



Overcoming bilateral challenges

In today's dynamic environment, it is hard to pinpoint one great formula of achieving business success. It is much easier to identify common challenges faced when doing business, after all, the beauty of making mistakes is that many get to learn from them.

#TellSANE C The challenges that your company has faced in doing business in the SADC or BENELUX and how you were able to overcome some of these obstacles.

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Business News



Amira Willighagen does her 67 minutes for Mandela Day, all the way from The Netherlands

The Dutch Amira, one time winner of Holland's got talent, is only 11 and she has managed to achieve so much, including establishing a foundation, the Stichting Gelukskinderen - "Foundation for Happy Children", through which she has honoured one of her heroes, Nelson Mandela. Naturally, on this year's Nelson Mandela Day (18 July) Amira decided to paint a children's play park she had established at the Ikageng township in Potchefstroom, in memory of her late maternal granny who was a resident of the city. The big dreamer called upon some professor's from the North West University and other do-gooders and managed to gather up a great crowd to assist in bringing her dream to life. A dream she shares with Tata Madiba, one of a better South Africa for all.

[» More information](#)



SANEC B-BBEE Desk: Framework for Implementation on the Revised B-BBEE Codes of Good Practice

On Friday, 26 June 2015, SANEC hosted its first B-BBEE Seminar. Guests were privy to information on B-BBEE Implementation for the maximization of company resources, from a panel of the finest experts sought out by SANEC. To get the presentations from the seminar follow the link below.

[**» More information**](#)



SANEC participated in the Gauteng Infrastructure and Investment Conference

On the 16th of July SANEC participated in the Gauteng Infrastructure Investment Conference held in Midrand, South Africa. The conference is a key step towards strengthening partnerships and collaboration between government and the private sector in the quest to build Gauteng as a globally competitive city region and a preferred destination for investment and tourism. In close connection with the topics held at this event, the SANEC Ambassador's Luncheon on the 27th of August, aims to discuss challenges, trends and grounds for change and innovative solutions towards harmonization and integration of infrastructure and supply chains in SADC.



Business Networking Reception with a South African Twist

This year's first Members in "Business Networking Reception with a South African Twist," took place in our very own World Trade Center in The Hague on the 15th of June 2015. The event was hosted in cooperation with the International Business Club of the WTC. The reception was accompanied by a wonderful performance from Her Majesty, The Queen Mother Semane Molotlegi of the Royal Bafokeng Nation together with a children's choir.

[**» More information**](#)



SANEC Eastern Cape Province Roundtable at the World Trade Center in The Hague

An Eastern Cape delegation visited the Netherlands from 13-17 July 2015, headed by Honorable MEC Mr. Sakhumzi Somyo. During the Eastern Cape Roundtable on 14 July 2015, that was organized by SANEC for its members and for the business delegation from the Eastern Cape to interact, the Chairman of SANEC in the Netherlands Mr. Frans Engering and His Excellency Ambassador Mr. Vusi Bruce Koloane, both gave valuable insight into the opportunities that lie within the Eastern Cape Province for Dutch Businesses to venture into.

[**» More information**](#)



Southern African Drought Hammers Poultry and Red Meat Producers

Poultry and red meat producers in Southern Africa are bracing for a steep rise in feed costs after drought conditions affected South Africa, the biggest grain producer in the region. Countries such as Zimbabwe, Malawi, Swaziland and Lesotho that rely on food imports from South Africa will be affected the most as the country (South Africa) is likely to cut on exports. Zimbabwe is already facing food shortages, to add to the dilemma many poultry and meat producers in the country are already reliant on straight imports from neighbouring Zambia.

[» More information](#)



Growth in tourism, food and beverages industry in South Africa

It was good news for the tourism and food & beverages industries, when Statistics South Africa released its latest figures last week. It showed an increase in income year-on-year. However, there was a decrease in the volume of goods transported. Statistics SA said, total income in nominal terms for the tourist accommodation industry rose by 7.2% in April 2015 compared with April 2014.

[» More information](#)



Unilever Malawi launched new soap and pledged to improve community hygiene

Unilever Malawi has launched its new advanced Lifebuoy health soap into the market amidst a pledge to improve health and hygiene as well as reduce environmental impact and enhance the livelihood of communities in the country. The company's desire is to offer consumers world-class health protection and to help reduce the child mortality rate caused by germs and diseases.

[» More information](#)



Botswana seeks self-sufficiency with solar energy

Botswana invited bids for the construction of a 100 megawatt (MW) solar powered plant, as the world's top diamond producer seeks to become energy self sufficient within five years. Botswana is currently experiencing power and water shortages, which its central bank warned last month could undercut aims to maintain growth above 4 percent.

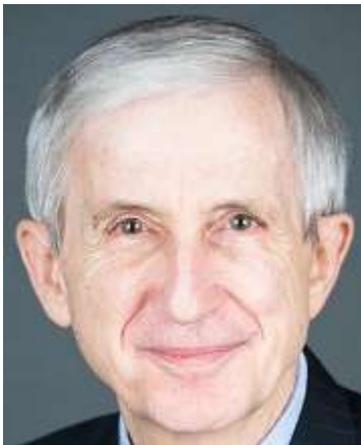
[» More information](#)



Southern Africa: SADC May Soon Have Own Standby Force

The idea of the SSF was mooted in 2007 after regional countries resolved to contribute troops to defend member states from revolts and aggression."The primary aim of training of this magnitude is centred on the need to build a highly trained and robust SADC Special Forces component that is capable of countering modern day threats whenever it is required," Chief of Staff Administration Major General Douglas Nyikayaramba was quoted as saying. The conference, which was attended by 66 delegates from the region, was also looking at mapping training exercises set to start next month.

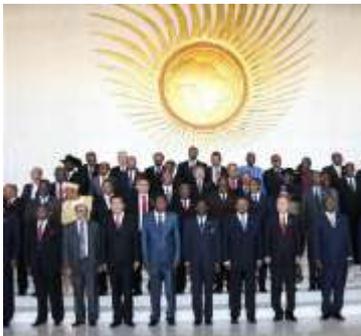
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Jenik Radon report on Namibia as the Singapore of Southern Africa

Namibia right now is at a crossroads. Its political, social and economic indicators put it solidly in the pack of middle income developing countries. The government has mapped out a strategy for national development and made small but solid steps toward its implementation since the adoption of Vision 2030 in 2004. If Namibia sticks with this measured approach to development, its people are likely to see a gradual increase in their quality of life over the next 15 years. However, this plan only scratches the surface of Namibia's true potential.

[» More information](#)



The 25th annual AU Summit hosted in South Africa this year

Issues such as the recent Xenophobic attacks, the outbreak of Ebola, Gender Equality and the strengthening of the African economy were addressed. These issues called on a 2063 Agenda, which is aimed at establishing a peaceful and financially prosperous continent.

[» More information](#)



Infrastructure Development Mozambique Forum 2015, 18-19 August

Join SANEC on the 18th and 19th of August for the two day Infrastructure Development Mozambique 2015 forum in Maputo. SANEC also provides you with the opportunity of extending your business stay for 1, 2 or 3 days, supplying you with a tailor made program consisting of preferred individual business meetings with the port & corridor sector (involves 5 sub sectors: sea, road, rail, pipelines & air).

[» More information](#)



SwissCham dinner

SANEC was invited by Embassy Direct to attend the SwissCham dinner held at the Balalaika Hotel, in Sandton on July the 2nd. Guests had the opportunity of listening to a speech by Honorable Minister Melusi Gigaba of the South African Department of Home Affairs. His speech included policies and strategies put in place for the regulation and management of immigration matters.

Business Opportunities

[» Transnet Pipelines seeks Africa Move](#)

[» Tourism Park Project seeks Investors](#)

Member meets Member



SANEC General Managers: Our Members are the future!

The two SANEC General Managers, Mark Agterdenbosch (NL) and Sekgametsi Lethiba (SA), met at the Cape Town (CPT) offices to discuss the future of SANEC. The strategy session included ways in which SANEC can add more value and present a better offering to their members. It was highlighted that going forward, SANEC needed to give top priority to servicing their members and better assist them in achieving success in the SADC and the BENELUX.

News from our Members



Boskalis wins Eur 75 million worth of dredging contracts in Africa

In Angola, Boskalis has been awarded a

Member Interview



David

COO

ISSI

Croker

Association

How could you best describe your organization?

How could you best describe our organization? I think to answer that question you would need to know something

contract by Angola LNG Ltd. for dredging activities related to maintaining the access channel and turning basins of the Soyo LNG port. The project will be executed in joint venture and involves the removal of approximately 11 million cubic meters of sand and silt by medium-sized trailing suction hopper dredgers. Work is set to commence in the third quarter of 2015 and will be completed by the end of 2017.

[» Read more](#)

PHILIPS

Philips moves office after

60 years

After six decades at their offices on 195 Main road, Martindale, Philips has decided to move. As of 20 July 2015, you will have to reset your GPS to Woodmead North Office Park, 54 Maxwell Drive, Woodmead, Johannesburg, South Africa.

[» Route description](#)



Brand SA re-imagines the

future towards 2063

On this year's Africa Day (25 May 2015) Brand South Africa hosted a conference themed Re-imagining the future towards 2063: Building Competitive African Nation Brands. The event was aimed towards positively changing perceptions about South Africa in the continent and building awareness around the importance of positioning Africa as a competitive continent.

[» More information](#)

DAMEN

of the history of ISSI Association. The company was created to marry two philosophies and a large range of different services. Multi-modal Services ranging from Education, training, Strategic local Security, Global logistic Security, to Airfreight Compliance Validation according to EU legislation, Logistics, Aviation Security, Terrorism Prevention and Predictive Profiling. By combining these services under one banner we were able to offer a competitive service at a realistic price. So how would I describe the ISSI Association? That we are a fully integrated Security company operating within the Aviation, Logistical and Security Sectors within Global markets.

[» To read full interview click here](#)

New members



Executem Southern Africa



PAM GOLDING HOSPITALITY



South African Navy's second Damen ATD 2909 Tug in production

Damen Shipyards Cape Town (DSCT) is currently building a Damen ATD 2909 Tug named Inyathi – Buffalo in English – to be delivered to the South African Navy in January 2016. Now in the production phase, this is the second tug the SA Navy has ordered from DSCT. The first, named Imvubu - meaning Hippo – was delivered beginning July 2015.

[» View Press Release](#)

Member Deals



Phaphama Initiatives

A 10% SANEC member discount makes it even more tempting to offer your overseas business colleagues a unique, tailored tour of Soweto or Johannesburg.

[» Click here for more information!](#)

AIRFRANCE KLM

BLUEBIZ

Bluebiz by Air France & KLM

BlueBiz is the joint corporate loyalty program of Air France and KLM. Every time a company traveller books a business trip with Air France or KLM, the company earns Blue Credits which can earn them a FREE TICKET! There's more good news! Enrol your company now on www.bluebiz.com and you can earn 1000 Blue Credits* on enrolment. Simply quote SANEC in the promotion code box.

[» Click here for to get your discount!](#)



Braaimaster

Braaimaster offers SANEC members 10% discount on its exclusive and original South African Braai and Potjies. Bring the South

African feeling to your home!

[» Click here for to get your discount!](#)



Mercure Hotel Den Haag Leidschendam

CHAGALL Hotels & Restaurants offer SANEC members a discount when staying at the four star

Mercure Hotel in Den Haag Leidschendam. A single use one night stay incl. breakfast costs a mere €90, a double bedroom incl. breakfast for two costs €105.

[» Click here if you want to make a reservation or have any questions](#)



Bilderberg Garden Hotel Amsterdam

Treat yourself to the Garden Hotel ideally

situated in the trendy south of Amsterdam.

The city's finest museums and restaurants are all located within a 1500m distance. SANEC members receive a 10% discount on their booking.

[» Click here if you want to make a reservation or have any additional questions](#)

Upcoming Events

18-08

SA **Supported Event**

19-08

[Infrastructure Development Mozambique 2015 Forum](#)

01-09	SA	Seminar	Ambassador's Luncheon
02-09	SA	Supported Event	<u>4 Day DesignThinkers Bootcamp Johannesburg</u>
05-09			
03-09	NL	Networking Event	<u>South African Business Day</u>
17-09	NL	Seminar	Re-connecting Dutch Agribusiness with Zimbabwe
30-09	NL	Seminar	<u>Netherlands - African Business Meet</u>
15-11	SA	Trade Mission	<u>Economic Mission To South Africa With Prime Minister Rutte And State Secretary Dijksma</u>
19-11			

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