

VANSTONE PRECAST

(PTY) LTD

Manufacturers of Precast Concrete Products

COMPANY PROFILE



December 2017

VANSTONE



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INTRODUCTION

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

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

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

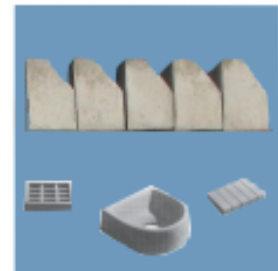
Vanstone Precast (Pty) Ltd is an empowered company of which the majority of shares belong to its managers, staff and workers. Its people are enthusiastic and optimistic while working for the company that they own. Their positive spirit shines through in all that they do and touches all with whom they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



TYPES OF PRODUCTS

Vanstone manufactures and sells over 600 listed products. These fall into the following main categories.

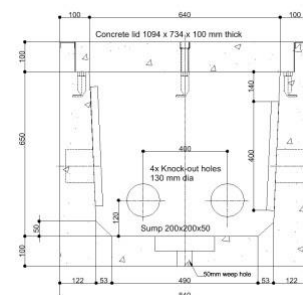
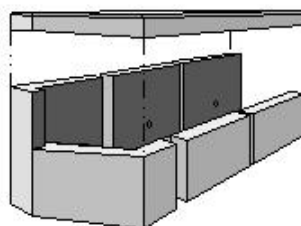
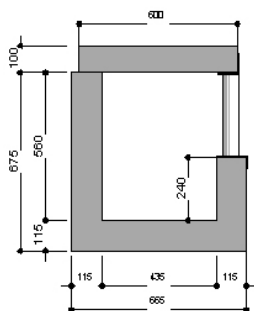
- Paving: Interlocking, Bevel and Permeable Paving Blocks, Paving Slabs, Cobbles, Grass Blocks;
- Electrical and Telecoms Infrastructure Products: Plinths, Manholes, Underground Draw Boxes, Cable Markers, Protector Slabs, Trench Covers;
- Civil Engineering Infrastructure Products: Kerbs, Stormwater Catchpits and Kerb Inlets, Manholes, Grass Blocks, Machine Paving, Channels, Markers;
- Builders' and Plumbers' products: Wash troughs, Window Sills, Gulley Tops, Air Bricks, Rain Water Channels, Copings, Pier Caps and more;
- Landscape and Streetscape products: Refuse Bins, Tree Rings, Stepping Stones, Bollards, Flag Stones, Decorative Paving, Pots and Planters, Garden Furniture, Stable Fences, Water Features, Compost Maker, Plaques, Pizza Oven and others;
- Custom Products: Special Plinths, Service Chambers, Cover Slabs and many more.



ADDITIONAL SERVICES

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

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



QUALITY ASSURANCE

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

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

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

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

MAJOR ORDERS AND CUSTOMER REFERENCES

A few recent orders with customer references are given:

Date	Customer/s	Products ordered	Quantity	Value of order
2012 - present	Dartcom Gert van Rensburg 012 345 7530 ruby@civ.co.za	Manholes, Cover Slabs	10 000+	R 3.0m+
2010 - present	HUAWEI James Chen CEG Procurement Department 0760802639 james.chenxiaojian@huawei.com	Plinths and also manholes	500+	R 500 000+
2012 - present	Lintels 2000 Ludorf Diedericks 083 234 1754 tipsyda@gmail.com	Paving	30 000m ²	R 2.2m+
2012 - present	Pentacon Civils Pedri van der Westhuizen 082 457 7305 pedri@pentacon.co.za	Paving, Kerbing, various others		R 2.0m+
2012 - present	M & T Civil Engineering Maritha de Jong 012 676 8500 maritha@mtdevelopment.co.za	Paving, Kerbing,		R 1.5m+

COMPANY VALUES

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

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



MANAGEMENT TEAM

Director and Financial Manager:

Clara Keil MBA

with Vanstone since 2006

Director and Sales Manager:

Jeanny Lthuli

with Vanstone since 1994

Director: (non-executive)

Jacob Mahlangu

with Vanstone 1972 – 2014

Last 20 years as Production Manager

Director and Engineer:

Piet van Heerden Pr Eng

with Vanstone since 1993

Plant Manager:

Pieter Lourens

with Vanstone since 2002

Manager – Quality, P1, H&S and IR:

Lee Moodley

with Vanstone since 2003

Production Manager P2:

Nic van Heerden

with Vanstone since 2012

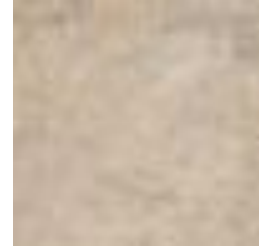
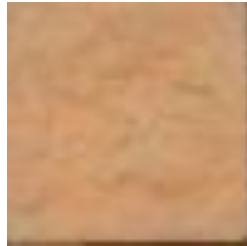
Assistant Production P2:

John Moloto

with Vanstone since 2002

BLACK ECONOMIC EMPOWERMENT

Vanstone Precast (Pty) Ltd is an empowered South African company of which the majority of shares belong to its managers, staff and workers. The company has been rated by a SANAS verification agency as a *Level 3 Contributor – 110% Procurement Recognition Level*. Download current Certificate of Compliance from www.vanstone.co.za



FINANCIAL CAPACITY

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

	<u>2016</u>	<u>2015</u>	<u>2014</u>
Turnover	40.7m	41.5m	33.3m
Total assets	21.6m	20.3m	18.6m
Total liabilities	7.2m	7.0m	7.4m
Current assets (excl. stock)	11.9m	10.8m	10.0m
Current liabilities	5.2m	4.4m	4.7m

Audited statements are available on request.

CONCLUSION

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

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

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

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



CONTACT DETAILS

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

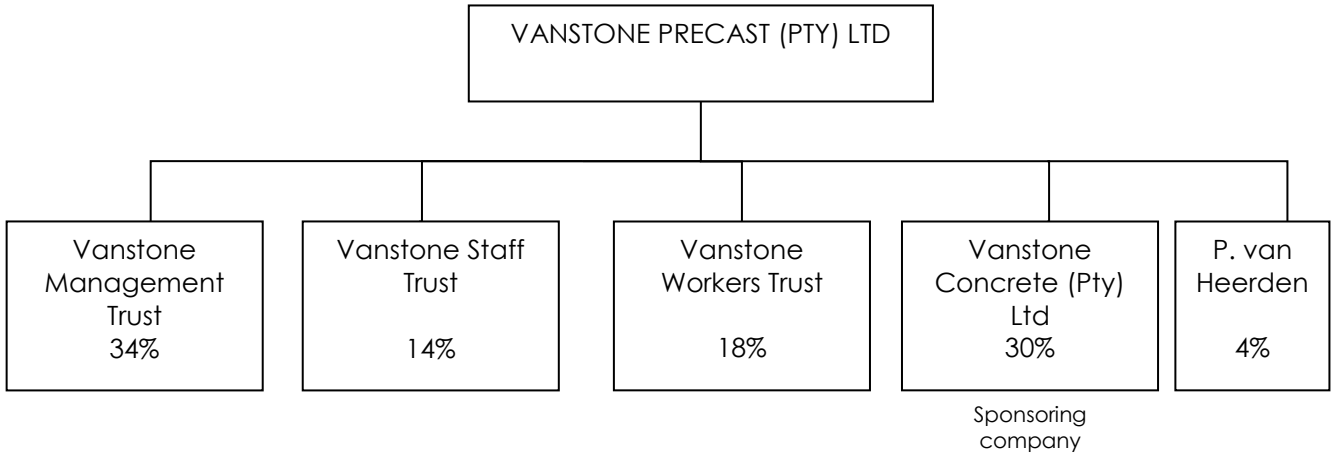
Jeanny Lithuli	082 816 9904	jeanny@vanstone.co.za
Clara Keil	008 557 5790	clara@vanstone.co.za
Pieter lourens	076 379 4772	pieter@vanstone.co.za
Lee Moodley	082 455 5463	lee@vanstone.co.za
Piet van Heerden	082 880 4223	pvheerden@vanstone.co.za

COMPANY REGISTRATION DETAILS

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

Vanstone Precast (Pty) Ltd

SHAREHOLDING



Vanstone Precast (Pty) Ltd

BBBEE RATING CERTIFICATE

Kindly download from <http://www.vanstone.co.za/node/208>