2007 has been extremely successful for Martin & East and its subsidiary companies. After 57 years of business we now have a staff total of nearly 600 - I firmly believe that the staff and shareholders of our company are the backbone of its success and we work avidly to retain those who continue to show initiative and interest in fulfilling their abilities. In 2008 we will be continuing our focus on training student technicians and on-site mentorship and are delighted to continue our role as major sponsors of the Star Schools programme. Next year, the spotlight will be on Martin & East to meet our Green Point stadium deadline, and together with Bradis, our joint venture partner on the project, we look forward to a stadium of world-class standards for the World Cup 2010.

-John Martin, Martin & East Director

GOAL: 2010!
It’s full steam ahead for the Green Point Stadium!

The Green Point Stadium 2010 project got off to a start in March 2007, with the Martin & East team, supervised by site manager Jason Haveman, the first on site. The job has included the ripping up of two thirds of the old Metropolitan Golf Course (completed within just two weeks), the demolition of 75% of the old stadium complex and the onsite crushing of 7000m3 excavated rock to use as layer work material. The original Bulk Earthworks contract was completed in October 2007 and extra work is expected to continue until the stadium’s final completion.

TEAM WORK
Each person on the Green Point Stadium project site undergoes an induction introducing them to the workings and expectations of the project, safety protocol and what is expected of each ‘team player’. Everybody on site receives a ‘Team Green Point’ emblazoned vest or overalls.

FALL FACTS
- Open Face Excavation: 130 000 m3
- Bulk Excavation: 52 000 m3
- Other Excavations: 41 000 m3
- Overhead cranes on site: 17
- Concrete = 130 000 m3
- Formwork = 390 000m2
- Rebar = 12 800 tons
- Bricks = 5.8 million
- Plaster & screeds = 223 000 m2

GIRL POWER
Thaaniyah Abrahams was the first surveyor on site and is one of a handful of women.

SUPER STRIKERS
Some of the team on site include: Marvin Mwandule, Vincent Damane, Mandla Sikeyi, Sivuyile Matiso, Sivuyile Ntlongotwa, Nkhasi Mokabo, Eric Ncethelo

SAFE MATE
Site supervisor André Piek is the safety officer for Martin & East on site and says the safety protocol on site has been exemplary.
WORK IT!
Some new plant purchases

MAN CONCRETE 6M3 TRUCK
Purchased together with a Dry Batching Plant, improving our ability to take on more concrete and slurry work.

RM300- ROTARY MIXER
This technologically advanced addition to the plant fleet is one of the first in SA KOMATSU WA 200 LOADERS
A total of four units have been purchased this year. These are hydraulically driven and are proven to be quick, reliable units.

CENTURY CITY
While working on the reconstruction of the N2 highway, The Martin & East group have been involved in several contracts in the Western Cape totalling in excess of 450 million Rand. To date Martin & East has completed numerous individual jobs over a three year period at Century City. The site and jobs have presented numerous challenges ranging from the building of new canals approximately 2m below the water table in a marshy area, the tying in to existing canals and the building of wooden bridges inside the existing canals. The team has also been involved in the construction of a 9m deep pump station in just seven days and the successful widening of the Ratanga road without incident. Congratulations to all the staff and team members involved in the successful completion of the work done here.

N2 REHAB
Vanguard Drive to Borcherd’s Quarry
Undoubtedly the biggest job of the year - the first six months of the contract which commenced in 2006, were challenged by the availability of quality material within the existing road profile and the prevalence of criminal activity. “Thanks to the swift reaction and decision making by senior management, precautionary measures were put in place in no time. New premises were obtained for the balance of the contract duration. Armed security was deployed at night to guard plant that could not be moved off site at the end of the day’s work and the local community assisted during the day to look after our employees. This allowed the team to get back to focusing at the job at hand”, says site agent Eitner Truter. The completed project was presented to the client in June 2007 (two months ahead of schedule) – the job was rated by PAWC as one of a few successful contracts of recent years.

HARD HAT NEWS
The year in review for Martin & East
The National Government has committed to upgrading our roads, railways, harbours and water supply as well as increasing the provision of electricity and housing. The National Treasurer has also recognised that in order to achieve a 6% annual growth they need to commit the expenditure on bulk infrastructure projects, resulting in an increased demand for the services of reliable, quality-driven contractors. In 2007 Martin & East completed or was involved in over 100 contracts. Several of these contracts were larger contracts, most however are smaller contracts - proving to be ideal training opportunities for our upcoming staff. The quality of service on these projects remains extremely high. As a result almost 50 % of the contracts are repeat jobs with satisfied clients.

- Mike Winfield, Director Martin & East

VULA VENTURE: N2 SYMPHONY WAY
In 2005, in preparation for the building of the N2 Gateway Housing Project, Martin & East formed a Vula Joint Venture together with Jansen’s Tarmac, Vela-VKE and Camdeken consulting engineers. The joint venture also resulted in a collaborative effort on the Symphony Way Project: the building of 6.2km of dual carriageway and a Bus Rapid Transport (BRT) lane. As a result of the joint venture, Jansen’s Tarmac achieved a CE 7 rating with the CIDB and a number of small enterprises were developed.

“Lest we forget, they are but pieces of steel if not for the people that bring them to life”
EARNING OUR STRIPES
A successful 2007 for Zebra

Some of the highlights of the past year (our 23rd) include our commitment to the chip and spray market resulting in Robin Dunbar joining us, and the purchase of a brand new chip spreader and a bitumen distributor. We are lucky to have a growing team and a newly instituted technician program that, combined with our ongoing research and development, will ultimately lift the sophistication of the industry. I am confident that Zebra has what it takes to remain a market leading, highly reputable and innovative road rehabilitation and black top surfacing company. All of our recent bigger contracts have involved a close partnership with Martin & East - our sincere thanks to all involved.

- Andrew Thompson, Director

WORK IT!
More work = more plant for Zebra

CAPE TOWN INTERNATIONAL AIRPORT
The airport contract was a tremendous challenge undertaken in joint venture with Rand Roads. The contract was for the milling and replacing of the entire runway during a limited shift that started after midnight and lasted until 5am. The contract is a world first – the first time that the rehabilitation of a working runway, with the continuation of aircraft landing has been achieved.

HELSHOOGTE PASS
Another notable contract (achieved in partnership with Martin & East) was the resurfacing of a full width overlay of the Helshoogte Pass in Stellenbosch. This contract was finished against tough deadlines (before the start of winter and subsequent wet conditions) on a challenging stretch of road.

"Striving to be a pleasure to work for and a pleasure to work with"
2007 has seen TT add horizontal directional drilling, pipe ramming and robotic pipe inspections to our toolbox of services. Thanks to an increase in demand for non-disruptive pipeline rehabilitation and installation techniques we will soon be able to offer Cured In Place Pipe (CIPP) technology, imported from Germany, a development which will cement our ability to provide competitive first world solutions to the industry. In conjunction with SASTT (Southern African Society of Trenchless Technology), TT has focussed enormous energy over the past year on educating role-players, predominantly municipal and consulting engineers – offering potential solutions for the rehabilitation of essential underground services in crisis. The success of this year could not have been achieved without the support of TT’s excellent staff - we look forward to an outstanding 2008.

Justin Spreckley, Director TT Innovations

KRAAIFONTEIN WATER MAINS REPLACEMENT
This project was challenged by a lack of information about the existing services, inaccurate plans and regular water main bursts on the old line. TT has successfully upgraded the old water mains network with HDPE pipe. Expert work by Phillip Ntsendwana ensured the successful completion of this job.

ENHANCED DATA CABLED DIRECTIONAL DRILLING
Ongoing work using this technology has proved ideal for jobs that would otherwise be too costly or disruptive to complete using conventional methods. Providing an alternative to conventional pipe installation construction processes in areas such as busy highways, horizontal directional drilling is a solution that is increasingly in demand.

WORK IT!
Techno savvy solutions for TT

“Any sufficiently advanced technology is indistinguishable from magic”
Arthur C. Clarke

TT INNOVATIONS OPEN DAY
TT Innovations hosted an open day in September to showcase the company’s current trenchless equipment and to demonstrate its new-technology capabilities.
2007 started with our work on at the ACSA site – a big thank you to Tasliem Manuel who interacted extremely well with the client and helped to smooth over any potential issues in an exemplary manner. Thanks must also go to Hein van Rhyn, our contracts manager on all of Isidima’s jobs. We were also the preferred contractors on the construction of and rehabilitation of the existing road infrastructure at Elands Bay where we will continue working until 2008. Our work on the Niewoudtville and Calvina road rehabilitation contract has taken us far out of town and we have also had some excellent communication with the Outshoorn municipality with regards to our road rehabilitation work in that area. To all the management and staff at Isidima – a big thank you for all your support during the year, I wish you a blessed Christmas and a prosperous new year.

Allan Ford, Isidima Civils

**JOB HIGHLIGHTS**

**Acsa Car Park, Cape Town International Airport**

Isidima has completed several projects for Acsa at the airport this year. Working both landside and airside required detailed planning and execution and the jobs were all successfully and timeously completed. The high safety levels achieved on these projects and the commitment to meeting tight deadlines shown by the site staff is exemplary.

**Niewoudtville-Calvinia Road Rehab**

The rehabilitation of the long stretch of road between Niewoudtville and Calvina in the Northern Cape has been a significant job for Isidima this year. Contracted by Martin & East, Isidima completed the chip and spray and the resurfacing of the road.

**SO LONG, FAREWELL**

Isidima says ‘cheers’ to one of shareholders

Johnny Knoll, an Isidima shareholder, employed most recently as a Site Supervisor, started with the Martin & East Group in January 1981 as a carpenter, for the construction of concrete bases at the Infraset pipe factory as it is known today. Johnny progressed from concrete work to civil roadwork and played important roles in projects such as Retreat Main Road, Newlands Cricket ground and Kliphueuwel Road. Johnny’s strong concrete and carpentry skills have been an asset to the group, from constructing concrete headwalls to large culverts and retaining walls. Johnny’s positive contribution and his occasional karaoke talents will be missed. We wish him all the best for his retirement.

**CONGRATS**

Twenty years and still going strong

“Isidima would like to congratulate Priscilla Mactavish on reaching a milestone of twenty years with Martin & East and Isidima. A valued and loyal Isidima colleague, Priscilla is the ‘rose amongst all the thorns’ here and adds value to all of our lives. We really appreciate your efforts and sterling work”. Allan Ford

Ability is of little account without opportunity

Napoleon
Martin & East has been a significant player in the industry for 57 years.

**EQUIPMENT EVOLUTION**

In recent years Martin & East has been revolutionised by a drive for new technology and plant. However, the spirit of “n boer maak ‘n plan” has always set the tone. Nearly two decades ago Andrew Fontini and his workshop team noted that overseas companies were paving the way with telescopic screeds. He and his team interpreted the concept themselves and built this machine (right) which served the company well for years. So successful was this piece of equipment that enquiries started coming in from rival industry players!

**RUNNING IN THE FAMILY**

Aubrey O’Connor’s father Jim (pictured below right) was the first foreman employed at Martin & East, while Aubrey has been with the company for 31 years. As a motor mechanic and machine and operator monitor, Aubrey has seen incredible changes to the capabilities of equipment over the years “the new computerised equipment we work with is a far cry from the systems from before”.

**CHIP OFF THE OLD BLOCK**

Andrew Fontini has been with Martin & East for more than 30 years. He started with the company as a fitter and turner, eventually becoming a director. Andrew is now semi-retired, offering his expertise to the workshop team. “When I started we had 1 old excavator, 2 water pumps and a clapped out second-hand truck. We made plenty of ‘planne’ in those days”, he says. Martin & East’s ‘father of reinvention’ passed on his passion to his son Deon who was recently made director of the company. “I remember being really impressed by all the big machines when I was about six or seven. As I got older I worked in my school holidays pushing wheel barrows and laying bricks”.

**GOOD VINTAGE**

When John Martin and Julian Wise joined the company in 1970 at the original offices in Paarden Eiland they shared both a desk and a phone – rotating their office and site shifts. “In those days we were just moving into roads” – times have certainly changed for the company. “Of all the competitors I remember when we started, I can only name two significant players – we’ve seen up to 200 companies come and go”, says John. Geoff Tinker says “when I started we had to hire road making equipment if we got the work. Back then buying a new piece of equipment was a real ‘red letter day’ – we’d have three director’s meetings before buying a photocopier”.

The road to success is always under construction.
Martin & East believes that training and skills development are fundamental to the group’s continued success. Varied training programmes and development endeavours for all levels of staff are offered on a continuous basis.

**MAKING INROADS THROUGH DEVELOPMENT**

**STAR WATCH**

*Martin & East salutes the Star Schools programme*

Since 1968, Star Schools have offered supplementary education for many of South Africa’s promising previously disadvantaged high school learners. With 240 study venues in 11 centres around the country, Star School classes benefit some 150,000 learners. Martin & East are co-sponsors of this excellent initiative. “The programme virtually guarantees an improvement of two symbols for active learners and through our continued sponsorship we hope to encourage the leaders of tomorrow to apply themselves. We are also able to pinpoint promising students for potential careers at Martin & East” - Chris Escreet.

“We would like to thank Martin & East for their continued support and involvement in Star Schools. We look forward to a successful year in 2008” - Lene Chiles, programme coordinator, Star Schools.

**JANSEN’S JOINS THE GAME**

This year has seen the successful evolution of the Martin & East Enterprise Development Program which offers opportunity and guidance for potential industry participants. As a result, Jansen’s Tarmac has recently been granted their CIDB registration as a CE 7 contractor. Martin & East has a number of plans to increase the number of contractors on this programme for 2008 and looks forward to even more success stories.

**UPPING THE ENERGY**

Members of staff took part in a ‘Learning to Lead’ personal energy course in May 2007. The course focused on assessing one’s ‘energy levels’ and finding ways to improve them in both personal and professional relationships. A follow-up course in August for management focused on improving communication strategies and creating positive energy levels in the workplace. The result has seen a marked improvement in the interactions and communications of staff.

**STELLAR STUDENTS**

Martin & East continues to offer assistance to promising students as sponsors and bursary providers. This year the company had a total of 23 students on board and next year sees the number increasing to 35. These students are singled out for their proven academic abilities and evident desire to prove themselves in their engineering and civils field.

- **Marvin Nwandule** is a committed individual who has shown a strong will in completing his practical studies with Martin & East.
- **John Munro** came to the game later in life, having previously worked as an airport traffic controller but is undoubtedly committed to his newfound career.
- **Thinus De Jager** started his academic career in the field of mechanical engineering and has proved himself an asset as a civil engineer in-the-making.
- **Mel Briers** shows an admirable level of maturity in his approach to his academic and practical work.
- **Nkosinathi Matukane**’s commitment to achieving his goals is exemplary.
- **Ben Mong** is one of the top academic achievers at CPUT and has proven to be a valuable asset to his team.

**KNOW YOUR STATUS**

In early 2008 Martin & East will again implement a ‘Know your Status’ campaign. We urge all employees to register for testing and counselling. Your status will be handled in a discreet manner and where relevant will offer subsidised treatment. Martin & East was the first contractor in the Western Cape to develop an HIV/AIDS policy. Thanks to this policy, those members of the work force who have tested positive for HIV/AIDS have been able to receive health care, thus improving their quality of life.

**SAFETY FIRST**

2007 has seen a measurable increase in the safety awareness of the Group along with a corresponding decrease in Occupational Health & Safety (OSH) related injuries. “We are striving towards a participative safety system that promotes a “safety first” culture within the Martin & East group in the future” - Henning van Aswegen.
CONGRATS
To those who were promoted from technician to site supervisor:
CLAYTON ABRAMS, ERIC BINDERMAN, RUDOLPH GREEF, ANDRE PIEK, FATIEG SALIE, MARC VAN ZYL, ALWYN VERCUIEL

WELCOME
Martin & East welcomes the following new additions to some of our employee’s families:
FROM LEFT Kylie Daphné Van Sitters to Cornel and Lindy van Sitters, Lara Maree to Martin and Liezel Maree, Kirsten Skye to Randall and Desdemonia Booysen

TYING THE KNOT
There were a number of weddings this year:
FROM LEFT Dewald Scheffers to Rochelle, Ryno Maritz to Katryn, Alicia McLaren to Regan

REST IN PEACE
It is with great sadness that we bid farewell to Martin & East site supervisor Andrew Turner. Andrew passed away on September 21 this year in a tragic motorbike accident en route to the Springbok Rally. Says Deon Fontini “Andrew was a loyal and dedicated employee of the company for seven years – nothing was too difficult or too much trouble for him and it was always a pleasure to work with him”. Our heartfelt condolences to Andrew’s wife Riki and their young daughter.

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