

# A SUCCESS STORY *by year 5...* **S.M.E.I. PROJECTS**

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The active participation of Senior Management, who have personal stakes in the company, ensure that their projects receive the best attention at all times. This unyielding dedication to the successful execution of their projects ensures that safety, quality, time and cost goals are achieved.



ABOVE LEFT: Conveyor work is just one speciality.

ABOVE RIGHT: Tweefontein Optimisation Plant steelwork.

OPPOSITE PAGE LEFT: Grootgeluk Expansion Project.

OPPOSITE PAGE RIGHT: Leach plant tanks and steelwork.

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Success seems to be the password for a company established as recently as 2002. The vision of Sandy Pratt and his co-directors, could not in their wildest dreams have predicted that after only five years in business they would be named as the first winner of the Go4Growth prize.

Go4Growth is South Africa's richest business competition with prizes worth more than R14-million.

S.M.E.I. Projects, a Boksburg-based construction firm was judged the most growth-orientated company from a shortlist of 10 finalists. The entry count was over 200 companies.

The entries came from companies that have an annual turnover ranging from start up to R500-million. 20 different industries were represented, ranging from IT, engineering, transport, industrial, retail and medical. Employee numbers from as low as a sole owner who does everything right through to companies who boast 500 or more.

Their growth record since inception obviously impressed the judges and the

S.M.E.I. Projects directors were overwhelmed with this achievement.

#### What's next?

*"Whats next?"...you ask!* Well between 2008 and 2014, S.M.E.I. Projects have quadrupled their growth, and this, under real tough circumstances. This company is recognised as one of the industries leaders in their field, by their customers and their industry. S.M.E.I. Projects' growth since winning this sought after prize in November 2007 up until now (accumulated revenue in excess of R 5 Billion) – is in one word, **PHENOMENAL!**

#### Who are these people?

S.M.E.I. Projects is a privately owned multi-disciplinary construction enterprise specialising in the supply and erection of structural, mechanical, piping, electrical and instrumental solutions.

The main focus of this highly successful company is to the medium to heavy construction in the mining and industrial sectors, with strategic plans of expanding both locally and internationally.

There is no doubt that they have the infrastructure, capacity and flexibility to successfully fulfil any project irrespective of size and/or location. They have an impressive list of projects across the face of Southern Africa which include most mining houses and EPCM contractors active in South Africa. You can have a look at their impressive list on their website at: [www.smei.co.za](http://www.smei.co.za)

### Empowerment?

S.M.E.I. was pleased to announce the conclusion of an empowerment transaction in March 2014 that sees KDI Mining and

### Training

As they recognise that to transform their people and the society for their personal betterment and the company's, they view their Human Resources as their greatest asset. They have instituted a comprehensive training program to enhance their employee skills and develop talent that may be latent. S.M.E.I. Projects are continuously encouraging all employees to self-improvement and skills development.

### What about safety?

Safety is a major priority within their organisation and their comprehensive health and

management controls ensure that their time and delivery commitments are kept for projects of all magnitudes. Their large fleet of mobile cranes, in excess of 50, and their core competency teams ensure that projects are executed on time and to their client's satisfaction.

Their continued safety record is a source of pride, and demonstrates their commitment and dedication to ensuring a safe working environment for all of their employees.

To reiterate: S.M.E.I. Projects was formed with the vision of a specific need in the



Investec participating as 25.1% Black Ownership shareholders. The management is particularly excited at the potential for new and previously un-explored opportunities that BEE empowerment brings.

KDI Mining brings a wealth of experience to S.M.E.I. Projects' board of directors with the inclusion of Kuseni Dlamini – (former head, Anglo American SA Operations) as a Non-Executive Director. Kuseni heads his own finance company KDI Holdings and has a most impressive resume after leaving The University of Kwazulu Natal with a BA (Hon Cum laude) (Natal) MPhil (Oxford) degree in 2003.

As a socially and economically aware company, S.M.E.I. Projects are committed to redress any social and/or economic inequalities that may exist within their company. They view BEE as an integral part of South Africa's growth and development plan and must be implemented in a co-ordinated and integrated manner, as recommended by the Black Economic Empowerment commission.

safety systems ensure that all risks are identified and mitigated within their working environment. Their systems are aligned with the internationally recognised OSHAS 18001 standards. Management's continual and un-remitting focus on achieving a ZERO Lost Time Injury rate has garnered recognition from many of their appreciative customers. Again this long list of their safety awards and achievements can be viewed on their website.

### To what do they attribute their success?

S.M.E.I. Projects is a well-established, and now empowered, company that contributes a wealth of experience to the construction industry.

The active participation of Senior Management, who have personal stakes in the company, ensure that their projects receive the best attention at all times. This unyielding dedication to the successful execution of their projects ensures that safety, quality, time and cost goals are achieved.

Their well established network of suppliers and sub-contractors, and their project

industry to look after the client's interests unconditionally and to ensure timeous completion within budget constraints by using the best quality and safety standards possible. This will ensure lasting client relationships.

This vision is achieved by the direct involvement by Senior Management, in the various projects, this involvement brings a more personalised approach not only to the various projects but also in long term relationships, something sadly lacking in our hectic business environment.

Please visit their website to see the wide array of successful projects and appreciate why they are so successful.

Great achievement, Sandy and your team.

**Editor's note:** Clinton Jones, Pr Eng, a senior member of their team is an ex SAISC bursar. Those long term investments in human capital of the 1990's is having it's payback today.