



Introduction

Dear Valued Customer.

It's December already, and what a rollercoaster 2017 has been for our country, our industry and our business.

We have certainly experienced some ups, and some downs – the downs have definitely made this year interesting, shall we say it has certainly provided us with some interesting lessons. Despite the challenges that we have faced over the last 12 months, our country's economy, the declining investor confidence, our regular cabinet reshuffling, or just what has been the inevitable decrease in sales, we however as South African's, are all optimistic survivors and will not lose sight of the fact that we still have much to be positive about.



We as a business are looking to our greater continental Africa opportunities, opportunities like opening manufacturing operations in Ghana and Cote d'Ivoire with local partners, which are being founded on our alternative roll formed light gauge steel solutions and products - Ultra-Span. Excellent progress has been made on this front, and we hope to see manufacturing commencing in Accra in the third quarter of 2018. We are experiencing gratifying surges of growth in our roll formed product sales, and this trend is providing the confidence for us to forecast even further growth for next year.



So we remain positive through our industry challenges and will work together as a team next year and continue to jointly strive toward improving sales, generating stronger business relationships and onto even greater performances, because we are all endeavouring to CREATE THE ADVANTAGE for our customers, for our suppliers and for each other.

On another note, we end 2017, bidding farewells to individuals whom have played significant roles in MiTek's success internationally. Am sure that you will all join me in saying our very best wishes to Tom Manenti, Dick Marriot and Stephen Fray, but most importantly, thanking them for their enormous contributions made during their respective times at MiTek. We wish them and theirs, all the best with their retirements and future endeavours.



We have benefitted enormously from their guidance and we will take what we have learnt from these legends, and implement their lessons in our dealings, not only with one another, but with everyone we come into contact with. As a team, we are continually evolving, changing with the times. We are exceptionally privileged to have all of the people we have on staff through these changing times.

We look forward to 2018 with a real sense of excitement regarding some of the

incredible revelations that we have in store for our customers, we promise that you will not be disappointed.

We wish each and every one of you a wonderful Christmas and Festive Season.

Till we meet again next year, to continue this adventure together.



Regards,

Stewart Murray

MiTek at the SAISC Steel Awards 2017

MiTek attended the **Southern African Institute of Steel Construction Steel Awards 2017** which took place on the 13th of September in Johannesburg, Cape Town and Durban concurrently.

The **SAISC Steel Awards** is an annual event, which showcases projects

completed in the previous year that demonstrated excellence in the use of structural steel. Currently in its 36th year, the SAISC Steel Awards is an ideal opportunity for stakeholders in the steel construction industry to draw inspiration, celebrate excellence and share their achievements with current and potential clients.



MiTek sponsored the **MiTek Light Steel Framing Category** and there were 8 MiTek licensed fabricators that had projects entered in contention of the highly coveted LSF Award.

The MiTek entrants were:

BBS Mica - Gujini Hall

Giant Engineering - Siyabuswa Fire Station

Thlomeso Timbers - Thlomeso Factory

Eco Strut - Kingdom Leadership Centre

Build It Jeffrey's Bay - Global Leadership Academy Roof

Innovation for Africa - Container Roof

Ark Trusses - Tongaat Hall

Hi-Tech Nail Plate - TUT Ga Rankuwa Campus

The entries had to showcase the importance of steel as a structural component in a project, as well as the benefits achieved by using a steel construction. The judging panel also took other factors into consideration such as: aesthetic appeal, environmental considerations, innovation in design, fabrication or construction, special details or any other unique features, value to community development, engineering expertise and quality of workmanship.

MiTek is extremely proud to congratulate to [Build It Jeffreys Bay](#) for winning the LSF - **Light Steel Frame Award** at the [SAISC Steel Awards 2017](#) for the [Global Leadership Academy](#) project!



Juan Hay from Build It Jeffreys Bay accepted the award on behalf of Tony Ward. Brian Basson from **MiTek Port Elizabeth** (who designed the roof structure) was also present at the Johannesburg event, which took place at [Emperors Palace](#).

Here is the **SAISC** video about the **GLA** project:



You can also read about the project in the current issue of the **Steel Construction** magazine:

<http://steelconstruction.org.za/wp-content/uploads/2017/10/LSF-Winning-Projects.pdf>

Well done to everyone involved in this truly astonishing project, which showcases just how versatile **Ultra-Span** light gauge steel can be.



We would also like to thank and congratulate all the other MiTek entrants, as we value each and every contribution that they make.

We are looking forward to seeing even more MiTek Ultra-Span projects pushing the boundaries of Light Steel Framing at the SAISC Steel Awards 2018!

Please take note that all entries for the 2018 Steel Awards has to be in by **29 March 2018. Click on the link below to download the entry form:*

<https://www.saisc.co.za/wp-content/uploads/2017/12/STEEL-AWARDS-2018.docx>

The following will apply to entries submitted:

- The project entry fee has been set at a flat rate of R 1500 per project, regardless of project size
- SAISC and sub-association members can submit one free project for every paid project submitted
- A project scoring sheet has been included in the application form for reference, to give nominators insight into the adjudication process
- The photo competition will be open to members of the public, and shortlisting of photographs will take place on Instagram. The submitted photograph must have been taken in 2017 or 2018, and must be either of a Southern African steel structure - or a portrait photograph of a person who works in the SA steel industry

All projects will appear in the Steel Construction Journal and will be featured on the SAISC website. However, only shortlisted projects will appear in the visual production played during the awards ceremony. A maximum of 10 projects per category will be shortlisted.

If you have any questions, please send an email to marketing@mittek.co.za for more information.

MiTek Industries International

We would like to share a brief overview of **MiTek Industries South Africa (Pty) Ltd** as well as the company internationally.

MiTek is proud to be a wholly owned subsidiary, of [Mr. Warren Buffet's](#) Berkshire Hathaway Inc.

BERKSHIRE HATHAWAY INC.

MiTek Industries worldwide is governed by an incredible set of ethics and principles, as prescribed by Mr. Buffet himself.



The entire MiTek management team are compelled to sign a corporate governance compliance acknowledgement and FCPA (Foreign Corrupt Practises Act) annually, assuring our shareholders, our employees, our customers, our suppliers, and all our work associates, of our total commitment to all the values of good business, primarily integrity, and passion.

We are an international company with a turnover in excess of US \$1,60 Billion annually. The company has a 52-year history here in South Africa, founded as Automated Building Components ABC (Pty) Ltd in 1965, with 11 employees. We now have a staff complement of 164 nationally with offices in Gauteng, Durban, Port Elizabeth and Cape Town, with agents and manufacturing outlets in East London, George, Harare, Nairobi and soon Accra.



MiTek is the one stop “peace of mind roof supplier” that guarantees to take responsibility for every aspect of the services we provide.

- Our team of Professional Engineers and Technicians (14) are backed by Professional Indemnity insurance (PI) and a guarantee of continuity.
- Our in-house manufactured products are backed with full Product Liability insurance.
- Our world leading Software, for designs in both light gauge steel and timber are developed and improved by our collection of over 230 in-house software developers internationally
- Our software Includes a suite of management, quoting and manufacturing offerings that ensures you can definitely create your own advantage.
- Our Equipment department offers the best choice of equipment alternatives, from Laser Jigging, to optimised linear cutting and automatic pressing ensuring the ultimate in manufactured quality

If you have any questions, or if you need more information, please contact your Fabricator Business Manager or your Regional Manager.

DEKRA ISO Audit 2017

We are extremely proud to say that we have received our DEKRA **ISO 9001:2015** certification in 2017.



Why a DEKRA certificate?

The ISO 9001:2015 standard ensures quality is not a coincidence. As one of the first Certification Bodies accredited to the new ISO 9001:2015 revision, DEKRA's audits focus your attention and keep your quality management system up to standard. A DEKRA certification allows you to demonstrate to future and current customers that you will consistently meet their expectations.

- DEKRA has a global reputation as one of the most experienced certification organizations in US and Europe.
- DEKRA has offices around the world with knowledge of local markets and specific lines of business.
- Their auditors are highly experienced.
- They believe in harmonized international procedures - Their auditing schemes or reports in the U.S. do not differ from those in Europe.
- Their focus is your process; their objective is for more efficiency and a reduction of costs resulting from decreased product waste and inefficiencies.


- As they work diligently towards continuous performance improvement, they never lose sight of your customers; they believe it's critical that you maintain your positive customer relationships.
- Their audits are transparent - they involve you in each step of the relationship. They always discuss the content of our objective findings with you.

We as **MiTek** continually strive to maintain and improve on the quality of our products and services in order to create the advantage for all our customers.

MiTek Top-Hat Application Brochure

Have you seen our new **Top-Hat Application** brochure yet?

If not, please click on the [picture below](#) to download it:



TOP-HAT APPLICATION

MiTek Top-Hat profiles are steel hat channel profiles, manufactured from galvanized steel for superior corrosion resistance. These cost effective steel battens & purlins are compatible with timber and steel trusses for either tile or metal sheeting applications.

MiTek Top-Hat Profiles can be used as a batten, purlin, tilting fillet, ceiling bracing, runner, web cross brace or diagonal brace in both timber and steel roof structures.

In addition to being easy to transport (due to its lightweight properties), MiTek Top-Hat profiles are packaged in bundles of 10, enabling space saving storage and ease of handling. Top-Hat profiles are always straight ensuring a true and level roof.

The eco friendly solution.



Why MiTek Top-Hat profiles?

- ✓ Available in standard lengths or can be cut to length (dependent on quantity)
- ✓ Less wastage as it cannot be used for fire wood (non-combustible)
- ✓ Can be used with both timber and steel roof trusses
- ✓ Labour saving in loading and offloading time
- ✓ Galvanized for superior corrosion resistance
- ✓ No treatment required (resistant to fungus and borer attacks)

- ✓ Does not warp, so members are always straight and true
- ✓ Transport and storage space saving, e.g. bundle of 10 x 25mm MiTek Top-Hat profiles is the same size as one 38x38mm timber batten
- ✓ Simplified and faster fixing to roof trusses as no purlin clips are used and requires no slitting of under sheeting membrane



If you have any questions, please send an email to marketing@mitek.co.za for more information.

Technistrut Client Day

MiTek was present at Technistrut's Client Day which was held on 20 September 2017 at the Technistrut Head Office in Chamdor, Krugersdorp. The Client day was held to thank their customers for their continued support and also to

elaborate on the recent change of directorship. There were also guest speakers scheduled to speak on the day, Roly Adams being one them.



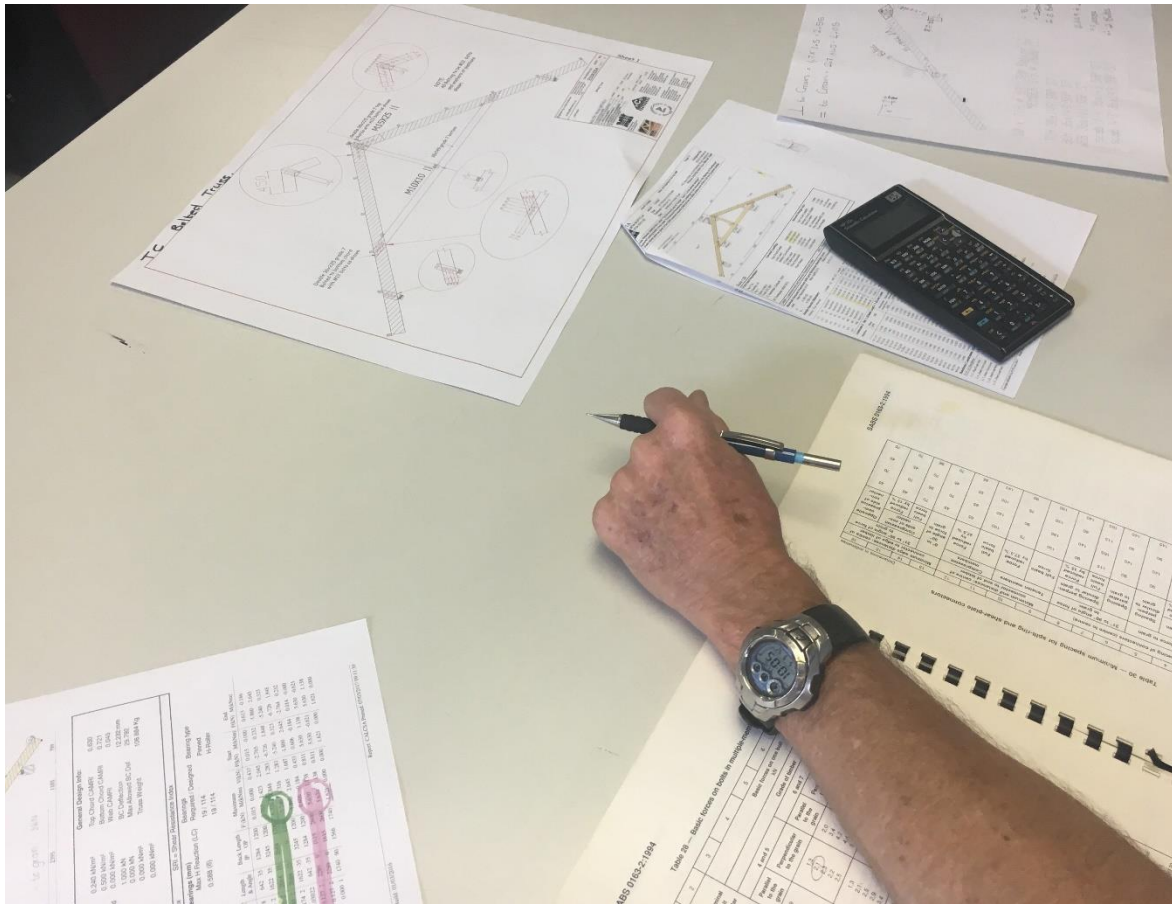
On display was a Toyota Fortuner on-top of a Ultra-Span and timber ramp which was built by TechniStrut for the occasion. It was the main attraction of the event and it displayed the synergy possible between timber and light gauge steel.



Congratulations to Technistrut for hosting a well organized event, and thank you that MiTek could be a part of it.

MiTek Engineering - Inspection Services

The MiTek Engineering department now offers roof inspections services for new and existing roof structures.



Did you know the following?

An owner of a structure must ensure that:

- (a) Inspections of that structure are carried out periodically by competent persons in order to render the structure safe for continued use.
- (b) That the inspections contemplated in paragraph (a) are carried out at least once every six months for the first two years and thereafter annually.
- (c) The structure is maintained in such a manner that it remains safe for continued use.

Building owners are respectfully referred to the requirements of regulation 11 (2) of the construction regulations 2014.



If you have any questions, please send an email to mideng@mittek.co.za for more information.

MiTek Ultra-Span Training in Ghana

Nkopodi Kgofelo recently went to Ghana to assist with Ultra-Span training on fabrication and erection at the [Komfo Anokye Teaching Hospital](#) in Kumasi, Ashanti Region, Ghana. The area has a total projected population of 4,780,380 people (2000) and the hospital became a Teaching hospital in 1975 for the training of Medical Student in collaboration with the School of Medical Sciences of the University of Science and Technology, Kumasi.



The geographical location of the 1200-bed Komfo Anokye Teaching Hospital, the road network of the country and commercial nature of Kumasi make the hospital accessible to all the areas that share boundaries with the Ashanti Region and others that are further away.

Nkopodi was on-site for 6 days, assisting [African Building Partners](#) with the 2400m² (in total) roofing project, which was designed by Freeman Munjoma. It consisted of three roof structures; a Psychiatric intensive-care unit, a Maternity unit and a Pediatrician unit. ABP is a new Ultra-Span customer based in Ghana and they have various ongoing projects in the surrounding area.



Well done to Nkopodi and everyone else involved in contributing toward the success of the project.

MiTek Christmas Video 2017

We as **MiTek Industries South Africa** performed the well-known Christmas carol: “**We wish you a Merry Christmas**”.



Each Department/Region had to sing a verse from the carol, as defined below:

1. We wish you a Merry Christmas - **SCM Midrand**
2. We wish you a Merry Christmas - **Admin Midrand**
3. We wish you a Merry Christmas - **Engineering Midrand**
4. And a Happy New Year - **Software Development Midrand**
5. Good tidings to you - **Customer Support Midrand**
6. And all of your kin - **Durban**
7. Good tidings for Christmas - **Cape Town**
8. And a Happy New Year - **Port Elizabeth**

Here is the end result!



From everyone at MiTek Industries South Africa:

Happy
Holidays

MiTek Customer Feedback

We want to hear from you!

Please click on the [picture below](#) to give us your **feedback**:



You can also give us feedback by clicking on our email signatures, by clicking on the **Give Feedback** icon:



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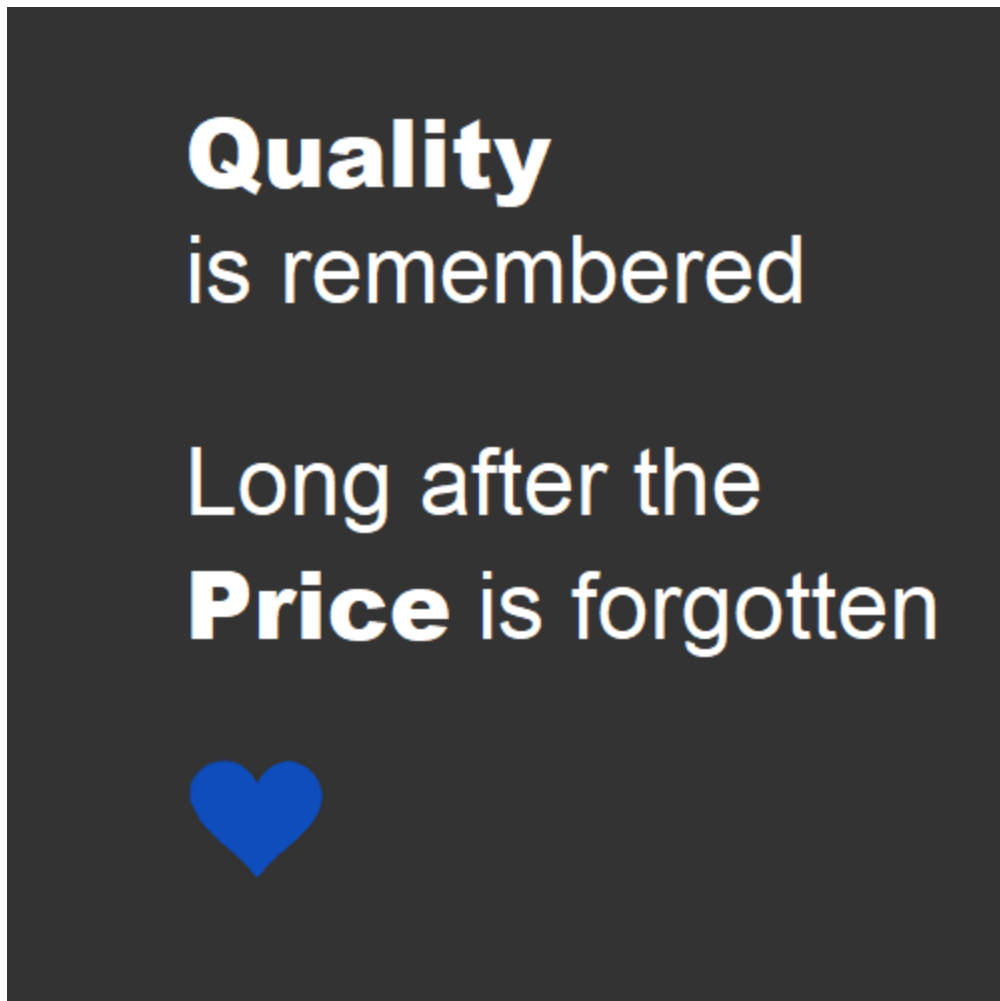
  [Give Feedback](#)

Are we Creating the Advantage for you? Click [here](#) to let us know.

** MiTek's standard terms and conditions apply.*

Thank you for taking time to give us your feedback. We value your contribution.

MiTek Meme



MiTek on Social Media

Connect with [MiTek](#) and stay in touch with all the latest news and updates regarding [MiTek](#) and our industry.

MiTek is active on Facebook, Twitter & LinkedIn.



Like and follow us on the following social media platforms:

Facebook: <https://www.facebook.com/MiTekSA>

Twitter: <https://twitter.com/miteksta>

LinkedIn: <https://www.linkedin.com/company/mitek-industries-south-africa>

MiTek - Did you know?

Founded in 1955 and a Berkshire Hathaway company since 2001, MiTek has operations in more than 40 countries on six continents.



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