Show includes an exhibition showcasing local supplier capability as well as identification of imported components with localisation potential; industry support organisations and service providers; a conference with panel discussions, as well as themed workshops on the issues crucial to the success of the industry; business networking opportunities and, via the NLI, match-making between local suppliers and buyers, export customers and foreign investors.

As a NAACAM owned and driven initiative, the NAACAM Show is shaped and informed by our members' (your) interests. A steering committee of NAACAM members has been established to oversee the Show's delivery; these members are Simon Ledgerwood,

Ralph Streitburger, Wolfgang Ropertz, Andrew Velleman and Dave Coffey. We ask that you give input to any of these steering committee members in order that we deliver a world class event that adds value to your business and accommodates your needs.

Below is an industry announcement regarding the NAACAM Show which outlines in more detail the objectives of the Show. I urge you to diarise the dates, make early travel arrangements and engage our appointed events company, Inkanyezi, on sponsorship, exhibition, sales and marketing opportunities.

For enquiries around partnership opportunities please contact our appointed events company Inkanyezi at: 0861 101475, or email [andrew@inkanyezi.co.za](mailto:andrew@inkanyezi.co.za). The NAACAM Show website, which will contain more comprehensive detail and schedules will go live over the next few weeks, so watch this space.

Support from NAACAM members is crucial to deliver the high profile, world class automotive supply chain focused event planned and to realise its value as a platform upon which to develop the automotive industry in South Africa. I look forward to seeing you on April 5, 2017.

Yours sincerely  
**Dave Coffey**

*The National Association of Automotive Components and Allied Manufacturers of South Africa (NAACAM) is pleased to announce that the inaugural NAACAM Show will take place at the ICC Durban from April 5-7 2017.*

*The Show will be hosted every two years as a platform from which to grow the automotive component and related manufacturing sectors in South Africa, and will run concurrently and in partnership with the Durban Automotive Cluster's National Localisation Indaba, NAACAM President Dave Coffey said.*

*Coffey said a unified effort was required from all South Africa's automotive stakeholders, including government, to respond to the challenges facing South Africa's manufacturers.*

*These include increased market access, higher local content and export readiness, which must be underpinned by appropriate enabling legislation and the supply chain's efforts at continuous improvement and maintaining international certified standards, he said.*

*"In the context of weak local new vehicle sales, an increase in the range and volumes of local manufactured components is essential to the survival and growth of component manufacturing companies in South Africa and the NAACAM Show has a big vision in driving this objective," Coffey said.*

*The overall objectives of the NAACAM Show are to deliver a premier event that:*

- Showcases the capability of the South African automotive industry and in particular the component sector;
- Incorporates a conference and panel discussions with world class speakers;
- Is fully endorsed by the dti and aligned with the support that the dti affords the automotive industry;
- Is hosted every two years and receives the full support of all stakeholders in and related to the automotive industry and

- its supply chain;
- Promotes further localisation of components through the stream at both the OEM and Tier 1, 2 and 3 suppliers;
- Links potential Tier 2/3 to Tier 1 suppliers;
- Provides networking opportunities for suppliers of capital equipment, logistics and other services to network with component manufacturers
- Attracts multinational component suppliers to participate;
- Facilitates the transfer of technology to local suppliers;
- Has a focus on linking and developing BBBEE suppliers in the automotive supply chain, and
- Attracts Global OEM Purchasing Managers to attend and participate.

*Coffey confirmed that following an open tender process Inkanyezi Events would, under the guidance of NAACAM's Steering Committee, manage the NAACAM Show, which would include an exhibition, workshops and networking functions.*

*"We are confident in the experience of Inkanyezi to deliver NAACAM's vision of the NAACAM Show as a powerful platform for trade, investment and meaningful engagement between suppliers and buyers," Coffey said.*

*Coffey said the NAACAM Show would be closely aligned with the objectives of the Automotive Supply Chain Competitiveness Initiative (ASCCI) and the Department of Trade and Industry to grow local value added, exports, employment and GDP.*

*The NAACAM Show was open to all stakeholders in the automotive value chain, including non-NAACAM members. He added that the local vehicle manufacturers, through NAAMSA, had endorsed their support for this important event.*

**For enquiries around partnership opportunities please contact Inkanyezi at: 0861 101475, or email: [andrew@inkanyezi.co.za](mailto:andrew@inkanyezi.co.za)**



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# Outline of the Auto Industry 2035 Masterplan Project

## Project purpose

*To develop policy recommendations and a broader industry development framework to support the growth of the domestic auto sector and optimize its contribution to the SA economy.*

## Project Objectives

- o Complete a comprehensive review of SA's auto policy status quo
- o Develop a national auto industry masterplan to 2035
- o Develop policy recommendations for the DTI following the conclusion of the APDP in 2020

## SA-Specific Policy Objectives

- o Encourage additional, sustainable SA auto sector investment
- o Position SA as central player in vehicle production within Sub-Saharan Africa
- o Create sustainable employment opportunities
- o Assist the deepened industrialisation of the national economy

## Project deliverables

- o Comprehensive SA auto industry masterplan through to 2035, including policy recommendations to accelerate the SA auto industry's development post-2020 - assisting OEMs and auto component manufacturers to support SA's broader industrialisation objectives
- o Detailed CBA of potential enabling policies, including benchmarks of successful comparator economies
- o Broad industry stakeholder support for the masterplan and policy development process

## Project scope

- o Light vehicle production (passenger cars and light commercial vehicles)
- o Medium and heavy commercial vehicle production (trucks and buses)
- o Off-highway vehicle production (for construction, mining and agriculture)
- o Motorcycle production
- o Automotive component production

## Project phases

To achieve its deliverables, the project comprises five focus areas, each of which has been compiled into a project phase:

1. Review of the status quo of the SA auto industry, particularly the impact of the APDP and the AIS
2. Global auto industry masterplan and associated policy analysis
3. Detailed comparator auto industry masterplan and policy analysis
4. Evaluation of auto masterplan options for SA through to 2035 and associated testing of these options with an IRG (Industry Reference Group) and EOC (Executive Oversight Committee)
5. Evaluation of potential policy options post 2020 and the generation of clear SA auto policy recommendations for testing with an IRG and EOC

The **Project Team** will be lead by Dr Justin Barnes and will comprise Mr Douglas Comrie, Prof Anthony Black, Ms Tamryn Hartogh and Mr Musa Nxenga.

## Brink Towing Systems reaches record volumes

**T**owbar manufacturer, Brink Towing Systems South Africa, has ramped up its production capacity and recently commissioned two new robotic welding stations as part of a R3.5-million investment in their Pietermaritzburg facility.

This comes on the back of record volumes in April, with more than 6,000 towbars for Ford Ranger/Everest delivered and a further 4,000 units made for Toyota Hilux/Fortuner. The company, which celebrates its 10th anniversary in June, is on track to produce 80,000 units this year.

Says Brink managing director Mark Gutridge: "This latest capital expenditure is part of our ongoing commitment to being South Africa's foremost manufacturer of premium-quality towbars and a supplier of towbars and related products to the country's OEMs. As well as supplying Ford Motor Company South Africa and Toyota South Africa with locally-made products for both local consumption and export, we also import tow bars for the vast majority of vehicles available here, from our parent company in Holland."



The company prides itself on turn-key solutions and full product compatibility, which includes providing wiring harnesses and on-line fitment support, to ensure systems such as trailer recognition systems and lighting are not compromised in an age of increasingly sophisticated vehicles.





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## PFK INJECTION MOULDING CAPACITY

PFK has two “state of the art” KraussMaffei 300 CX plastic injection moulding machines situated in a modern facility which have spare capacity to engage in contract manufacture.

These machines currently produce all plastics for the Ford Ranger instrument cluster, including the clear lens. All material is automatically fed to the machines via a modern AEC material drying system.

### Some key specifications are as follows:

- Maximum mould dimension (Clear Width) - 630 x 630 mm
- Minimum mould thickness (mould installation height) - 330 mm (PFK can add backing to increase the thickness)
- Maximum Daylight - 1150 mm (maximum open width of machine)
- Maximum Shot weight PS - 393g
- Minimum Shot weight PS - typical 100g

Further specification details can be supplied on request.



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## About the East Cape Automotive Industry Forum

The East Cape Automotive Industry Forum (ECAIF) is a network for automotive component manufacturers in the Eastern Cape to drive competitiveness, grow their businesses and the sector through coordinated development and unlocking synergies utilising cluster-based initiatives.

Membership of the cluster is open to all automotive component manufacturers (Tier 1, 2 and 3 manufacturers) with operations in the Eastern Cape Province. Although membership is restricted to manufacturers, following cluster principles the ECAIF forges strategic linkages with specialised suppliers and service providers to manufacturers, as well as training organisations and key government departments and agencies.

The objective of ECAIF is to facilitate competitiveness of the Eastern Cape automotive component manufacturing sector and to drive initiatives that enable this competitiveness in order to contribute to the development of a strong, growing and dynamic automotive component manufacturing sector in the Province.

ECAIF has two Working Groups active in the Port Elizabeth/Uitenhage area (Logistics and Skills Development) and a combined Working Group in the Border/East London area.

The Logistics Working Group focuses on a number of topics on a monthly basis, namely:

- Transport and Logistics Project - the objective is to identify possible efficiency improvements and cost savings which can be achieved in transport and logistics for the automotive component manufacturers, and implement changes to bring the cost savings to book;
- B-BBEE & suppliers - sharing information on good B-BBEE suppliers; focus collective efforts on developing good B-BBEE suppliers to the sector;

- Cost Savings - generating cost savings through participation in ECAIF, and logging the cost savings with ECAIF to demonstrate the benefit of participation;
- Resource Utilization - sharing information on availability of waste products, and potential re-use by other members;
- Supply-Chain Development - development of Tier 2 and Tier 3 manufacturers, providing the opportunity for introduction to the automotive value chain, and broadening the supplier base.

The Skills Development Working Group focuses on developing the overall quality and pool of skills available to component manufacturers, skills development and training, and providing collaboration between members on internal / external training.

The Border/East London combined Working Group focuses on all the topics covered in the Logistics and Skills Development Working Group in the Port Elizabeth/Uitenhage area. They will possibly split at a later stage once the need arise for it to focus on specific topics and participation has grown.

In addition to the Working Group activities, ECAIF organizes programmes and activities relevant to members, such as the Pioneer Programme which enables peer-to-peer learning through workshops on best practice in manufacturing - such as resource efficiency, energy management and usage reduction, services optimization.

**If you require any information or would like to participate in any of the ECAIF activities, please contact the ECAIF Coordinator (info@ecaif.co.za), alternatively visit the ECAIF website (www.ecaif.co.za) for more information**



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### NAACAM QUARTERLY STATISTICAL SURVEY

Comparison of a sample of 78 companies for the 1st Quarters 2014, 2015 and 2016 (Rm)

	EMPLOYEES				CAPEX (Rm)	EXPORTS	
	Total	Monthly	Hourly	Contract		Direct to Customers	Total
2014	28 751	8 685	14 064	6 002	185,2	1 644,4	2 027,5
% Change	1,1	-3,9	2,8	4,2	13,9	1,9	-1,8
2015	29 064	8 348	14 463	6 253	211,1	1 675,8	1 991,9
% Change	-1,6	-7,7	7,1	-13,4	-24,7	18,7	14,3
2016	28 612	7 703	15 492	5 417	159,0	1 988,6	2 276,4

  

	SALES					
	Total	T/O OE	T/O OEM P&A	After-market	to other Cmp Mnfrs in SA	T/O Export via OEMs
2014	7 824,3	3 968,3	499,2	908,6	420,6	383,1
% Change	18,4	29,1	3,0	11,1	49,1	-17,5
2015	9 264,8	5 122,2	514,4	1 009,1	627,3	316,1
% Change	1,0	-4,5	-1,5	8,0	-5,1	-9,0
2016	9 358,2	4 889,5	506,7	1 090,1	595,5	287,8



There are still copies of the 2016 NAACAM Directory available. Please contact Bev on 011 392 4060 or email [bev@naacam.co.za](mailto:bev@naacam.co.za) to arrange collection.

### Commercial Vehicle Sales: 2012 - June 2016 (incl.)

	2012	2013	2014	2015	06/2016		2012	2013	2014	2015	06/2016
Chana	95					Mahindra	2,294	2,501	2,481	2,188	1149
Changan	96			124	16	MAN	1,719	1,768	1,880	1,605	649
Chery					2	Mazda	1,961	2,528	2,376	1,337	342
Chevrolet	19,324	18,330	16,726	16,685	5984	Mercedes	5,479	5,673	5,486	5,169	2370
Citroen	193	210	98	108	3	Mitsubishi	958	1,456	978	557	35
DAF	86	115	247	156	67	Nissan	29,173	27,521	28,642	31,637	12879
Daihatsu		1,202	991	44		Opel	231	154	140	9	
FAW		355	613	806	480	Peugeot	413	415	185	199	65
Fiat	593	852	605	404	234	Powerland				16	2
Ford	16,545	20,925	30,026	35,403	16820	Powerstar	484	522	474	483	221
Foton		686	763	113	23	Renault Trucks	644	518	518	182	159
Freightliner	1,272	1,417	1,243	1,127	382	Scania	1,332	1,626	2,031	2,505	992
Fuso	965	1,233	1,176	1,107	612	Ssangyong	40	52	30	53	4
GWM		4,979	1,825	1,397	345	Suzuki			67	27	70
Hino	3,295	3,461	3,423	3,601	1556	Tata, Cars				1,419	682
Hyundai		4,571	4,270	3,951	1865	Tata Trucks	3,118	4,043	3,053	1,221	474
International	576	207				Toyota	50,965	55,497	56,114	52,298	27180
Isuzu	16,515	18,328	19,541	20,865	7490	UD, Trucks	2,992	3,079	3,365	2,566	1022
Iveco	1,079	1,327	1,444	1,098	687	VDL Bus/Coach	33	19	7	6	3
Jinbei			611	439	266	Volkswagen	9,710	9,067	7,524	7,767	3571
JMC		831	700	725	210	Volvo Bus				64	21
Kia		2,360	2,961	3,362	1478	Volvo Trucks	1,615	1,774	2,120	1,783	,929,
Land Rover	776	582	440	473	180	<b>Total</b>	<b>174,571</b>	<b>200,184</b>	<b>205,174</b>	<b>205,079</b>	<b>91,519</b>



**NAACAM SHOW** DURBAN ICC 2017  
SOUTH AFRICA'S AUTOMOTIVE COMPONENT INITIATIVE



**BOOKINGS ARE NOW OPEN**

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For more information contact: [support@inkanyezi.co.za](mailto:support@inkanyezi.co.za) or +27 (0)861 101 475

**Passenger Car Sales: 2012 - June 2016 (incl.)**

	2012	2013	2014	2015	06/2016		2012	2013	2014	2015	06/2016
Abarth	107	85	67	45	40	Landwind				17	12
Alfa Romeo	944	447	297	157	69	Lexus	1,371	986	1,344	1,027	515
Audi	16,743	19,336	18,375	14,950	6,356	Mahindra	1,447	1,219	1,028	917	511
BMW	24,744	24,793	24,521	21,580	11,134	Maserati	65	51	26	64	39
Chery		1,996	1,259	746	123	Mazda	4,827	3,173	2,563	7,729	5,970
Chevrolet	31,175	23,328	21,615	14,387	5,040	Mercedes	22,420	23,520	28,993	25,228	11,601
Chrysler	584	621	389	275	9	Mini	2,794	2,878	2,126	2,078	1,147
Citroen	1,945	1,583	802	789	326	Mitsubishi	2,619	3,030	3,665	3,130	1,215
Daihatsu		947	456	47		Nissan	20,627	19,436	15,781	10,105	4,677
Datsun			1,573	5,645	2,234	Opel	2,704	2,603	3,598	6,483	2,337
Dodge	1,765	1,304	832	900	67	Peugeot	3,393	3,596	2,166	1,313	549
FAW		169	604	778	218	Porsche	1,435	2,436	1,145	1,468	721
Ferrari		125	82	91	47	Proton		266	86	9	
Fiat	3,198	3,491	2,120	1,317	339	Renault	10,216	12,107	18,566	19,952	8,515
Ford	25,891	37,724	40,862	43,063	19,716	Smart	133	95	60	74	297
GWM		1,881	993	1,121	90	Ssangyong	80	215	105	92	10
Honda	9,093	12,904	10,169	11,064	4,334	Subaru	861	1,153	1,263	1,101	510
Hummer	8		4			Suzuki	4,724	4,865	6,402	6,354	2,759
Hyundai		45,104	40,863	36,443	14,106	Tata	2,795	3,921	887	688	536
Infiniti	127	194	371	526	73	Toyota	65,645	66,805	66,653	66,102	27,110
Jaguar	909	1,086	954	758	396	Volkswagen	82,363	83,628	82,093	75,707	33,841
Jeep	7,237	7,343	7,420	6,308	1,661	Volvo	2,984	2,876	2,863	2,710	
Kia		20,320	17,341	13,954	8,179	Zoty		4		3	
Land Rover	6,686	6,917	5,828	5,375	2,440	<b>Total</b>	<b>364,717</b>	<b>450,561</b>	<b>439,210</b>	<b>412,670</b>	<b>180,892</b>

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Dylan Jessup +27 (0) 11 531 9155 | +27 (0) 82 466 0436  
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# B-BBEE - Is your Company an Empowering Supplier?

**W**ith the Revised Codes of Good Practice of October 2013 now in force, many companies will be measured on their Empowering Supplier status. It is imperative that your company is recognised as an Empowering Supplier otherwise if your company does not comply with the criteria, your clients will not recognise any B-BBEE spend with you, irrespective of what BEE level of compliance you may have achieved.

Measured entities are obliged to firstly understand the requirements and then ensure that they fulfil these requirements, on an annual basis. According to Gazette No 36928 of 11 October 2013, the definition of an Empowering Supplier is:

“A B-BBEE compliant entity, which is a good citizen of South Africa, who complies with all regulatory requirements of the country and should meet at least 3 (if it is a large enterprise with an annual turnover over R50 million) or 1 (if it is a Qualifying Small Enterprise with an annual turnover of between R10 million and R50 million) of certain criteria”

The following list details the 5 criteria to which the definition above refers:

- 1) At least 25% of cost of sales, excluding labour costs and depreciation, must be procured from local producers or local suppliers in RSA. For Service industry, labour costs are included but capped to 15%.
- 2) 50% of jobs created are for Black people provided that the number of Black employees, since the immediate prior verified B-BBEE measurement, is maintained.
- 3) At least 25% transformation of raw material / beneficiation, which include local manufacturing, production and/or assembly and/or packaging.
- 4) Spend at least 12 days per annum of productivity deployed in assisting Black EME and QSE beneficiaries to increase their operational or financial capacity.
- 5) At least 85% of labour costs are paid to South African employees by the Service industry.

It must be noted that all Exempted Micro Enterprises and Start-ups are automatically recognised as Empowering Suppliers. Greater than 50% Black owned entities will have to fill in an affidavit to confirm that they fulfil one the the criteria above, in order to be recognised as an Empowering Supplier. All other entities would need to be measured by the verification agent.

**For more information or assistance on BBBEE please contact SAB&T BEE Services, as we are an IRBA approved Registered Auditor, a full member of ABP (Association of BEE Professionals) as well as an associate member of NAACAM. SAB&T BEE Services can offer our clients solutions to their BBBEE needs, which include:**

- BEE Verifications/Certificates • Gap Analysis (Old vs Revised Codes) • Strategy Planning • BEE Training • Consulting

*We service all 9 provinces within South Africa and may be contacted on 0860 233 669 or via email: [marketing@sabtbee.co.za](mailto:marketing@sabtbee.co.za)*

## Vehicle Exports into and out of Africa: 2014 - June 2016 (incl.)

PASSENGER CARS	2014	2015	Into Africa	Out of Africa	06/2016
AMH	58				
BMW	60,234	63,680		31,266	31,266
Chevrolet		291			
Chrysler	408	3	64		64
Datsun		20			
Dodge		4			
Fiat	9	3	5		5
Ford			1		1
GMSA/Isuzu	559		84		84
GWMSA		8			
Honda	355	384	162		162
Hyundai		2			
Jeep		316			
Mercedes-Benz	32,767	93,435	183	51,720	51,903
Mitsubishi	123	118	125		125
Nissan	145	56			
Porsche	8	11	1		1
Renault	4				
Subaru		4			
Suzuki			2		2
Toyota	7,267	4,968	593	458	1,051
Volkswagen	54,619	66,368	20	33,638	33,658
VolvoCars	14	18	7		7
Other		2			
<b>Total</b>	<b>156,570</b>	<b>229,691</b>	<b>1,247</b>	<b>117,082</b>	<b>118,329</b>

COMMERCIAL VEHICLES	2014	2015	Into Africa	Out of Africa	06/2016
AMH	9				
Chevrolet		97			
DAF		39			
FAW	22	110	71	2	73
Fiat	22	25	21		21
Ford	45,263	38,482	1,883	24,080	25,963
Foton		5			
GMSA/Isuzu Trucks	1,509	3,042	818		818
GWM		43	35		35
Iveco	245	146	74		74
Jinbei		16			
MAN	426	227	42		42
Mitsubishi	262	218	64		64
Nissan	14,400	9,004	3,002		3,002
Powerland		3			
Powerstar	37	20			
Renault	12	18			
Scania	318	159	140		140
Tata	28	4	3		3
Toyota	57,522	52,202	4,086	14,882	18,968
UDTrucks	182	116			
Volkswagen		48			
Volvo Group	39	77	131		131
Other	4	10			
<b>Total</b>	<b>120,300</b>	<b>104,111</b>	<b>10,370</b>	<b>38,964</b>	<b>49,334</b>