

# Port & Corridor Cooperation Trade Mission

## *Building partnerships for sustainable growth in South Africa*

**27 - 30 November 2012**

Amsterdam and Rotterdam regions in the Netherlands



Pioneers in international business

*Initiated & organised by*



*Made possible & co-organised by*



*Implemented by*



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# Sector information

## The Netherlands

### Transport & Logistics

Dear Participants,

**I consider it a great privilege to welcome you to the Port & Corridor Cooperation trade mission 2012, an outgoing mission from South Africa to the Netherlands.**



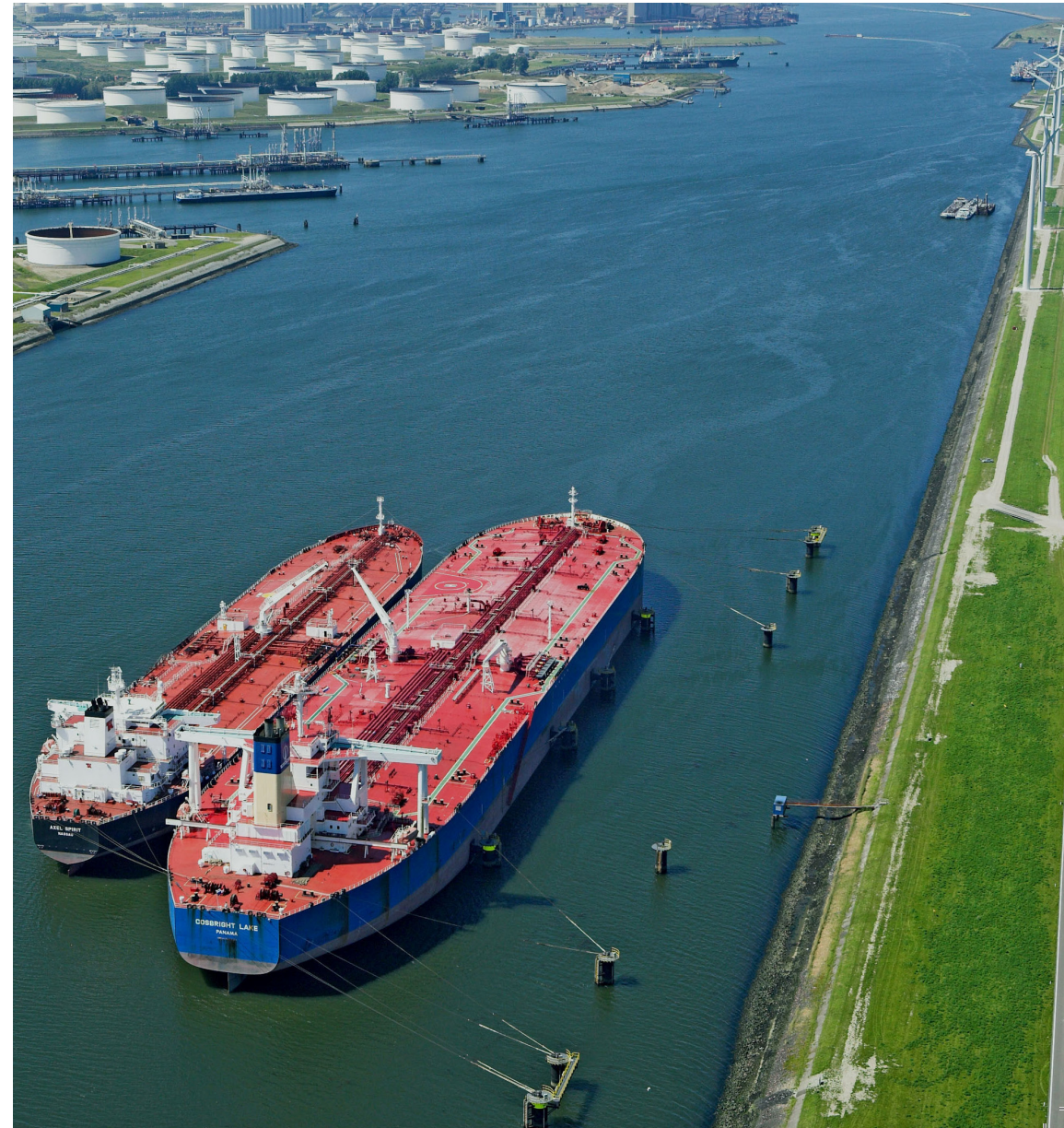
The Mission offers a further opportunity to explore and deepen the business ties between South Africa and the Netherlands. There is a huge potential for cooperation in fields such as planning and advice, training and skills building, application of smart logistical systems to enhanced efficiency and cutting-edge technologies for port expansion.

Special thanks go out to the very cooperative role of our strategic partners in the Netherlands and South Africa. I would like to thank the Dutch Ministry of Economic Affairs, AgencyNL and SANEC (Southern African Netherlands Chamber of Commerce) for their continued cooperation and commitment.

I am convinced that the delegation will enjoy the hospitality of the Netherlands and we know that members of the delegation strive to establish mutual beneficial business relationships during their stay.

The South African Embassy wishes the entrepreneurs, companies and organizations a pleasant and inspiring time during the mission week and a lot of success in achieving your joint endeavours.

***H.E. Mr. Peter Goosen, Ambassador of the South African Embassy in The Hague, the Netherlands***





## Introduction

Occupying a strategic location, the Netherlands is perfectly positioned to serve the pan-European market. It lies between major sea and airports on the one hand and major commercial and industrial centers in Europe (France, Germany, the UK) on the other. Moreover, the country offers a favorable tax environment for foreign companies, an internationally oriented business community, and a flexible, productive, and highly educated labor force. But the decisive factor in making the Netherlands so popular as a site for European supply chain transport and warehousing activities is its extensive infrastructure. According to 'The Global Competitiveness Report 2011-2012' the quality of the Netherlands' infrastructure is among the best in the world, reflecting excellent facilities for maritime, railroad and air transport, ranked 2nd, 6th, and 5th, respectively.



## Dutch Seaports

The location and quality of a port usually is a decisive factor for foreign companies when setting up their European supply chain. Dutch seaports range from the large multi-purpose ports of Rotterdam and Amsterdam to the more specialized ports of Flushing, Terneuzen and Groningen Seaports. The ports provide a full range of cargo handling facility services and excellent multi-modal onward connections into Europe.

The Port of Rotterdam is the most important port in Europe with a total throughput of 430 million tons in 2010, being twice that of Antwerp and three times that of Hamburg. In container shipping the field is somewhat more level, but here too, the Port of Rotterdam is number one, processing 11.1 million TEU of cargo in 2010. It is a logistics center where multinational companies can serve their European markets from a central Northwest European point. Some 34,000 seagoing vessels and 108,000 inland vessels called at the Port of Rotterdam in 2010.



The Amsterdam port area is an important junction and is the largest 'airport-seaport' combination in Europe. Its favorable location close to the sea and excellent connections to the hinterland via water, road and rail, and the proximity to Amsterdam Airport Schiphol make the port an ideal location for (inter)national cargo flows. It ranks as Europe's number 4 port and number 1 petrol port.

The Amsterdam port has facilities for handling, storing and transshipping all types of goods, with a special focus on the following sectors; food, building materials, distribution and value added logistics activities, coal, agricultural bulk, steel, non-ferrous scrap, automotive logistics, wood products, molasses, oil products, speciality chemicals and offshore. The Port of Amsterdam is the largest cocoa port in the world. The port area also boasts a car terminal and a distribution centre for car parts, spare parts. A lesser known fact is that Amsterdam also exports vast numbers of secondhand cars.

## Airports

Amsterdam Airport Schiphol, Europe's number-three cargo airport, is connected by an extensive network of roads, highways, railways, and waterways to all locations within the Netherlands, as well as to all major European cities and transportation hubs. Its reputation as a top-ranking air cargo center is derived from its excellent cargo links with more than 100 European routes and with all the main US and Far East destinations. However next to Schiphol Amsterdam, the Netherlands has other airports located in different parts of the country; Eindhoven airport (South), Rotterdam The Hague airport (West), Maastricht Aachen Airport (South) and Groningen Airport Eelde (North).



## Connection hinterland by road and rail

Besides being a major point of entry into the European market, the Netherlands offers fast and reliable connections to the rest of Europe via road, rail, water, and pipeline, enabling any international company to design and implement its optimal supply chain solution for this market. The Netherlands has an extensive, modern, and well-maintained road and highway system that integrates seamlessly into the European highway network. And with around 12,000 transportation companies, ranging from very small, one-truck operations to large international players, there is an ample supply of services. For containers and bulky goods shipped in large volumes, trains offer a cost-effective and fast transportation solution, as the Dutch railways are linked to all major European networks. In addition, a brand new railroad dedicated to freight transport, called the Betuweroute, was opened between the Port of Rotterdam and the German

Ruhr area, providing uninterrupted and even faster connections than ever before. Many international companies use the Netherlands as location for their European distribution activities.



With its many rivers and canals, Holland presents another excellent option for transporting goods. Not only is water the most environmentally friendly transportation solution, it also represents a very cost-effective arrangement for products for which

speed of delivery is not that essential. For goods bound for places in Southern Europe, such as Portugal, Spain, and Italy, short sea transportation accounts for a good share of cargo. The Dutch waterways network also links up perfectly with the European network for barge transportation, connecting all main destinations across the whole of North-Western Europe. In fact, the Netherlands, favorably situated at the mouth of the Rhine, is most often the point of departure or the final destination for international inland shipping transportation.

Bron: NDL/HIDC Nederland Distributieland/  
Holland International Distribution Council, [www.hidc.nl](http://www.hidc.nl).



# Sector information

## South Africa

### Transport & Logistics



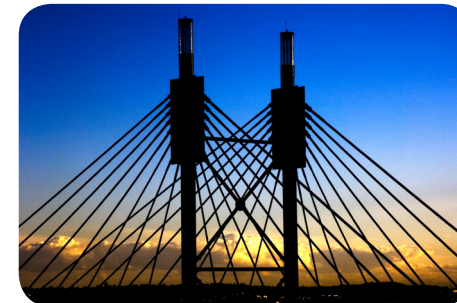
### Ports and Shipping

The ports of South Africa play an important role in the South African economy and of neighbouring (landlocked) members of the Southern African Development Community (SADC). Approximately 96 % of the country's exports are conveyed by sea, and the following eight commercial ports in South Africa:

- Richards Bay and Durban (Kwazulu Natal)
- East London, Port Elizabeth and the Port of Ngqura (Eastern Cape)
- Mossel Bay, Cape Town and Saldanha (Western Cape)



If one port experiences any sort of delay or interruption the effect is often felt across the entire region. The ports of South Africa are gradually becoming more settled, with privatization measures banished (for the present) from South Africa's ports and replaced with large-scale government investment and resulting in more efficient cargo handling procedures and improved infrastructure with much improved service levels. At the same time the port structure remains under the ownership of state-owned Transnet National Ports Authority, being responsible for port management of the eight commercial ports.



### Roads

South Africa has the longest road network of any country in Africa with a high standard and extensive road network of about 754 000 kilometres of which over 70 000km are paved or surfaced roads. While the Department of Transport is responsible for overall policy, road-building and maintenance is the responsibility of the South African National Roads Agency (Sanral) as well as the nine provinces and local governments.

Sanral is responsible for the country's network of national roads, which grew to over 20 000km and an estimated value of over R40-billion in 2010. Around 3 000km of the national roads are toll roads. A multi-billion rand freeway improvement scheme has significantly eased congestion on the roads in Gauteng, the province with country's busiest roads.

### Railways

Rail transport in South Africa is the most important element of the country's transport infrastructure. All major cities are connected by rail, and South Africa's railway system is the most highly developed in Africa. The South African rail industry is publicly owned and managed by Transnet freight rail (formerly Spoornet) a division of Transnet.



## Railways

With the increasing coverage provided by the nation's highway system, long distance passenger travel has declined in South Africa. While many commuters still use rail for their daily commute, nationally, only half of the nation's 20,000 kilometres (12,000 mi) of track is being fully utilized, and some 35% of the nation's track carries no activity or very low activity. Accordingly, Transnet is moving towards an emphasis on freight, rather than passengers, to keep the rail system profitable.

Transnet is investing R82 billion over the next five years, of which R40.8 billion is being spent on upgrading freight rail infrastructure and rail engineering. The upgrading of the freight rail infrastructure is key to the objective of shifting more freight from the road network to the rail network as well as finding the balance between road and rail in respect of the transportation of goods. The Gautrain, South Africa's most ambitious recent rail project connects Johannesburg, Pretoria and OR Tambo International Airport since mid 2011, easing congestion on the Johannesburg-Pretoria .



In April 2010, the South African Minister of Transport proposed a Johannesburg-Durban high speed rail system. There are concerns about the cost and engineering difficulty of the project, which would have to cross the Drakensberg mountains. but the minister repeated proposals in June 2010. The project is expected to cost U\$30 billion, but there are hopes that alternative funding sources will be available.



## Airports

The Airports Company South Africa (ACSA) owns and operates the 10 principal airports, including the three major international airports in Johannesburg, Cape Town and Durban and handles 98 % of the country's commercial air traffic. The others are domestic airports in Bloemfontein, Port Elizabeth, East London, George, Kimberley, Upington

and Pilanesberg. Other airports in South Africa include Lanseria (Midrand), Gateway (Polokwane), Nelspruit and Kruger (Mpumalanga).

In the run-up to the 2010 soccer world cup, a number of airports, especially the OR Tambo and Cape Town international airports were significantly upgraded. The total budget for the operation was around R 20 billion. Acsa shut down Durban's old airport and replaced by King Shaka international airport, built from scratch, at La Mercy, outside Durban, at a cost of R7.9 billion. The Department of Transport has executed a runway and terminal refurbishment at Bloemfontein Airport. A terminal upgrade at East London has been done and runway a refurbishment at the airport of Port Elizabeth.

## Special Economic Zones

South Africa began to establish Industrial Development Zones (IDZs) in 2000. The stated goal of these enclaves – established at Coega, East London, Richards Bay, and OR Tambo International Airport outside Johannesburg – was to encourage export industries and attract foreign direct investment. This was to be achieved by creating investor-friendly environments situated close to international ports and airports that would be characterized by less red tape and better infrastructure.



A review by the Department of Trade and Industry (DTI) summarises the situation today. From 2002 to 2010, a total of 40 investors were attracted into the three IDZs that are actually operational – Coega, East London and Richards Bay – and have spent about R 11,8 billion. The DTI has itself spent about R5,3 billion on the programme. In total some 33 000 jobs have been created, most of which were short-term construction jobs.

No one involved believes that this performance represents success. South Africa's IDZs are a form of Special Economic Zones (SEZs), a broad international concept denoting demarcated geographic areas where rules governing investment, employment, customs, taxation, planning, etc. differ from those prevailing in the rest of the country. Various types of zones have evolved to meet a range of objectives in specific economic contexts. Successful SEZs have been widely used as instruments for attracting foreign direct investment, creating large numbers of jobs, developing and diversifying exports, and experimenting with new policies.



The result of a thorough review was that the IDZs did not offer potential investors a unique value proposition. Government expectations for the new programme are high, and it has already been earmarked for funding in this year's budget. In his 2012 budget speech, the Minister of Finance, Pravin Gordhan, allocated R2,3 billion for industrial development and Special Economic Zones, in the process describing SEZs as 'levers of economic change'.

## Trade Corridors

There are several trade corridors in Southern Africa, connecting the inland with the coast. The major trade corridors crossing South African territory are:

- The trans Kalahari Trade corridor, connecting the Gauteng province with Walvisbay in Namibia
- The Maputo Corridor, connecting the Gauteng province with Maputo in Mozambique
- The North South Corridor, connecting Cape Town and Gauteng with the countries north of South Africa.

# Programme

## **Tuesday 27 November Amsterdam**

Contact person SANEC upon arrival in the Netherlands: Mark Reyneker via +31 (0)6 2774 3993. Between 08H00 – 10H00 the international flights will arrive.

- 11H00** Departure by bus from Schiphol to hotel
- 11H30** Arrival at hotel
- 12H30** Departure by bus from hotel to Port of Amsterdam
- 13H00** Welcome and presentations at the Port of Amsterdam (including Dutch Port & Corridor cluster members) – light lunch served during presentations
- 15H00** Site visit Port of Amsterdam
- 16H30** Site visit Passenger Terminal Amsterdam
- 17H30** Water taxi to dinner location
- 18H00** Dinner in Amsterdam
- 20H00** Departure by bus to hotel
- 20H30** Return to hotel.

## **Wednesday 28 November Venlo, Gorinchem, Rotterdam**

- 06H30** Early breakfast
- 07H00** Departure from hotel
- 09H30** Arrival at Seacon Logistics in Venlo
- 11H00** Departure
- 12H30** Lunch presentation + site visit Damen Shipyards
- 14H00** Departure
- 14H30** Site visits in the Port of Rotterdam
- 17H30** Departure
- 19H00** Return to hotel (evening dinner and leisure at own costs).

# Programme

## **Thursday 29 November Noordwijk**

- 09H30 – 12H30** Individual tailor-made matchmaking
- 12H30 – 13H30** Lunch
- 13H30 – 16H30** South Africa in the Spotlight seminar; topics: transport & logistics, renewable energy, agro, ICT and manufacturing
- 16H30 – 17H30** Networking reception
- Evening** SANEC 20 years Trade & Investment Gala Dinner – celebrating 20 years economic ties between South Africa and the Netherlands with high level key-players from the public and private sectors.

## **Friday 30 November Amsterdam Schiphol Airport**

- 09H00** Check-out and departure from hotel
- 10H00** Welcome at Schiphol Area Development Company (SADC); presentation about Multimodal Development Plans Amsterdam Airport Schiphol
- 11H00** Smart logistics interactive presentation by Dinalog and discussion
- 12H30** Light lunch hosted by SADC
- 13H00** Closure of trade mission by SANEC
- 13H15** Check-in international flights or departure to hotel.

# Hotel details

## *GRANDE HOTEL HUIS TER DUIN*

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## Profiles organising parties





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## SANEC

SANEC is the key intermediary agency for companies, organisations and entrepreneurs doing business or seeking to do business in and between the Netherlands, South Africa, the Benelux and the southern African region (SADC).

Having close contacts with both the public and the private sector in both regions, SANEC is able to open doors for you and to offer you custom-made services to fit the individual needs of your company or organisation. Through our 400 members and other stakeholders, SANEC promotes the Netherlands as the entrance to Europe and South Africa as the 'gateway' to the SADC region.

### Port & Corridor Development in Southern Africa

SANEC aims to strengthen, implement and coordinate cooperation in the field of port and corridor development in and between Southern Africa and the Netherlands. The success of the region's ambitions depends on the effective implementation of transport infrastructure development corridors at national, regional and international levels. Throughout southern Africa initiatives are taken and cooperation is sought to improve this transport and logistics sector, connecting economic hubs across borders.

SANEC managed to facilitate several business interactions by activating the transport and infrastructure networks in both regions of the world. Incoming and outgoing trade missions led to sustainable cooperation and gave useful insights in the possibilities and constraints with regards to international cooperation. Tangible outcomes are currently being facilitated by SANEC by means of a multi-year programme, supported by the Dutch government, to stimulate public-private cooperation between South Africa and the Netherlands in the field of Ports and Corridors.



NL Agency  
Ministry of Economic Affairs, Agriculture and Innovation



**Mr. René Beerepoot**  
Project Advisor 2g@there

## NL Agency

**2g@there** Through the 2g@there programme, the Ministry of Economic Affairs, Agriculture and Innovation supports companies that intend to join forces in their international business dealings, provided that the alliance is active in a sector or niche in which Dutch parties have a reputation.

**Long-range support** Groups of companies that want to focus on opportunities abroad can obtain long-range support. The public support may consist of a financial contribution, economic diplomacy or public knowledge over a period of three years. The program is carried out by the NL Agency.

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# Company Profiles



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Director

**Gauteng Department of  
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## Gauteng Department of Economic Development

The Gauteng Department of Economic Development (DED) has two main areas of responsibility. On the one hand, the DED is tasked with ensuring that the right environmental framework and initiatives are put in place to foster economic growth and job creation in the province. On the other hand, the DED is also responsible for ensuring that sound financial management policies and structures are in place within Gauteng Provincial Government.

The Department of Economic Development is responsible to facilitate economic growth and creation of jobs by developing strategies and policy framework. The strategy is informed by Gauteng Provincial Government 5 year Strategic Goals of growing the economy.

The strategy is guided by the following:

- National Growth Plan
- IPPAP 2
- Gauteng Employment Growth and Development Strategy.

The GEGDS identified pillars that will stimulate growth and development.

### Products and Services

Provincial policy and strategy development.

### Looking for

During the visit to the Netherlands, the DED of Gauteng is interested in meeting parties involved in developing economic infrastructure initiatives by government; parties who have knowledge of public service and rolling out of infrastructure projects; parties to speak about structures and understanding of the development of infrastructure projects. Also, the DED is looking for meeting policy makers and strategy developers on provincial/national level.





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Chief Director of Economic Infrastructure and Logistics  
Southern Africa

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## Department of Trade and Industry (DTI)

The DTI's strategic objectives are to:

1. Facilitate transformation of the economy to promote industrial development, investment, competitiveness and employment creation
2. Build mutually beneficial regional and global relations to advance South Africa's trade, industrial policy and economic development objectives
3. Facilitate broad-based economic participation through targeted interventions to achieve more inclusive growth
4. Create a fair regulatory environment that enables investment, trade and enterprise development in an equitable and socially responsible manner; and
5. Promote a professional, ethical, dynamic, competitive and customer-focused working environment that ensures effective and efficient service delivery.

### Products and Services

The products and services include:

- Policy development
- Legislation and regulations
- Financial support and investment incentives
- Information and advisory support
- Value-added partnerships.

### Looking for

The DTI is looking for potential partners in doing joint research on transport and logistics (research agencies and institutes); logistics branch associations to see how they assist and support their members and how they are structured; economic departments that deal with logistics issues; public/private companies similar to Dinalog, who can consult in developing smart logistics and improving the interconnectivity between different transport modes, and the implementation of such strategies; and public/private companies who can assist in developing capacity building programmes (HR and smart logistics).



**Mr. Kekeletso Donald Kala**  
Transport Economist



**Mr. Sello Abel Mkhelane**  
Transport Economist

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Transport  
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## Free State Department of Police, Roads and Transport

The Department of Police, Roads and Transport is the Free State Provincial Department responsible for Police, Traffic, Roads, Freight and Logistics, public transport and infrastructure development, i.e. Taxi, Rail, Ports, Intermodal Facilities etc. The Department takes on the huge task of ensuring a prosperous Free State through the facilitation of sustainable community safety, mobility and road infrastructure.

In relation to Land Transport Infrastructure, the Department will work with the Mangaung Local Municipality in the construction of the Intermodal Facility that integrates bus, taxi and rail services. The same cooperation will extend to the construction of the Bus Rapid Transit (BRT) in the Mangaung area. Notwithstanding the fact that these projects were not ready for the 2010 soccer spectacular, they will however be an important milestone in enhancing the integrated transport services and infrastructure development.

### Products and Services

The Department will in this current financial year embark on the following projects:

- Corridor Development & Inland/Dry Port Development
- Freight and Passenger Rail & Land Passenger Transport;
- Freight Transport;
- Land Transport Infrastructure and Road Traffic Safety
- National Freight Logistics Strategy
- National Transport Master Plan 2050.

### Looking for

We are looking forward to meet companies which have experience with the running of inland ports and corridors; shipping companies; government agencies specialising in freight and logistics; agencies responsible for the administration of inland ports and economic corridors. Besides these parties, the Department is looking for potential partnerships for information sharing, and possible assistance with best practise for corridor development and international shipping and freight handling practices on rail freight and passenger transport.



## Glow Africa

Glow Africa is a black owned Consortium founded on ethos of high quality service that provide world business solutions and services to the private and the public sector, the parastatals and NGOs. The firm is owned by black historically disadvantaged individuals. The mission of Global Africa is to provide quality service to clients in an integrated and client focused way.



**Mrs. Danisa Baloyi**  
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### Products and Services

We provides services in:

- Civil & structural engineering
- Structural engineering (feasibility studies, planning, design, documentation, contract administration)
- Electrical engineering (feasibility studies, planning, design, documentation, contract administration)
- Project and procurement management
- Building services engineering (feasibility studies, planning, design, documentation, contract administration).

### Looking for

Glow Africa is looking to establish contacts in the transport and logistics. They are specifically interested in establishing relationships in the shipping sector.



**inframax**



**Mr. Itumeleng Mohulatsi (Tumi)**  
Divisional Director

## Inframax

Inframax Holdings (Pty) Ltd is a privately owned company which operates nationally in South Africa as a property developer in the residential, retail, commercial and light industrial property markets, while simultaneously building a sound portfolio of high yield non-residential investment properties. As a values driven organisation, Inframax strives to be the most reliable, innovative, and competent developer of high quality, good value for money developments, while at all times maintaining the highest level of ethics and integrity in our business dealings.

### Products and Services

- Inframax's largest current project is the development of Tambo Springs, Next Generation Inland Port and Logistics Gateway in Gauteng. This world class facility will facilitate effective intermodal movement of containers to and from the seaports, while also acting as a world class industrial/manufacturing hub. The development is being undertaken via a subsidiary company i.e. the Tambo Springs Development Company (TSDC).
- Given the tremendous need for a next generation solution, Inframax has successfully secured extensive stakeholder support for the project from a wide range of relevant public and private sector stakeholders.
- Having acquired the 1000 ha of land needed for the multi-year phased development, Inframax is currently in the final stages of securing the required land use rights and other approvals required to be able to commence phase 1 of the development in the first half of 2013.

### Looking for

During the trade mission to Holland, we are looking to:

- Get direct exposure to facilities and operations which use some of the next generation solutions which are being incorporated in the Tambo Springs development;
- Identify and interact with potential key role players who can assist/support TSDC i.r.o. the operationalization phase of the Tambo Springs project;
- Network with potential organisations who could have an interest in participating in the Tambo Springs Development either as a potential "user" or development partner.

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JURGENS BEKKER ATTORNEYS



**Mr. Louis Poriazis**  
Attorney / Associate

## Jurgens Bekker Attorneys

Jurgens Bekker Attorneys is a boutique Law Firm situated in Bedfordview, Johannesburg, Gauteng, South Africa and is situated 10 minutes drive from O.R. Tambo International Airport. Jurgens Bekker Attorneys specializes in all forms of Commercial legal work and Litigation. We have a large local network of clients and service providers that we can introduce to potential clients. Clients of the firm range from small owner operated businesses to large multinational corporations.

The firm is ideally suited to advise clients who wish to invest or do business in South Africa on issues such as Legal Compliance, Company Law, Joint Venture Agreements / Contracts, Broad Based Black Economic Empowerment, Labour Law and Land Law.

### Products and Services

We provide legal services, which inter alia include drafting of agreements, company registration, legal compliance. The fee structure ranges from 1000 ZAR per hour to 2500 ZAR per hour depending on the complexity of the matter.

### Looking for

During the upcoming trade mission to Holland, we are looking to expand our existing client base and wish to facilitate introductions to our existing clients of potential Companies and/or opportunities.

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## TRANSNET



**Mr. Sudesh Kumar  
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Programme Director - Port of  
Richards Bay Capacity Expansion

## Transnet

Transnet is the largest and most crucial part of the import and export freight logistics chain that delivers goods throughout the country and touches the lives of each and every South African. Every day Transnet delivers thousands of tons of goods around South Africa, through its rail, pipelines and port networks.. It moves cargo on to ships for export while it unloads cargos from overseas. Our vision and mission is to be a focused freight transport company, delivering integrated, efficient, safe, reliable and cost-effective services to promote economic growth in South Africa.

### Products and Services

Transnet operates an integrated freight transport company, formed around a core of five operating divisions that complement each other. These are supported by a number of Company-wide specialist functions such as Transnet Capital Projects which provides expertise to execute a range of capacity increasing projects.

Transnet has just successfully completed a four-point turnaround strategy and just embarked on a Market Development Strategy based on volume growth objectives. As part of this growth strategy, Transnet is investing ZAR300 billion in the next 7 years on revitalizing and extending its rail and port infrastructure.

- Transnet is made up of the following operating divisions:
- Transnet Freight Rail – the freight rail division
- Transnet Rail Engineering - the rolling stock maintenance business
- Transnet National Ports Authority - fulfils the landlord function for South Africa's port system
- Transnet Port Terminals - managing port and cargo terminal operations in the nation's leading ports, and
- Transnet Pipelines - the fuel and gas pipeline business, pumps and manages the distribution of petroleum and gas products through its network of high-pressure, long distance pipelines).

### Looking to

For the future, it is our intention to strengthen our partnerships to derive greater value from our freight logistics system. We intend to play a positive role in the economic growth in South Africa and in improving the lives of all South Africans.

**Transnet SOC Limited**  
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