



Automotive division shines at Automechanika South Africa

Companies within MICROmega's automotive division exhibited their wares at the inaugural Automechanika South Africa automotive trade show that took place at the Nasrec Expo Centre recently. The show was a great success for the group with the MICROmega stand attracting a lot of visitor attention and a coveted gold award.

The event served primarily as an opportunity for the various automotive subsidiaries to introduce members of the automotive component industry to their wide range of innovative products.

Despite the current global economic situation, the local event proved to be the most successful inaugural Automechanika show since it went global 10 years ago.

It was also the biggest inaugural show in terms of exhibitor numbers. The original target for exhibitors was only 250, but over 400 companies ended up displaying their products. Despite the large number of exhibitors, however, MICROmega managed to distinguish itself admirably, walking away with an award for its stand.

Judges presented 21 of the 421 exhibitors with gold awards during a prize giving ceremony on the final day of the show. MICROmega's stand was a combined exhibit that included Lubrication Equipment, Deltec Power Distributors, Pro-Fit and BTM. "We are very pleased with the award that we won for our stand at the inaugural Automechanika South Africa trade show," says Bruce Carolin, managing director of BTM. "Creating a stand

that is attractive and makes product exhibits accessible to visitors is very important. It is satisfying to have confirmation that we succeeded in this task."

Deltec Power Distributors used the fair to announce a new co-operative agreement with Johnson Controls Europe. The company has officially been appointed by Johnson Controls as the sole distributor of the Varta battery range for the southern African automotive aftermarket.

"It is a real feather in our cap that we have been chosen to partner with such a powerful supplier in the southern African market," states Clive Guest, managing director of Deltec.

"Johnson Controls has 29% of the global automotive battery market, with its nearest competitors at only 11%. In Europe the company has a very impressive 40% market share."

Pro-Fit highlighted the fact that it had been awarded the distribution rights for Dunair aftermarket air-conditioners locally, while BTM displayed its full range of Bullbars and tow bars. Although it showcased a wide range of its wares, Lubrication Equipment focused specifically on introducing visitors to its portable grease gun and electronic nitrogen inflation device.

Overall MICROmega's exhibit at Automechanika was very successful and gave the members of automotive division an excellent opportunity to showcase their products.



(From left) Group chairman Greg Morris and Duncan Carlisle, group general manager, both attended the show.



Lubrication Equipment's MD, Pierre Duvenhage, shows off his company's wares.



Clive Guest, Deltec's managing director, launched his company's new range of Varta batteries at the show.

WE WANT YOUR NEWS!

Has anyone new joined your company? Any weddings or babies we should know about? Send us your news so we can share it with the group!

Contact Nadine on 011 782 1070 or email nadine@charmونت.co.za

View from the top

Over the past four months we have, on an ongoing basis, requested that each subsidiary embark on an aggressive cost management programme, given the current economic environment. On the whole, I am delighted to announce that this programme has had a positive impact on the group with a number of subsidiaries being extremely proactive in their cost-cutting measures. The key areas where we have seen a reduction in costs include telephone expenditure, courier and postage and stationery. This initiative will continue indefinitely and, once again, we encourage all staff to work together in ensuring costs are managed on a daily basis.

With both Easter and the elections behind us, we are now able to focus more intently on the year ahead and cognisance needs to be taken of the fact that we are only six weeks away from the middle of the year. On the whole, April was a dead month given the public holidays and, accordingly, it is important to ensure that, from a sales perspective, we make up the ground that was lost during the month. This will require an increased effort from each one of the group companies and the sales teams in particular. Given the economic climate, it is important to note that we need to be more proactive and aggressive in our sales techniques and significantly more determined in closing out leads.

With less than 400 days until the start of the 2010 FIFA Soccer World Cup, the level of excitement continues to grow. The stadiums are expected to be completed within the necessary time frames and each of them is unique and world class. A number of the group companies, including NOSA, EMPOWERisk and MECS Africa, have provided services to the stadiums and, as a group, we can be proud of the contribution we have made.

Going forward, the content of the MICROmega Mail is going change slightly with more emphasis on the group's employees. We would like to make the publication more interactive to ensure that it is read by all staff across all of the subsidiaries. The MICROmega Mail is a critical communication tool for the group and ensures that news is disseminated across all the companies, despite the size of the group and the diverse nature of the operations.

Fishing fun with MECS Africa

MECS' Durban office recently treated its local clients to a fishing trip off the Durban harbour. Durban-based sales consultant Brendan Boyles and operations manager Franky Shacklady, along with company managing director Roland Glass, were joined by representatives from long-standing client SAPREF, new clients Bosch Projects and Engineering Process Control and prospective client Moscon Engineering. "Trips such as these allow us to connect with our clients and develop relationships with them," explains Brendan.

NOSA's staff vote to make a difference

In December last year, as the country was preparing for Christmas, NOSA's staff were looking for ways of sharing their Christmas wishes and generosity with those in need.

"Instead of a staff Christmas party we made the decision to donate R20 000 to a worthy cause," explains Justin Hobday, NOSA's managing director.

"We wanted the staff to be involved in where the money would go, so we chose three possible charity organisations and asked everyone to vote. The idea was that the money would then go to NOSA's charity of choice," he says.

The winner of the vote was the Potato Foundation, a non-profit organisation that seeks to care for the neglected and forgotten children of South African society.

NOSA's donation went towards funding the Blessings Crèche and Orphanage Centre in Atteridgeville, Pretoria, one of the organisations helped by the Potato Foundation.

The crèche originally housed only five children. Today it holds over 75 children, all from poverty-stricken families, only 10 of whom can afford to pay the R60 per month school fees. The brunt of the crèche's costs are borne by its founder, Pastor Kwena.

In early March NOSA staff members took the trip across Pretoria to see the crèche and personally hand over the company's cheque. According to Justin, it was a humbling and a memorable experience.



Ten minutes with Ricardo Jacobs, a Pro-Fit sales consultant

How long have you been at Pro-Fit Durban?

In July I will have been a member of the Pro-Fit team for three years. Prior to that I was a machine operator at Sasol's Microfibre Plant until the plant closed down, so this has been quite a change for me!

What has been your experience of Pro-Fit?

It's a great company with a great team – especially here in Durban. I joined Pro-Fit as a driver but soon moved into sales, which definitely suits me better. Our branch in particular has a strong customer base for our sound products, which is just up my alley. I have an impressive sound system in my own car, which I bought from Pro-Fit.

What are your hobbies and interests?

Apart from impressive car sound, I have a collection of carefully cultivated Bonsai trees and I'm extremely interested in computers. I studied computers when I left school and while I'm not in that industry – it's very saturated at the moment – I enjoy fixing and rebuilding computers for my friends and family.



What does the future hold for you?

I married my fiancé, Lucrecia, in December last year, so right now I am concentrating on this new phase of my life as a married man.

MECS Africa moves and grows!



From left: Anke van der Broek, Tyran Close, Alet Truter and Gareth Schnehage have joined the MECS Africa team.

MECs Africa has moved offices and now shares an address with MICROmega's head office. According to Roland Glass, MECS' MD, the move is part of MECS' growth and re-branding strategy.

"Moving offices is always a bit disorientating but we are settling into our new space nicely," he says.

MECS has also welcomed a number of new faces to its team. Tyran Close has joined Petrolmecs as the company's accounts assistant, although he will be working from MECS' offices in Sandton. Tyran's experience lies in the automotive industry as a financial manager. His financial and insurance skills and experience will be put to good use at Petrolmecs, with Tyran tasked with the management of the company's debtors, creditors, salaries, and wages.

Alet Truter joins MECS as an HR consultant. She will oversee the overall management of MECS client Kumba Iron Ore's labour needs as the on-site human resources manager and consultant.

Alet joins the MECS team from former MICROmega company Kolbenco where she served as the company's HR manager. With a career in HR reaching back to the early 1990s, Alet brings vast experience and knowledge to her new role.

Anke van der Broek is MECS' newly appointed payroll manager. Anke's background is that of senior manager: human capital management at one of the country's largest medical scheme holding companies where she held this position for the past decade.

Anke will design, implement and manage

a vastly revised and improved payroll system, essential to the functioning of MECS as a leader in labour broking in South Africa.

Gareth Schnehage, group company secretary for the MICROmega group, has been named an executive director on the MECS Africa board.

And finally, the MECS team and the MICROmega group as a whole wish a warm farewell to Bob McCroskie, who leaves MECS after 16 years of dedicated service.

DID YOU KNOW?

The MICROmega group as a whole employs more than 1 000 people.

One on one with Dylan Strydom from Intermap and Sebata

Dylan Strydom was recently appointed managing director of Sebata in addition to his existing portfolio as Intermap's MD. We caught up with Dylan and found out what running two closely aligned companies under the same holding company entails.



“Intermap and Sebata have a natural synergy in that both companies have quite a widespread presence within local government,” explains Dylan.

a humbling experience for him, as well as a fantastic challenge.

“Both companies develop their systems in house specifically for local municipalities and their various needs. Aligning Sebata and Intermap will ensure that we are able to maximise each company's current market share and service offerings.”

Dylan began his career in IT as a technician at an East London-based IT company. He continued to study while working and completed a bachelor's degree in computer science, after which he joined a local district municipality.

Dylan spent five years at the municipality before he was offered the position of DIMS (District Information Management System) product manager at Intermap. The new position meant career growth as well as a geographical move: from East London to Pietermaritzburg.

It was not long before Dylan was offered the position of Intermap's managing director, an offer he gladly accepted. “The offer was unquestionably a career highlight – that is until MICROmega asked me to helm Sebata as well,” he enthuses.

According to Sebata's new MD, the opportunity of managing both companies and the responsibility the dual role carries is

MEGA profile: EMPOWERisk

As a MICROmega company that falls under NOSA's stewardship, EMPOWERisk is a unique organisation that views the existence of workplace risk as an ideal opportunity for businesses to really add value to their product or service offering.

EMPOWERisk focuses not only on the systems of each industry, but on these specific practices, targets, goals and business codes of each client's business. The company is able to devise unique health and safety management systems that will ensure maximum compliance with legal requirements, as well as a safer, more efficient and, above all, well-run business.

Says Karl Bailey, the company's managing director: “We focus on both the skills and economic empowerment of our clients, ensuring true and sustainable value creation.”

EMPOWERisk's services include risk assessments; the development of project-specific health and safety specifications; an evaluation of existing health and safety plans; undertaking competency, resource, risk and compliance assessments, which includes proposed risk mitigation measures; and undertaking incident investigations and proposed risk-mitigation measures to reduce recurring exposures.

But the value of EMPOWERisk does not lie in its ability to accurately assess a business alone. It boasts experienced and knowledgeable staff who are able to devise and implant systems that reduce the company's legal exposure and risk to its reputation, public liability exposures, incidents and accidents. This leads to improved financial results, saving risk financing costs (such as insurance premiums) and improved employee morale.

In short, EMPOWERisk has the power to recreate highly successful companies that are fully in control of their own business destinies. “Our vision is to be the preferred supplier of enterprise-wide risk management and related support services in southern Africa,” concludes Karl.