

# steel CONSTRUCTION

OFFICIAL JOURNAL OF THE SOUTHERN AFRICAN INSTITUTE OF STEEL CONSTRUCTION

Volume 41 No. 4 2017

## RETAIL DEVELOPMENTS: Local vs International Markets

## A GLIMMER OF HOPE FOR THE INDUSTRY: THE RESTART OF THE HIGHELD STRUCTURAL MILL

## INNOVATION IN TRAINING: Genrec's New Virtual Welding Machine





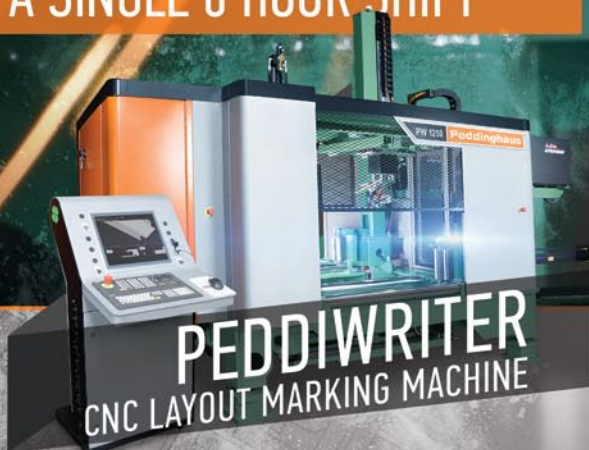
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**Front Cover:** Fourways Retail Crossing  
Photo by: Micaela Jardine, Photography  
by Micaela

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## editor's note

**W**hile time travel isn't a reality just yet (well... not that I'm aware of anyway...) I got my own little "blast from the past" by delving into the SAISC's storeroom. It felt like I had discovered gold. Files and photographs and slides of projects dating back to the early days of Steel Awards, circa the 1980s.

Why did I find looking through these files so gratifying? Because they are a testament to the longevity of our industry. They document hundreds of projects, the proud achievements of our industry, a record of progress, innovation and tenacity. They also contain some fantastic material for case studies, which I'm excited about adding to our new website! We're busy building something amazing that we plan to share with you all soon, so watch this space!

Steel Awards 2017 judging has been concluded, and all those involved have breathed a sigh of relief. Yes... we know who the winners are. No, we can't give you any hints. What happens in the SAISC Boardroom during Steel Awards Judging stays in the SAISC Boardroom... until the 13th of September ladies and gentlemen.

Table bookings are open for the gala dinners, taking place in Gauteng, Cape Town and Durban on 13 September 2017. Don't forget to reserve your space. Seats are filling up fast!



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# Establishing solid foundations for future **GROWTH**

By Paolo Trinchero, Chief Executive Officer, SAISC

“Rather than merely  
right sizing our  
businesses we should look  
for opportunities  
to take on fresh graduates  
with **FRESH** thinking  
where budgets allow.”

We are half way through the year and all I can say is that it feels like we need to go on holiday and come back next year. Unfortunately, a recession following on from a series of downgrades is really serious for the South African steel industry as a whole. These developments are, to some extent, out of our control. We can only continue to influence where we can to ensure better decision making takes place.

So let us focus on what we can do as an industry and use this time to lay solid foundations for future growth. It's back to my old hobbyhorse of education, training and development. The SAISC is currently working on some new initiatives which will hopefully change the way we educate the next generation of Steel Men and Steel Women. Watch this space.

I must say, I had great fun with the team on steel awards judging. We visited a number of impressive structures and met many interesting and passionate project teams. Thank you for all the hard work so far. Steel Awards is going to be the highlight of our calendar. Final judging was an experience and I am not going to divulge anything.

On the project and market development front, Amanuel has been working on a number of initiatives. When the market comes under severe pressure one has to look for new opportunities. If circumstances conspire in a way to make us less competitive the only thing left in our toolbox is innovation. That innovation does not necessarily need to be a better design it may involve how the project is financed or where it is fabricated.

Lobbying is proving to be the most difficult yet most important task. We have had a number of industry meetings and

have started to co-ordinate with other associations in the industry. What is clear from recent studies is that we do not have a plan that unites us. We have many short term survival initiatives, which may secure short term survival of a company, but will not secure the long term survival of the industry.

As we keep a close watch on what is happening in the world around us, we see that we are not the only ones in this position. The steel industry challenge is a worldwide phenomenon, and we are trying to learn from those around us. A number of initiatives and actions are required across the entire value chain. On their own they will not yield the results we need, but together they will begin to change the landscape (tariffs – upstream and downstream, designation, codes and standards, innovation and creative thinking). We must however keep an eye on initiatives which don't work or have unintended consequences.

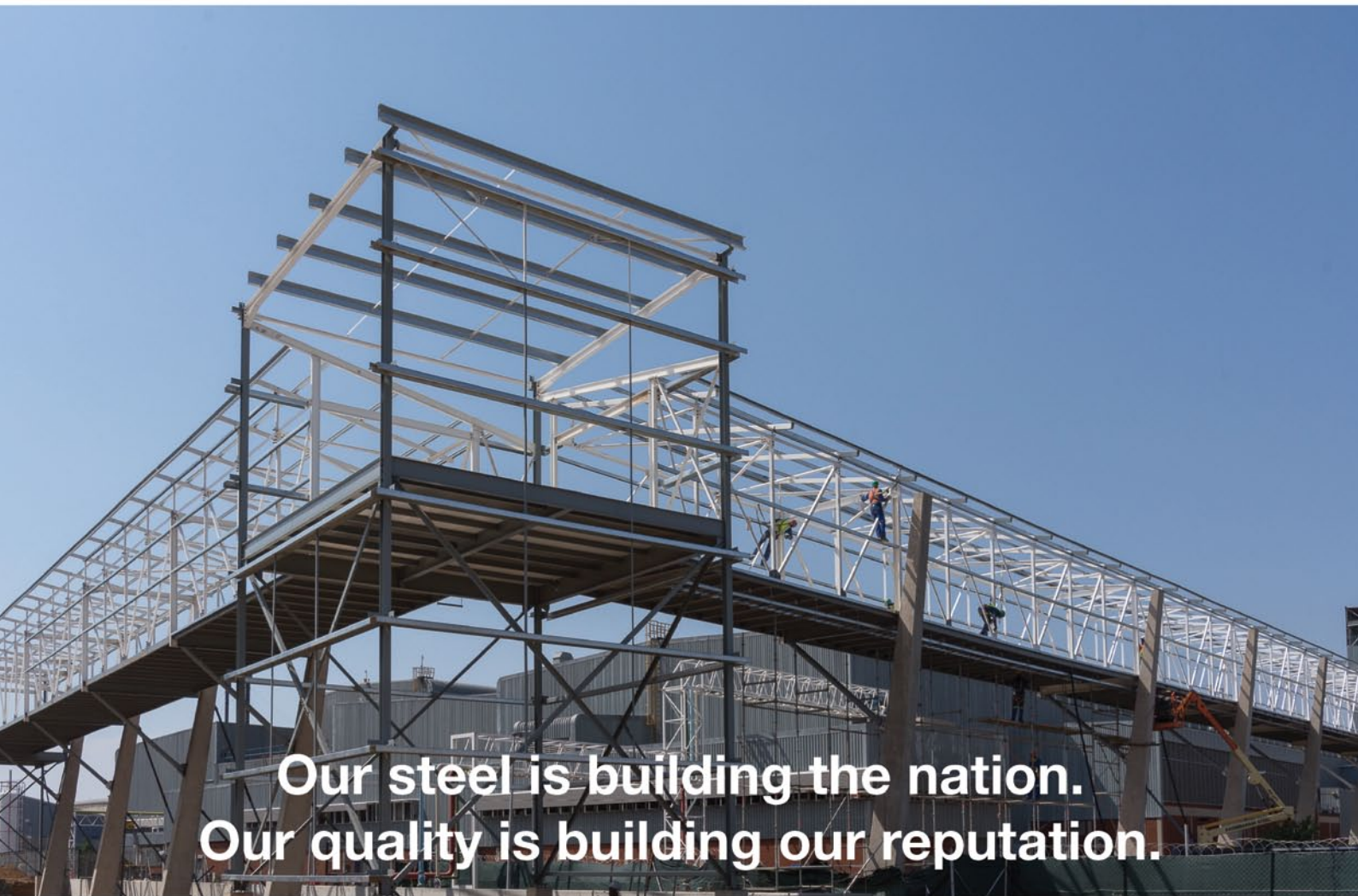
We need to have a fresh look at the opportunities that we have. We have so many young people who would love to make a contribution. Rather than merely right sizing our businesses we should look for opportunities to take on fresh graduates with fresh thinking where budgets allow. It's time we enter the fourth industrial revolution and begin to drive progress.

We will have more to report on our tube and pipe divisions, together with exports in the next edition. These are two areas where real innovation is needed. Thank you to all those members that have sent through their comments on various initiatives. We value your input.



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- Javett UP Arts Centre (130t) - University of Pretoria
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- Heineken Brewery Chemical Plant (50t)
- IHS – Bulk Storage, Bond Store and Despatch (650t) – Imperial Health Sciences
- Serioplast: Warehouse Facility (190t) – ERF 330 Vorna Valley (Pty) Ltd
- Teraco R8 Data Centre (370t) – Teraco Data Environments
- Government Printing Works (350t)

- Benmore Gardens Shopping Centre Refurbishment (150t)
- Golden Era Can Line Plant (525t) – Golden Era Group
- Fourways Mall Link Bridges, Ramps, Lift Shaft, Infill Slabs and Roof (250t) - Fourways Precinct



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# TALL handsome COLUMNS

By Amanuel Gebremeskel, Technical Director, SAISC

EQUIPPED WITH CFHSS  
THERE IS LITTLE REASON  
TO CONTINUE WITH  
THE CURRENT PRACTICE  
OF USING REINFORCED  
CONCRETE COLUMNS IN  
INDUSTRIAL BUILDING  
APPLICATIONS.

One of the less appealing sights when driving up M1 and N1 in Gauteng is to see tall concrete columns going up to support steel warehouse roofs. Concrete is a useful product but this application is inappropriate.

Firstly, one has to transport and set up the formwork, then pour the concrete and wait for the curing process to come to completion so that the formwork can be stripped and used for the following set of columns. This adds several weeks to the construction schedule. More importantly it is hard enough locating holding down bolts accurately on the ground. Now imagine moving the problem four stories up a slender concrete column.

There is a less costly solution that can allow owners and contractors to reclaim the lost time and avoid re-work on the steel roof due to concrete column location inaccuracies. We call the solution "Concrete Filled Hollow Structural Sections" (CFHSS) and cover the design requirements in Clause 18.2 of SANS10162-1:2011

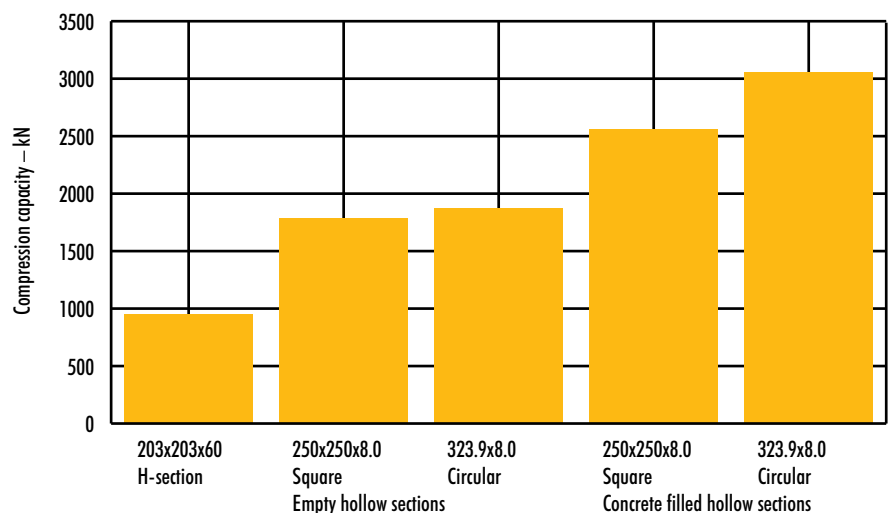
CFHSS allows the erection to commence rapidly as if steel columns were in use, and

saves on steel weight by making use of the excellent compressive capacity of concrete to carry axial loads. There is rarely a need for reinforcing bars when using CFHSS in industrial applications.

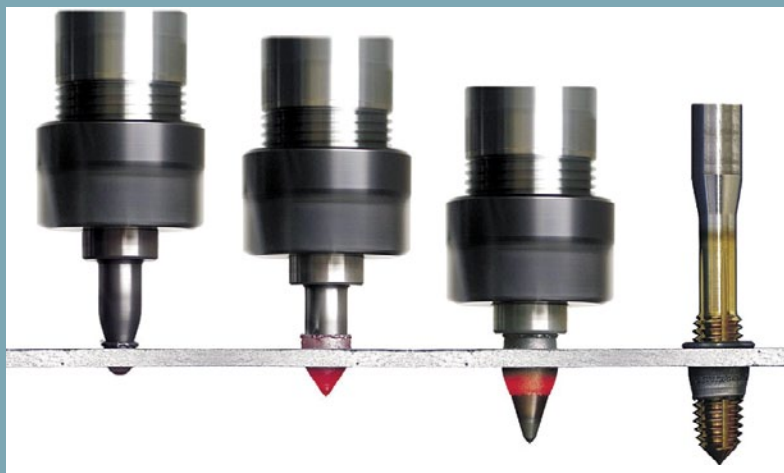
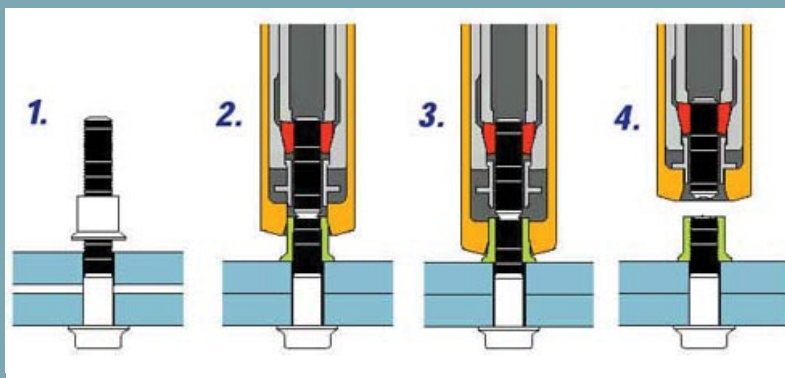
Bare steel hollow structural sections, whether they are circular, square or rectangular, are inherently more efficient as compression members than any other structural steel section due to their geometric shape. When filled with concrete their axial strength increases considerably due to the confinement that they provide for the concrete which is also axially loaded.

To add to the benefits above, concrete filling of hollow structural sections can also be used as a method of fire protection. In a fire, the temperature distribution in a concrete filled hollow structural section is significantly different to that in an empty hollow section. The combination of materials with markedly different thermal conductivities produces extreme transient heating behaviour and high temperature

BELOW: Compression capacities for sections of equal mass with concrete filling







differentials across the section. As a result of these differentials CFHSS columns can be designed to have a fire resistance of up to 120 minutes, or more, without any external fire protection.

Finally, there is the issue of connecting other members to CFHSS. As always, the best connections are those that are the simplest to design, manufacture and erect.

There are two main methods of making site connections: bolting and welding. Bolting is nearly always the preferred method. However, using standard bolts and nuts to make connections to hollow structural sections is difficult, because there is normally no access to the inside of the section to tighten them.

Fortunately, in recent years, a number of one sided blind bolting systems have become available in structural sizes up to M24 and strengths of grade 8.8. Blind bolting systems make use of either special types of bolts, inserts, or special drilling systems. As the name implies, these can be used when only one side of the connection is accessible. This allows, for example, bolted beam to structural hollow section

column connection details to be designed in a similar way to a beam to open section column connection.

Although other systems may be available, much research has concentrated on the following three systems. The Flowdrill drilling system, the Lindapter HoloBolt insert and the Huck Ultra-Twist bolt are illustrated below respectively.

If one allows for shop welding to hollow structural sections, then a whole range of site bolted connection types become possible. The bolting is to the web of an I-section (or other open profile) beam and beam coping is generally not required.

Many of the familiar simple shear connections that are used to connect I-section beams to I-section columns can be used with hollow structural section columns. These include single and double angles (cleats), unstiffened and stiffened seats, single shear (fin) plates and tee connections. One additional connection type that is unique to hollow section connections is the through-plate. This alternative is seldom required for structural reasons and it incurs a cost penalty when

ABOVE LEFT: The Huck Ultra-Twist Bolt

ABOVE RIGHT: The Lindapter HoloBolt.

BELOW LEFT: Fin Plate Connection.

BELOW RIGHT: Flowdrill Drilling System.

a single shear (fin) plate connection would otherwise suffice.

Organizations such as CIDECT have supported research and written guidelines so that hollow structural sections can be used widely. When filled with concrete CFHSS are not only much stronger than concrete columns but they are also fire resistant and easy to connect.

Equipped with CFHSS, there is little reason to continue with the current practice of using reinforced concrete columns in industrial building applications. CFHSS columns will save money, time and improve quality all at the same time. It is very rare for one single technology to yield all three benefits in construction so we may as well use it.

# RETAIL DEVELOPMENT PROJECTS

## FOURWAYS RETAIL CROSSING

This project entailed the refurbishment and upgrade of Fourways Retail Crossing, creating a more spacious and modern layout. The structural framing consists mostly of tubular steelwork, which was selected both for functionality and aesthetics.

Because it was an existing shopping centre, safety was crucial, and a decision was taken by the project team and client to work at night.



## PROJECT TEAM

Architect: Batley Partners

Client/Developer: Acucap Properties

Corrosion Protection: Dram Industrial Painting Contractors (Pty) Ltd

Main Contractor: Ashville Construction (Pty) Ltd

Nominator: SE Steel Fabrication (Pty) Ltd

Photographer, other submitted images: Photography By Micaela

Project Manager: Ashville Construction (Pty) Ltd

Quantity Surveyor: Norval Wentzel Steinberg

Steel Erector: SE Steel Fabrication (Pty) Ltd

Steelwork Contractor: SE Steel Fabrication (Pty) Ltd

Structural Engineer: L&S Consulting (Pty) Ltd

Structural Steel Detailer: Vision Draughting cc





The project was technically difficult due being a brownfields project where all dimensions had to be checked on site, and considering the necessity for consultation with professional team throughout the project. Getting everything done accurately proved challenging for the team. Because things look very different at night than they do during the day, erection was a far slower, more meticulous process. There were very small and few laydown areas, which were constantly changing.

As the steelwork contractor opened up the existing steelwork and brickwork they realised that having a surveyor onsite for

the duration of the project was necessary to ensure that the dimensions were accurate for the fabrication process. One of the key features of the job are the curved facias. Throughout the period of the project there were two dedicated teams working on that element. A lot of tubular material was used on the job. Chemical anchors were used throughout as opposed to holding down bolts.

## KYALAMI CORNER

Kyalami Corner is a 27,300 Gross Leasable Area retail centre located on the Corner of Main Road and Pitt Avenue. This development by Pivotal (80%) - Dorpsstraat (20%) opened on April 13th 2017. Redefine Properties has recently acquired Pivotal, including his assets and adding Kyalami Corner to their portfolio.

This shopping centre was themed on the equestrian lifestyle in Kyalami where horses are a part of everyday life. The shapes and curves, mimic the shape of a horse silhouette. Corten plates were individually cut using a high definition plasma process in order to match the curves taken from the architect's sketches. Corten plate was specifically chosen for its weathering properties to achieve the desired rusted bronze finish without hampering structural integrity.



## PROJECT TEAM

Client/Developer: Dorpsstraat  
 Architect: SVA International  
 Structural Engineer: Sutherland  
 Quantity Surveyor: SVR SA Quantity Surveyors  
 Project Manager: IN-TPN Projects  
 Main Contractor: Iguana Projects  
 Steelwork Contractor: Central Welding Works  
 Structural Steel Detailer: KRU Detailing cc  
 Steel Erector: Central Welding Works  
 Cladding Manufacturer: Chartwell Roofing  
 Cladding Supplier: Chartwell Roofing  
 Cladding Contractor: Chartwell Roofing  
 Corrosion Protection: Dram Industrial Painting

## SAISC PROJECTS

Some elements are placed onto suspended slabs and the reduction of weight reduces the load onto the slabs.

The biggest challenge was getting coordinated design layouts to the steel fabricator/detailer. Architectural design complexities had to be checked against shop drawings to ensure aesthetic details would be met, especially cladding details which were not finalised at the time of manufacture. Shop drawings were checked via Tekla BIM and imported into Revit to double check coordination/aesthetics.

The fins range from 9.6 to 16.8 meters in length and the onsite installation and joining of the fins was a challenge but the desired look was achieved.

Radii selection and member selection was discussed with manufacturer in order to speed up process of manufacturing and ease of installation.

The main steel roof is supported by a structural concrete frame. The canopies and feature roofs are slender elements braced by V-shaped steel columns in one direction and the concrete frame in the other.

## MENLYN PARK RECONFIGURATION PROJECT

Menlyn Menlyn Park is the biggest shopping experience in Africa. 177 000m<sup>2</sup> GLA after 60 000m<sup>2</sup> of additional retail space was added by demolition of 35 000m<sup>2</sup> of existing retail in between two live mall areas. The project was completed in 14.5 months including demolition and bulk earthworks.

Steel was chosen due to economy, versatility, speed, aesthetic and large column free areas. Cladding consisted of conventional secret fix cladding to the main roof and Rheinzink at the focal entrance. The project received a 4-star rating. A first for retail in South Africa.

Due to the fast-tracked program and tower crane accessibility, the use of steel elements was designed and fabricated in advance

in a factory controlled environment and erected in a fraction of the time compared to similar concrete components.

- Bi weekly planning meetings were held to ensure all is on track with sub contactors and designers.
- Full time structural steel foreman on site were there to monitor progress.
- Long lead items ordered in advance (steel and sheeting).
- A guest relations facility was constructed with a steel and glass frame.

The main structure is founded on piles with concrete columns to LFFL, above LFFL a structural steel column and truss frame supports the roof sheeting and atriums. The structural steel roof is braced by well-placed atriums and concrete plantrooms. In summary, there are:

- Steel structural grid spans 10m x 20m over the new retail.
- The use of steel I-Sections for the butterfly roofs over the keyhole malls with perimeter flush glazing.
- Tubular, slanted steel sections at the major mall intersections and feature entrance elements.
- A series of steel canopies and fan roofs in Central Park and new enclosed Food Court.
- Tubular steel sections used in an Intertwining helix format to create a 37m landmark Signage Tower.

Challenges and solutions included:

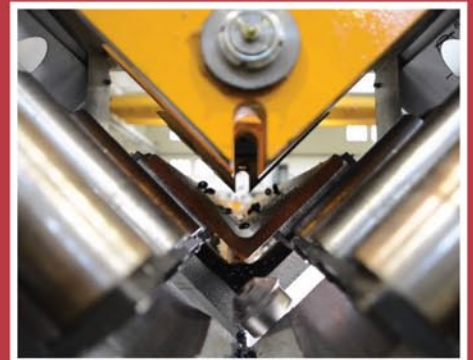
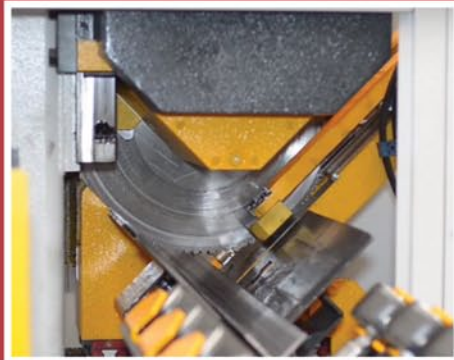
- Logistically the site was a challenge with virtually no laydown space. Deliveries were planned in such a way that materials were erected to make space for more deliveries.
- Smaller cranes and spider cranes were used on the decks to move steel to required areas.
- Work over the live mall was made possible by proper planning and night shift sessions. A full covered crash deck was erected under the areas
- The signage tower (spire) was designed, constructed and erected in a very short space of time. All splices and intersections needed full welds, done on site by Cadcon and tested in situ
- Economical Structural Steel grid and prefabrication of various







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## SAISC PROJECTS

design elements were fundamental in saving costs and meeting the program.

- Bon-dek solutions were introduced where time constraints were realised.
- Structural steel was used to introduce a skylight over a live mall without hindering shoppers.
- Rheinzink was used on focal entrance that carries a lifetime maintenance free guarantee

Standard structural steel sections were used in an innovative way and carefully designed to create signature feature Elements that draw attention to landmark spaces within the Development.

- There are many aesthetic features that form an integral part of the structural frame i.e. “knuckles”, “chop stix”, the bandstand and the central park.
- The focal entrance cladding is curved on two planes (Rheinzink).

- Two areas were constructed inside a live mall without closing off any areas from public use.
- There is a signage tower structure tower with helix forming tubular sections.

### What makes this project special?

The short construction period for this massive refurbishment project that is now the biggest retail mall in Africa that forms a landmark for PTA and also South Africa.

No fatalities and great relationships was built between all professional parties.

Cost effective, innovative design and complimentary use of materials to achieve a contemporary, timeless and light filled spaces and volumes.



## PROJECT TEAM

Architect: BILD Architects (Pty) Ltd/Terra Ether Architects

Cladding Contractor: Rhode Roofing

Cladding Contractor: The Roofing Guarantee Company (Pty) Ltd

Cladding Manufacturer: ArcelorMittal South Africa

Cladding Supplier: Global Roofing Solutions (GRS)

Cladding Supplier: Rheinzink South Africa

Client/Developer: Pareto Limited

Corrosion Protection – Galvanizing: Monoweld

Corrosion Protection – Paintwork Contractor: Dram Industrial Painting Contractors (Pty) Ltd

Main Contractor: Murray & Roberts Construction (Pty) Ltd

Project Manager: Origin Project Managers

Quantity Surveyor: BTKM Quantity Surveyors

Steel Erector: Fanie Leibrandt Erectors

Steel Erector: On Par Erectors

Steelwork Contractor: Cadcon (Pty) Ltd

Steelwork Contractor: Murray & Roberts Construction (Pty) Ltd

Structural Engineer: Aurecon Group Brand (Pte) Ltd

Structural Steel Detailer: Lavula Shop detailers



# AECOM helps Gibela facility achieve

# 500 000 LTI-FREE HOURS



AECOM initially won the bid to design, procure and manage the construction and commissioning of the Gibela facility as the main Engineering, Procurement & Construction Management (EPCM) consultant.

**“AECOM** has implemented programmes to ensure that the high environmental, health and safety standards as set by **Gibela** are achieved...”

“A critical area of our scope of work was to inculcate a common approach to safety management in order to ensure that the client’s performance expectations were met,” comments AECOM’s Cara-Mia Keyser, Environment, Health & Safety Manager for Buildings & Places in Africa.

She adds that building a common approach to the project’s safety management through partnership and engagement was critical in achieving the 500 000 LTI-free hours.

Key challenges in this regard were the project’s size, and its focus on supporting local enterprise and supplier development. “This drove our approach to addressing environmental, health and safety challenges through partnerships and engagements,” Keyser elaborates.

In conjunction with Gibela, AECOM conducted a series of kick-off meetings and extensive workshops to assist new contractors in coming to grips with the stringent project’s environmental, health and safety requirements.

“These meetings and workshops initiated an engagement process aimed at supporting all contractors by providing them with the knowledge and vision to contribute to achieving safety excellence. This resulted in

related events to assist in fostering a shared commitment to safety,” Keyser reiterates.

In celebration of World Environment Day last year, AECOM and Gibela hosted a mass Toolbox Talk with one of the project’s principal contractors. “This event was aimed at raising awareness on environmental issues, and the importance of environmental protection. This ensured that the workforce actively played a role in the site environmental programme to ensure that the project’s environmental performance targets are achieved,” Keyser explains.

Toolbox Talks are informal discussions between team members on specific environmental, health, and safety issues. “This provided a major support in strengthening the project’s safety culture. No matter what their role on the project, all team members were encouraged to voice their opinions and recommendations,” Keyser notes.

Located near Johannesburg, the 50 000m<sup>2</sup> manufacturing facility is under construction by eight principal contractors, each with their individual work packages. Gibela itself is a consortium aiming to deliver 580 trains comprising 3 480 coaches to revitalise rail transportation in South Africa. About 1 500 people will be employed at the manufacturing facility.

“AECOM has implemented programmes to ensure that the high environmental, health and safety standards as set by Gibela are achieved. We took a hands-on approach to contractor management in order to ensure that performance expectations were met,” Keyser concludes.

# A glimmer of hope FOR THE INDUSTRY

By Nadia Bekker, ArcelorMittal South Africa

On 20 July 2017, it was exactly two years since Highveld was forced to stop production as thousands lost their jobs. Looking back, this was a dark period, not only for the Mpumalanga province, but also for the steel industry and the country too. Concerned about the loss of such a critical steel capability, as well as the impact of this closure to the rest of the industry, ArcelorMittal South Africa, worked with the government, to ensure the sustainability of the local steel sector. This initiative was part of an on-going engagement with government. Fast forward two years, we have since seen the restart of the Highveld Structural Mill which now produces structural beams for ArcelorMittal South Africa through a contract manufacturing agreement. Though it definitely wasn't an easy road, the rehabilitation work at the heavy structural mill has been completed. As it stands today, the mill is currently producing high quality heavy structural steels used in the rail, construction, infrastructural, mining and general engineering sectors.

So many Mpumalanga households faced an unknown, bleak future, but the 'City of Coal' is cautiously becoming more and more hopeful as this picture is starts to brighten up. A significant tonnage of finished products has been dispatched to various customers over the past couple of months.

One of them is Zak steel, a division of Clyde Industrial Cooperation that supply rails to some of the big mining houses. Karen Howard, Sales Manager at Zak Steel shared that the product is great, of good quality and that they will strongly consider placing repeat orders in the near future.

"From a market point of view, it is quite exciting that the mill is up and running again," says Gavin Marshall, Procurement Executive at Macsteel Trading, another satisfied customer who also noted that the product quality is on standard.

Barry Lerm, Key Account Manager at ArcelorMittal South Africa, responsible for many of the heavy structural customers, reckons that the next quarters' forecasted order book looks promising despite the uncertainty of the industry strike that limits commitments at this stage.

"Apart from the structural mill's operation that generates revenue, waste dumps are being reprocessed. Some facilities on the Highveld site are even being rented to various businesses", shares Highveld Steel Chief Executive Officer, Johan Burger.

The potential exists to even revive the site as an industrial zone, with Burger noting that the facility has well established

infrastructure, as well as good access to utilities such as electricity, water, rail and gas. It is expected that hundreds of employment opportunities should arise from these promising opportunities.

Another aspect of the site that has attracted significant interest is the rich rail infrastructure at Highveld particularly from coal miners, which believe there is potential to create an inland logistics hub for miners seeking a way to utilise rail, instead of road, to transport coal to either Eskom power stations, or to the Richards Bay Coal Terminal.

Another focus since the restart of the mill is the issue of import duties. Wim de Klerk, Chief Executive Officer at ArcelorMittal South Africa confirmed that an application has been submitted to ITAC to introduce import duties at a bound rate of 10% on heavy structural products. "We look forward to government approval of this application so that imports of these products into the country are deterred as resumption of production is dependent on this implementation," he says.

"The Highveld structural mill with its 18 000 monthly capacity is the only one of its kind in Africa with the ability to produce large structural steel. The combined capability of ArcelorMittal South Africa and Highveld results in the ability to produce main line rail for the first time in many decades," concludes Johan Burger.

In the words of Colleen Commons, General Manager at BSI steel, these are the building blocks of our country. We want to see the local branding on our country's structures and are all in favour of this joint venture that enables us to supply local heavy sections to the construction sector again.

**"The Highveld structural mill with its 18 000 monthly capacity is the only one of its kind in Africa with the ability to produce large structural steel. The combined capability of ArcelorMittal South Africa and Highveld results in the ability to produce main line rail for the first time in many decades."**





ArcelorMittal

## ArcelorMittal South Africa & Highveld Structural Mill are producing Heavy Structural Sections locally again

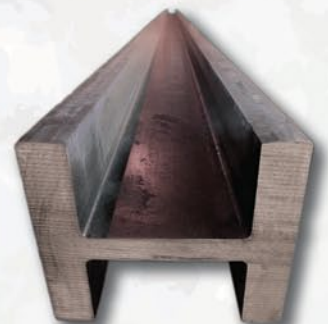
A healthy steel industry requires collaboration between the government, primary steel making, downstream manufacturing & industry associations.



The heavy structural mill is fully operational and focused to produce the following high quality structural product range:

Section type	Section sizes (mm)
Angles	200 x 200 x 16
Angles	200 x 200 x 18
Angles	200 x 200 x 20
Angle	200 x 200 x 24
Beams	203 x 133
Beams	254 x 146
Beams	305 x 102
Beams	305 x 165
Beams	356 x 171
Beams	406 x 140
Beams	406 x 178
Beams	457 x 191

Section type	Section sizes (mm)
Beams	533 x 210
Columns	152 x 152
Columns	203 x 203
Joist	203 x 152
Parallel Flange Channels	230 x 75
Parallel Flange Channels	230 x 90
Parallel Flange Channels	260 x 75
Parallel Flange Channels	260 x 90
Parallel Flange Channels	300 x 100
Taper Flange Channels	200 x 75
Rails	40.18 kg/m
Rails	47.62 kg/m



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tomorrow

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## ATTERBURY DEVELOPMENT OF MALL OF AFRICA GETS TOP HONOURS AT INTERNATIONAL VIVA AWARDS

Atterbury Property's development of the iconic Mall of Africa secured its place among top honourees from around the world in the highly coveted international VIVA (Vision, Innovation, Value, Achievement) Awards, announced in Las Vegas, USA, on Sunday, 21 May 2017.

The VIVAs are an initiative of the International Council of Shopping Centres (ICSC) and are the most recognised achievement for professional excellence in the global retail real estate industry.

Each year the VIVA Best-of-the-Best Awards honours the most outstanding examples of shopping centre design and development, sustainability, retail store design and marketing, worldwide. They have been claimed by the world's best companies and shopping centre professionals.

The finalists first have to go through a rigorous regional round before they can be considered for the awards. As a gold winner of the South African Council of

Shopping Centres' (SACSC) Retail Design and Development Awards, the ICSC's regional awards programme, Mall of Africa was automatically entered in the prestigious VIVA global awards.

Atterbury's development of Mall of Africa holds the honour of being the only mall on the African continent to achieve in the awards in this category this year.

Mall of Africa is South Africa's largest shopping Mall ever built in a single phase, with over 130 000m<sup>2</sup> of retail space, it is home to over 300 shops, restaurants and services. The mall's unique architectural appearance is inspired by Africa's geological features and iconic landscapes, leading the way for its achievement in the VIVA design and development category.

Cobus van Heerden of Atterbury Property Development says the Mall of Africa was inspired by leading international trends in design elements and underpinned by solid retail property fundamentals.

"As developers of Mall of Africa, Atterbury is thrilled it has received international recognition among the most esteemed shopping centres across the globe. From its conception to its design and development, Mall of Africa was envisioned to create a world-class mall with a unique shopping experience unlike anywhere else," says van Heerden.

"Every detail of Mall of Africa caters towards understanding and delighting customers and supporting the trade of retailers and being an asset for its community. To receive recognition in the VIVA Awards reaffirms our commitment to delivering exceptional developments that offer designs and experiences second to none," concludes van Heerden.

ABOVE: Exterior view of the iconic Mall of Africa.

INSET: Cobus van Heerden of Atterbury Property Development.

“FROM ITS CONCEPTION TO ITS DESIGN AND DEVELOPMENT, MALL OF AFRICA WAS ENVISIONED TO CREATE A WORLD-CLASS MALL WITH A UNIQUE SHOPPING EXPERIENCE UNLIKE ANYWHERE ELSE.



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Option	Cost	Approximate Duration
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# NIGERIA'S STEADY ECONOMIC RECOVERY

## SIGNALS OPPORTUNITY FOR PROPERTY SECTOR



The Ilubirin development is part of a major drive, initiated by Lagos State Government, to develop the area into a prime residential, leisure, recreation, and tourism destination.

While Nigeria's economic downturn created adverse conditions for international companies operating in the country, construction and property solutions company, Profica, adopted an astute approach to doing business that enabled them to weather the storm. Now the company is well-situated to take advantage of Nigeria's anticipated economic recovery.

Profica committed to Nigeria five years ago, and has since had a dedicated team on the ground in the country, offering project management, tenant coordination, development management and construction management services.

Prior to setting up shop in Nigeria, Profica had successfully managed projects in Rwanda, Angola, South Africa and the United Kingdom. Chris Titmas, Profica's Managing Director for West Africa, says of the decision to establish a presence in Nigeria: "We recognised exciting opportunities in the country, but were also well aware of the unique challenges. Many South African companies had already attempted to make their mark here, and failed. We took a long-term view of operations and were committed to investing extensive time and effort to support this view."

Profica's Country Manager in Nigeria, Malcolm Matanda, speculates that failure to successfully enter Nigeria's market could be arguably due to a dismissive, 'saviour' mentality that premises the importance of advanced economy experience over local knowledge and practice. He says, "At Profica, we knew that in order to succeed we would have to demonstrate cultural sensitivity, and the most effective way of getting this right would be to develop a truly Nigerian business comprised of local teams that understood the environment."



Currently, a slow recovery of Nigeria's economy is anticipated to a large extent due to oil production and the gradual availability of Forex. Profica Nigeria is already taking advantage of this. Following completion of two highly anticipated shopping complexes towards the end of 2016, this year has kicked off with activity on key projects that includes work on a 7-floor healthcare facility and a 15-storey office development which has just broken ground. Profica Nigeria has also recently been appointed by First Development Investment Company to project manage a mixed-use development in Ilubirin on Lagos Island. The Ilubirin development is part of a major drive, initiated by Lagos State Government, to develop the area into a prime residential, leisure, recreation, and tourism destination. This current activity clearly signals a new wave of opportunity in Nigeria.

In addition, Profica Nigeria is looking at further diversification that includes road infrastructure projects, industrial and logistics plants, and the healthcare sector – where Profica has tried and tested global expertise. Matanda concludes, "For Profica it is important that our work has residual impact, and that what we do is able to contribute to Nigeria's economic recovery, one project at a time."



# KNOW YOUR RETAIL dynamics and CONSUMER markets!

*An excellent understanding of markets and consumers is vital for successful retail property investment, and this is true whether investing locally or abroad.*

*This is the word from Stephan le Roux, Growthpoint Properties Retail Division Director, who was recently part of a panel focusing on retail abroad, hosted by the KwaZulu-Natal chapter of the South African Council of Shopping Centres.*

Growthpoint is the largest South African primary listed REIT and is well on its way to becoming a leading international property company. It provides space to thrive with innovative and sustainable property solutions in a diversified portfolio of 533 properties it owns and manages, including 473 properties in South Africa, 59 properties in Australia through its investment in Australian Stock Exchange listed Growthpoint Properties Australia and a 50% interest in the properties of the V&A Waterfront, Cape Town. It also owns a 26.9% stake in the 1bn property portfolio of London Stock Exchange Alternative Investment Market-listed Globalworth Real Estate Investment, the largest owner of office space in Romania.

Growthpoint has successful international investments in the office and industrial sector, but it has yet to enter the international shopping centre investment arena.

"Retail is much more than investing in bricks and mortar. It is one of the most difficult investments to make successfully," explains le Roux.

He adds that with the economy looking rather depressing in South Africa, the allure of offshore property

investment is stronger than ever. However, he cautions that investing in malls and shopping centres abroad certainly isn't simple or straightforward.

"The motivation behind many South African companies investing in property overseas is simple: the positive spread between yields and funding costs of properties in Eastern Europe – a real estate investment destination that has most recently become a favourite with South African property companies and, to a lesser extent, in Western Europe, are significantly better than in South Africa," notes le Roux.

For a prime shopping centre in South Africa today, assuming you can get one, you are going to buy at a 6% to 7% yield. However, you can develop in Eastern Europe for close to 9%. You can buy at yields slightly better than 7%. However, the real advantage is that you can fund your investment at rates around 2.5% to 3%. This creates a positive spread between the yield and cost of your capital.

This favourable dynamic does not exist in South Africa in the current market. Today, if you want to buy any decent retail property asset, you will have to subsidise the property income to the tune of about 2%. You effectively have to wait two or three years before the income from the property is equal to its cost of funding.

"Without a doubt, moving into other international markets can give listed property companies a great boost, especially during the first year of investment," says le Roux. However, he cautions that even with these benefits, it is vital to understand the dynamics in these foreign markets and know local consumers. Looking at an asset in isolation of these factors is a mistake.

He believes the property industry in South Africa still seems to be coming to terms with understanding its own consumer markets.

"There is a lot of data and analysis, but few seem to be able to get to the heart of it. Looking at shopping centres that have been



coming up in South Africa, they are being developed on the back of research and surveys. All these centre's sites should have been rated 70% or over to be successful, but many clearly aren't successful," points out le Roux, referring to the oversupply of retail space and cannibalisation, which has become plain in some areas.

He also highlights that we have to accept, at some point, that South Africa is essentially fully developed for shopping centres. "There shouldn't be a burning need to continue to develop," stresses le Roux.

Overdevelopment comes at a high price. The information coming out of the USA, for example, is dismal with 8 000 projected store closures during 2017. It is estimated that 30% of its shopping centres will close in the next five years.

"Retail is a dynamic and changing industry," comments le Roux.

When considering the rise in competition from e-commerce, le Roux feels that we are perhaps fortunate that South Africa has huge logistical problems. However, in countries like the USA, with more efficient delivery systems, bricks-and-mortar retail has lost a lot of growth in consumer spend to the likes of Amazon.

"We are an industry that is under pressure, and we are going to remain under pressure. I think we are going to have to look elsewhere for new retail investments. The big question is where?"

While it isn't easy to invest successfully in unfamiliar developed markets, it has also proven difficult to make retail developments work in emerging markets. This includes other countries in Africa and in India, even with their emerging market synergies and notwithstanding that South Africans have everything that it takes to deliver successful shopping centres in these markets.

Wherever retail property investment is focused, Le Roux emphasises that looking at the shopping centre asset alone isn't enough to make a well-informed investment decision.

"You need to look at what happens around the asset, the habits, travel patterns, beliefs, and preferences of people in its catchment area," reveals le Roux. "There are so many intricacies that go into the success of shopping centres, and it is essential to be very careful and thorough when looking at unfamiliar markets, whether they are in another city, province or country."

# Mission INNOVATION

By Kevin Harris, Steel Services and Allied Industries

2017 is turning out to be an interesting year. The industry is too quiet for most, but there are a few large construction projects in execution, and a few others that might break that bring an air of optimism. Even those companies that don't have enough work are feeling that there may be something on the horizon for them. This means that many companies are overloaded on the estimating front and running at a fraction of their fabrication capacity.

On the surface, the high level of tendering activity might lead to a sense of optimism but in reality it creates tremendous stress for fabrication businesses. It creates an unnaturally competitive environment that is driven by a need to keep the wheels turning and keep the tonnages flowing through our facilities. One might say that it is a market that supports the ambitions of buyers and spenders of capital, because fabricators are cutting their prices to the bone just to keep the lights on. In truth however this is a situation that benefits few.

There is a limit to how much fabricators can continue cutting their margins before they fall into the black hole of cash flow constraints. In typical project scenarios, fabricators are pricing in small margins and they sail very close to the wind as far as risk is concerned. When one considers the typically adverse ratio of selling terms compared to buying terms, it becomes apparent that the odds are stacked heavily against the typical fabricator.

So where does this leave us? The solution is not to continue putting our companies at risk. The solution lies in innovation. It may sound counter-intuitive but we need to discuss how we can offer better value to the client to offset rates that will bring more long-term security. By innovation, I don't necessarily only mean technical innovation although it is a critical area for fabricators and often the focus of innovation discussions. I also mean customer-centric solutions that include quality, commercial terms and service. Innovation may also extend to the way fabricators manage their relationships with their suppliers.

Most important however, is the peer to peer relationships, which usually take a back seat to customer relationships and supplier relationships. Perhaps the one area that has evolved most in recent times is the relationships between companies of similar capability. It is my experience that fabricators are far more willing to enter into relationships with peers who they see as equals to pitch for large projects that are outside of what they consider to be achievable on their own. A few years ago it was almost unthinkable that competitors would be working together on the same project. Especially when one operates as the main contractor and the other as the secondary partner.

This is a form of innovation that creates lasting customer relationships and confidence that companies in our industry are able to deliver large scale projects. It would be remiss of me not to say that it also creates risk and it is therefore vital that we find the correct partners for these projects. Partners who share common ground on service, quality, technical and commercial matters.

It is absolutely certain that businesses who close the doors on innovation will find the going very tough in the near to mid-term future.





# Trade Initiative ZIMBABWE

09 – 13 October 2017

The Department of Trade and Industry (the dti) invites interested parties to apply to participate in the Investment and Trade Initiative to Zimbabwe. The objective of this mission is to increase bilateral trade and investment between South Africa and Zimbabwe. This initiative will present an ideal platform for South African companies who would like to export value added products and services and for companies who are looking for investment opportunities and joint venture partnerships in the Zimbabwean market.

The targeted sectors for the mission include:

- Agro-processing (Including: food and beverages as well as South African manufactured agricultural equipment);
- Infrastructure (rail, road and telecoms);
- Built environment professionals (Consulting Engineers, Civil Engineering Contractors, Quantity Surveying and Architects);

- Energy (oil, gas and renewable energy);
- Mining and Capital Equipment;
- Electro technical (electronics, electrical engineers, ICT and Power).

Companies will be screened and selected in line with EMIA guidelines and market requirements, which are explained in the EMIA guidelines document. For the approved companies, the dti will provide:

- Accommodation (bed and breakfast only);
- An economy class return airfare to a maximum of R17 000.

The closing date for receipt of application forms is 21st July 2017. Applications via e-mail will not be considered.

*The application form can be downloaded at <http://steelconstruction.org.za/dti-zimbabwe-october2017/>*



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# Construction industry under siege

By Dennis White, Director SAMCRA



**South Africa has become a dumping ground for inferior products from China and a number of other countries that wantonly produce excessive surpluses of finished goods.**

Hardly a day goes by where we are not made acutely aware of the spiraling numbers of unemployed and declining manufacturing activity in our country. A major negative byproduct of this situation is that society becomes fixated with price only and loses sight of value for money. Hard earned cash is spent on poor quality products that do not meet traditional expectations when it comes to reliability, durability and safety. The majority of consumers, particularly in rural areas, are increasingly being denied a choice. South Africa has become a dumping ground for inferior products from China and a number of other countries that wantonly produce excessive surpluses of finished goods. As the hub for the Southern African region our market will always be attractive to governments in these overpopulated countries who provide huge incentives to keep their multitudes employed at the expense of our own.

Imports of building materials are skyrocketing while local producers experience constantly declining volumes.

It must be remembered that price is influenced by economy of scale which is in turn dependent on volume.

As construction, which employs large quantities of labour, always makes a substantial contribution to economic activity in developing countries it is of paramount importance that we not only preserve our manufacturing capabilities for building products but provide every form of support and incentive to facilitate there expansion to meet not only our own requirements but also those of the neighboring territories. Manufacturing will better facilitate the transfer of skills and employ substantially more people than will be required to distribute imported goods.

Regrettably government's reluctance to impose antidumping legislation leaves local manufacturers precariously vulnerable.



SASFA annually arranges industry feedback meetings in the major centres to inform its members and other interested parties about the progress with the development of the light steel frame building industry. The 26th Industry feedback meeting was held at the Country Club of Johannesburg during May 2017.

Guests were welcomed by David van Zyl (Kwikspace), current Chairman of SASFA. He briefly mentioned the highlights in SASFA's 10-year history since its launch in October 2006. SASFA reports to an Exco meeting, consisting of representatives of the different membership groups. It also has a Technical and a Training Committee, which meets every two months. David highlighted the challenges that SASFA faced in the beginning, and the actions that were taken to address each of the issues – such as the establishment of a building code, awareness raising and obtaining support of the banks and building authorities.







# SASFA INDUSTRY FEEDBACK MEETING

JOHANNESBURG, MAY 2017

By John Barnard, Director SASFA

Mr Chifipa Mhango, Chief Economist of ArcelorMittal South Africa gave a brief overview of the current state of the South African economy, with reference to the building industry. The recent credit rating downgrade prevented any optimism about growth in the South African market, but social infrastructure spend by government as well as the growing demand for infrastructure development in neighbouring countries present some opportunities for the local building and construction industries.

The major development and growth activities in the LSF (light steel frame building) market were then discussed by John Barnard, Director of SASFA. The growth in SASFA membership numbers has levelled off, and he referred to the importance of growing SASFA's membership in all categories, to ensure that the interests of all parties are served through SASFA's activities. A premium is still placed on media articles, and on average four articles

are published monthly. The annual Steel Awards provides a national forum to recognise deserving LSF projects – the previous year's winners in the LSF category, sponsored by Saint-Gobain, were the Hospital Clinic in Mbabane, Swaziland, and the Mall of Africa in Midrand. Twenty LSF entries were received for the 2017 Awards, with the LSF category sponsored by MiTek.

Training is one of SASFA's core activities, and the 6-day course for building contractors was presented in Gauteng and Cape Town, as well as Durban on special request by the SANDE. SASFA also presented a 1-day Code course covering SANS 517, and, in collaboration with the University of Stellenbosch, a 1-day course on cold-formed steel design aimed at engineers. The latter courses were CPD approved, and presented in the major centres in RSA.

SASFA has embarked on a series of durability inspections. LSF projects in

aggressive atmospheres (close to the sea) are visited and assessed for durability. To date the findings support expectations – even after 10 years there is very little, if any, corrosion detectable on the LSF structures inside the building envelope.

SASFA is ready to invite LSF builders to apply for accreditation assessments – successful applicants will receive compliance certificates.

As in previous years, a comprehensive survey was undertaken amongst SASFA members to confirm whether SASFA's activities continue to serve the needs of its members. Another survey amongst LSF manufacturers determined the volume of LSF building activity during 2016. It turned out to be similar to that of the previous year – a laudable performance in view of the lack of growth in demand in the building industry.

A few of SASFA's members made presentations on some of their exciting LSF projects: MiTek illustrated a few projects with very efficient Ultra-span LSF roof structures, and Futurecon a few of their LSF projects in the residential and commercial sectors (including additions to a 5th storey penthouse in Sandton!). Hage Projects presented a few Ohlhorst projects where LSF with ETICS cladding were used for curtain walls of multi-storey buildings – including an 11 storey office building in Summit Place, Menlyn, Pretoria. The meeting was concluded by a networking session amongst all present. Similar feedback meetings are scheduled for Durban (22 June) and Cape Town (28 September).





# The 36th Annual STEEL AWARDS 2017



## Table Bookings for Steel Awards 2017 are now open

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**Wednesday 13 September 2017**

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