



ROSS TRIBUNE

A Ross Demolition (Pty) Ltd newsletter

November 2004

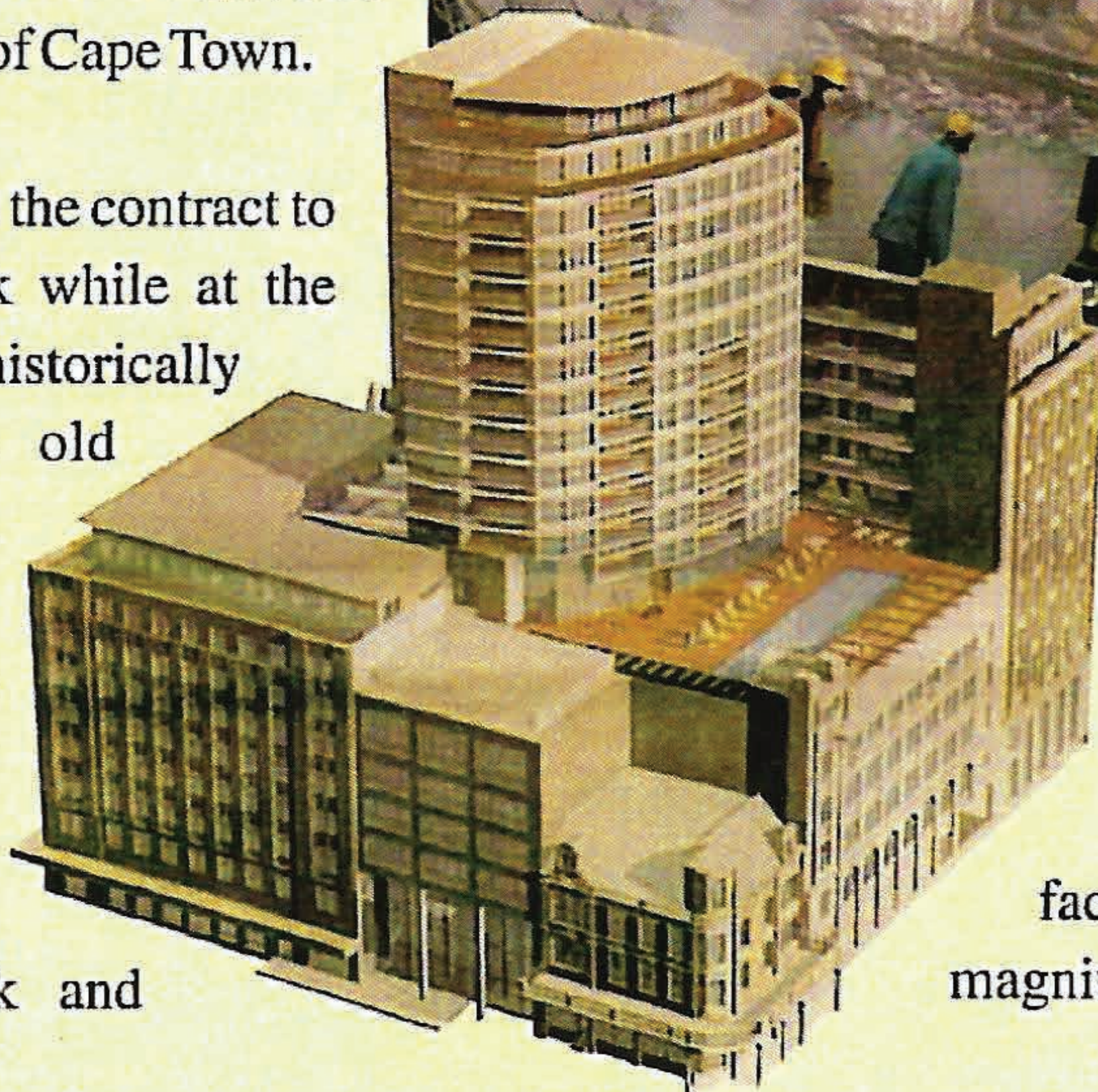
Demolition

Mandela Rhodes Place

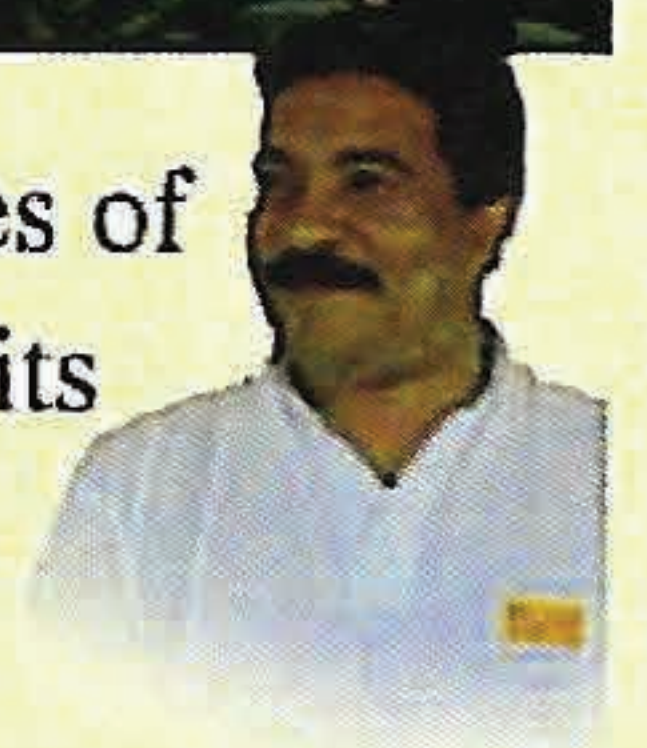
Amongst the numerous projects undertaken by Ross Demolition during 2004, by far the most prestigious was the Mandela Rhodes Place, a project that involved a R500 million investment into the inner city of Cape Town.

Ross demolition was awarded the contract to perform all demolition work while at the same time retaining the historically important façades of the old buildings. This was a challenging project, one, which involved the demolition of an eleven-story office block, the adjoining twelve-story building as well as a six-story office block and basement.

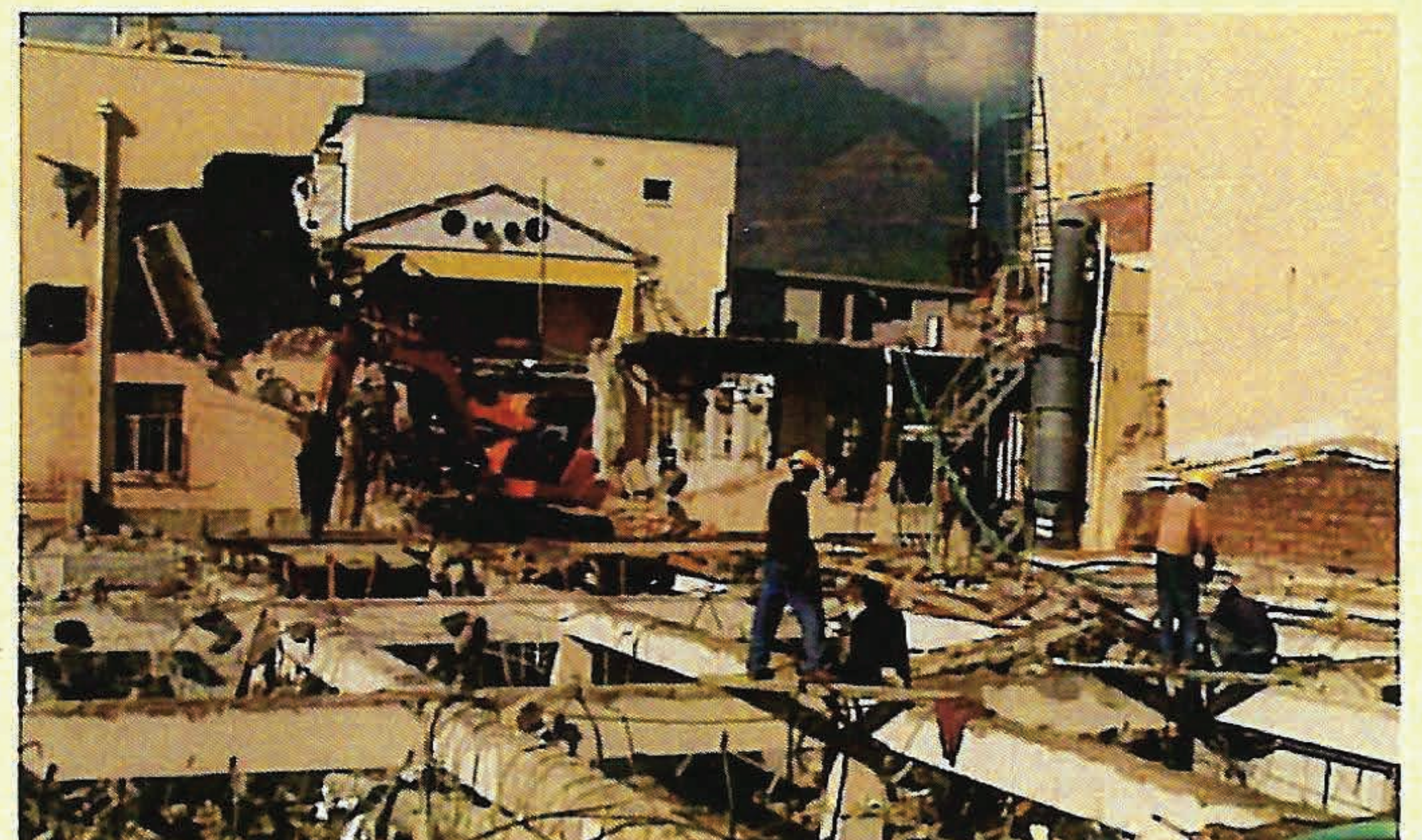
Kim Abrahams (contracts manager), explains some of the challenges the project team faced:



“Working within the confines of the inner city itself presents its own unique challenges, traffic, dust, pedestrians, noise etc. All of these elements have to be factored into the planning of a project of this magnitude.”



We began by demolishing from the top down, this involved using a crane to lift the mini excavators to the top of the building. These excavators then began the demolishing process, floor by floor. Once the prescribed height had been achieved, a cutter was used to demolish the remaining sections of the building. The advantage of using a cutter is the speed of operation as well as its long reach. Definitely my favourite tool for this kind of job!”



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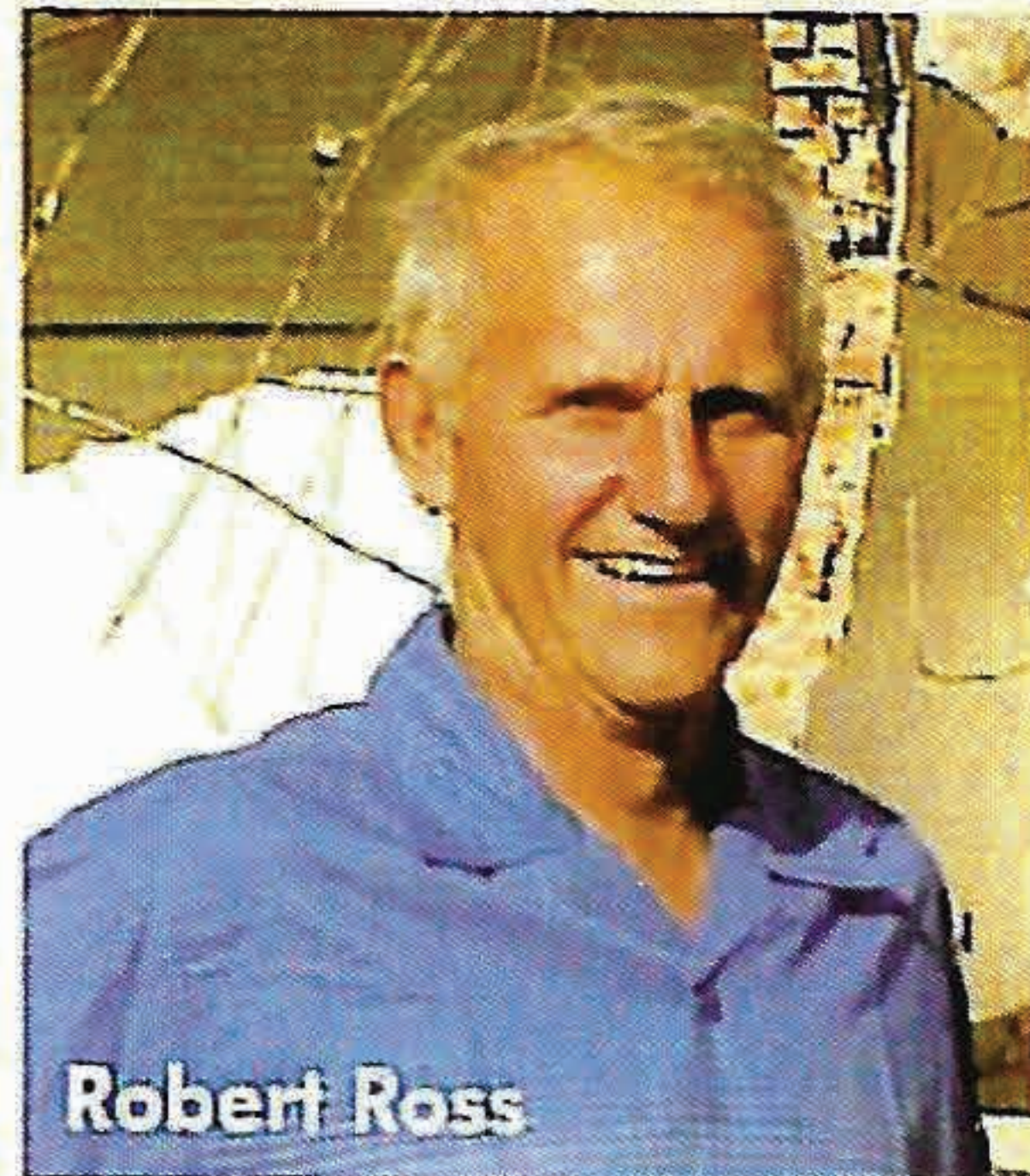
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Chairperson's Report

Our Industry has undergone an exciting metamorphosis and it is interesting to note the increase in demand and higher expectation that has followed. Our clients now insist on greater efficiencies and expect even faster turnaround on projects than ever before, fortunately one of our longest standing guiding principles is to get the job done on-time every time.



Robert Ross

We recently renewed the bulk of our heavy equipment including excavators, digger loaders and tipper trucks and are eagerly awaiting the arrival of new technologically advanced tools, which should really get the industry talking.

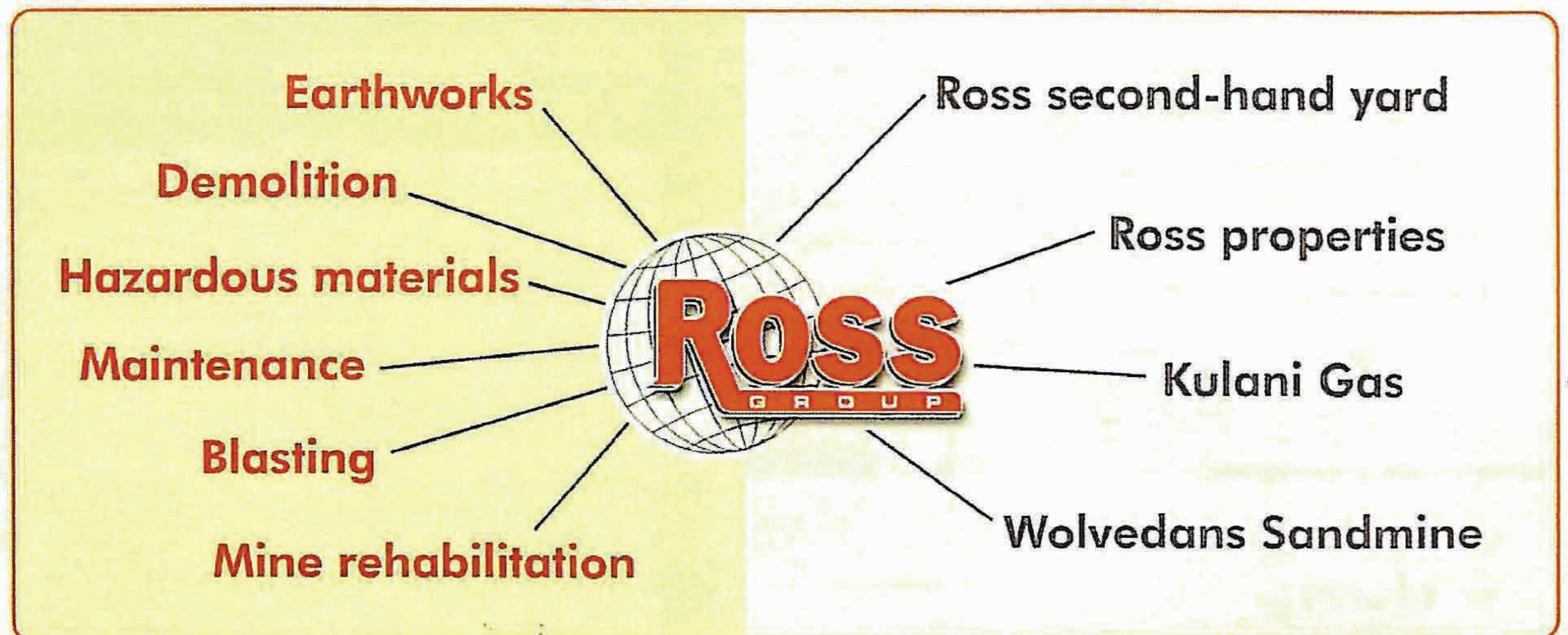
The future for Ross Demolition looks bright. We certainly have a great team, a team consisting of many talented individuals with the experience and maturity to ensure that every project is tackled to the best of our ability. For us, our people are truly our company's greatest asset.

We are pleased to welcome onboard two new staff members. Marietjie Beets, in the position of workshop co-ordinator and Lizel Tredoux who will

assume the role of costing clerk. Ellen Porter has also rejoined the company after a two-year stint in the United Kingdom and we are delighted to have her back.

I am extremely excited about the future and am confident that the industry will continue to perform well over the next few years. As a company we look forward to the challenges that lie ahead and with this in mind, Ross Demolition will continue to retain its leading position utilising cutting edge technology, implementing systems and procedures to ensure that we deliver the most productive and cost-effective service in the market.

In line with our philosophy to continuously grow the Ross Business, some new and exciting developments have recently taken place. One of which is our 50% stake in *Kulani Gas* which offers the motorist a cheaper, cleaner and a more cost-effective alternative to escalating fuel prices. In my view, 'Just what we need'. We have also acquired a 50% shareholding in the *Klein Wolvedans Sand Mine*, which offers the highest quality Malmesbury building sand available. The acquisition of these entities has broadened our portfolio and serves to illustrate our commitment to providing our valued customers and stakeholders with a robust and compelling service offering.



Profile of Key Personnel

Kim Abrahams: Contracts Manager

Kim joined the company some sixteen years ago as an operator. As a result of his dedication, capacity for rapid learning, he has moved through the ranks from operator to Foreman moving on to his current position. His ongoing commitment combined with his vast experience makes him a valuable asset.



of the best site agents the company has ever had. He too has worked his way to his current position of utility manager in charge of maintenance and procurement of all new equipment. Ross Demolition is proud to have a person with such outstanding qualities on our team.

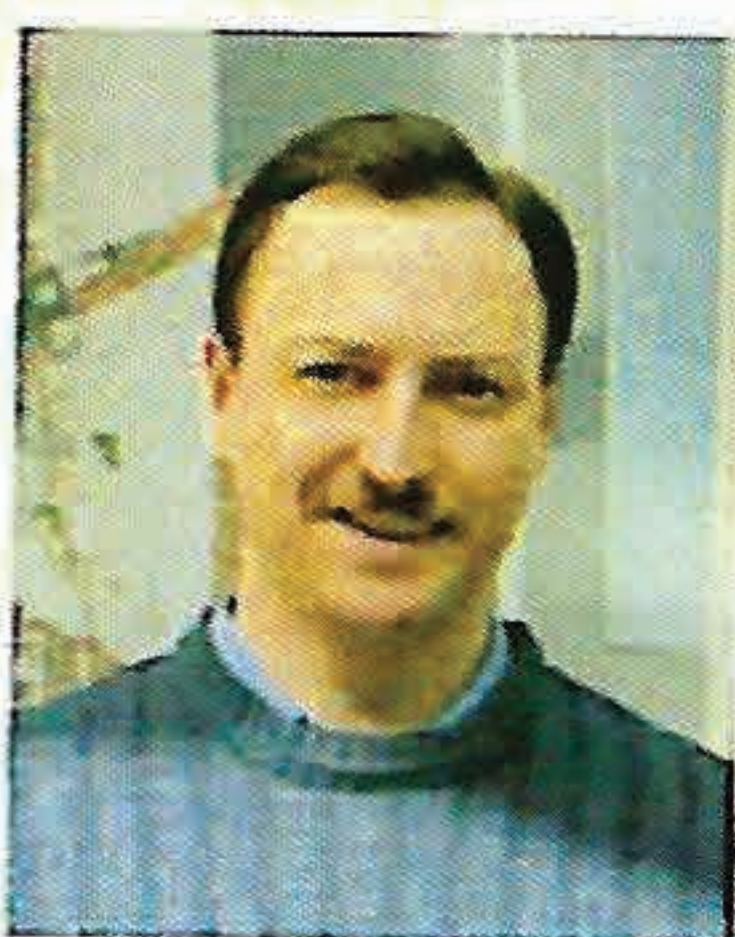
Ivy Johl Ross: Personal Assistant

Ivy has been with the company for thirty years. Having worked with Robbie Ross for most of her career she possesses sound skills and extensive knowledge of the business. For Ivy, nothing is ever too much, no matter what time of day or night. Ivy is undoubtedly a great asset to the team.



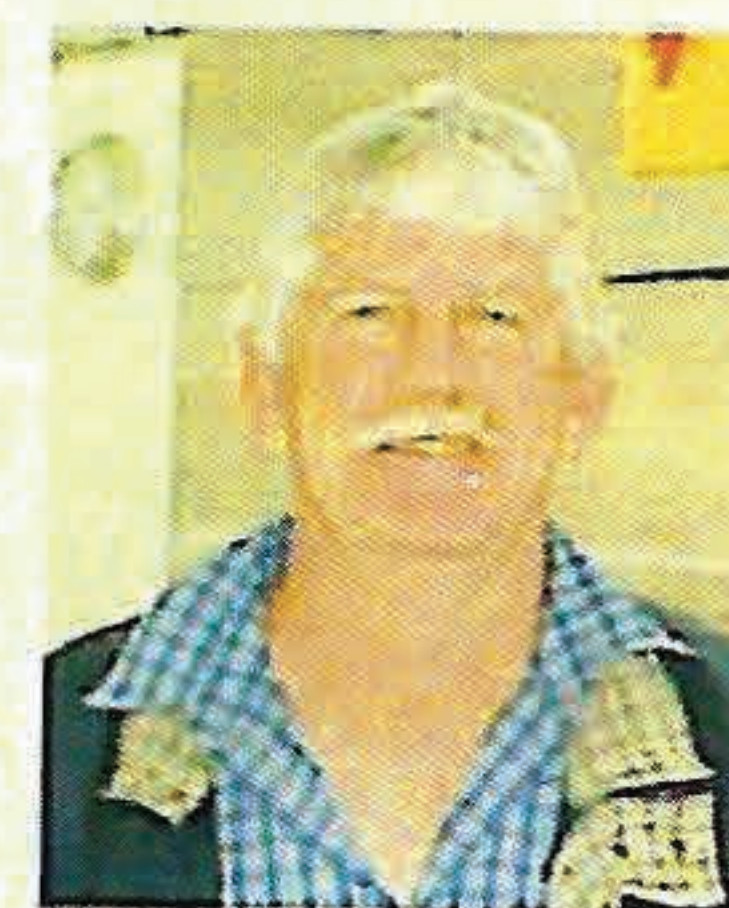
Rudi Le Roux: Financial Manager

Rudi joined the company 15 years ago in the position of Accounts Clerk. After obtaining his qualification through UNISA, he was appointed company financial manager, a position he has held for the past seven years. Rudi is a hard worker whose approachable manner and dedication has made him a valued member of our senior staff.



Jeff Lenham: Contracts Surveyor

Jeff joined the company four years ago as site agent. His many years of experience in the civil engineering field have proven invaluable to the company. Soon after his appointment he assumed the portfolio of contracts surveyor where he demonstrated his passion for the business. We are delighted to count Jeff as a member of the Ross team.



Dave Brooks: Utility Manager

Another team member with 13 years of service at Ross Demolition is Dave Brooks. Dave came onboard with a great deal of experience and qualifications in the civil engineering field. This skill and knowledge has enabled him to become one



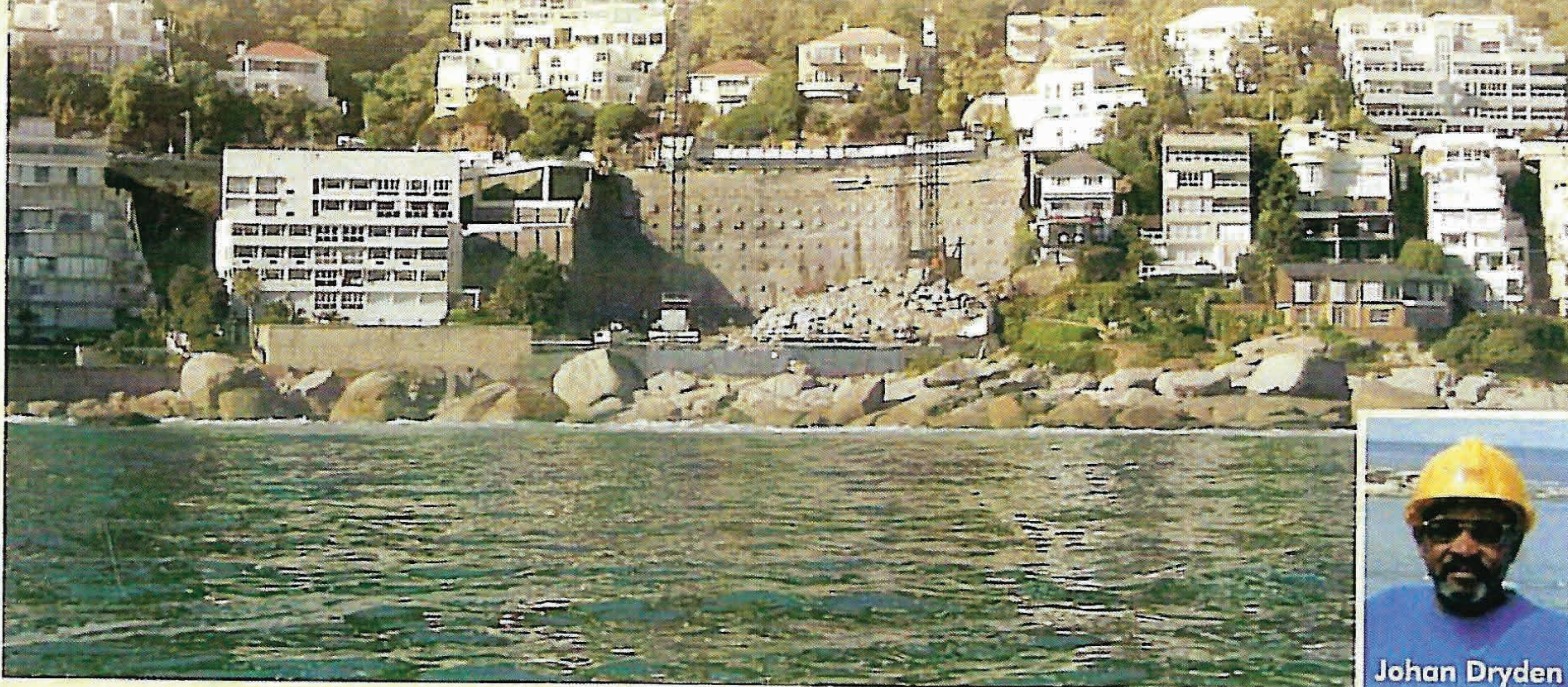
Ross Demolition splashes out on some gorgeous new models

- The Hitache 135us
- Mack tipper trucks
- Hitache 200 series
- Hitache s450
- The Cutter

Equipment on order:
Compressors, excavators
and loaders



Earthworks



Even Tide

The most challenging earthworks project undertaken by Ross earthworks in recent months is the *Even Tide development* located in the picturesque and much sought after area of Clifton, in Cape Town.

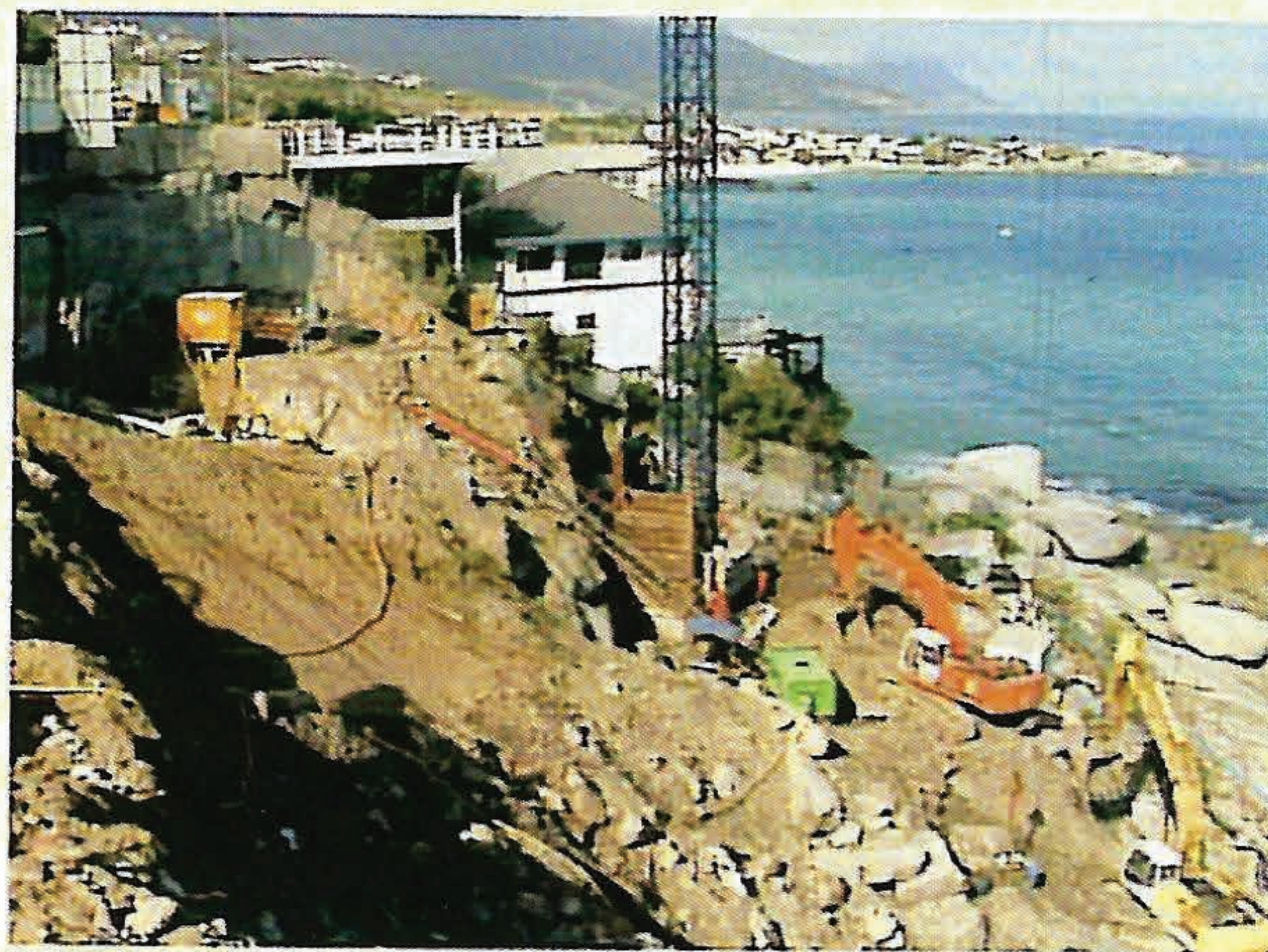
Here the solid mountain face is being carved out to make place for a new residential development. Some 51000 cubes of material has been removed to date of which 25000 cubes was solid rock that had to be blasted. This process in itself presented a unique challenge to the Ross Blasting team.

Excavated materials had to be loaded via tower crane to the trucks for removal

Working to a depth of 30 metres below the sidewalk the remaining rock was then anchored to the face of

mountain and gunited to create a secure and stable platform.

This excavation has taken approximately 18 months and has proven once again that Ross Excavations can be relied upon to successfully complete even the most daunting of tasks.



Plant Hire



One of the pillars of The Ross Group is its plant hire business, that offers quality equipment and service at a highly competitive rate.

The Ross equipment is serviced and maintained in our own service department ensuring customer satisfaction and complete peace of mind.

Equipment on hire from Ross Demolition includes:

- Digger loaders
- Tipper trucks
- Long reach excavators
- Mobile crushing plant.
- Excavators
- Hydraulic hammers
- Front end Loaders and

Should you wish to make use of these services, please contact Dave Brooks who will ensure that you receive the best deal to suit your needs.

Environmental Awareness

Robbie Ross firmly believes in preserving our environment and has therefore purchased an additional crushing plant.

This crushing plant enables the recycling of building rubble, that previously had to be discarded in designated dumping areas. The sheer volume of material that is processed by these plants, as measured in tons and cubic metres, affirms Ross Demolition's commitment to the long-term preservation of our environment and natural resources.



The recycled materials, processed by our crushing plants, have a multitude of secondary uses.

The cement brick and block factory in Maitland is a fine example of recycling in action. Presently this factory has the capacity to utilise all the concrete rubble and rock that Ross can crush and supply. This crushed material undergoes stringent testing for salt content before being re-used.



Satellite Tracking

We have installed satellite-tracking systems into our trucks and it has proven to be a very effective management tool. Not only does it provide us with the exact location of our vehicles at any given time, but the following information is also available to us:

1. harsh breaking
2. excessive acceleration
3. speeding
4. the number of loads the vehicle is making for the day etc.

This constant monitoring has resulted in significant increases in productivity and an additional spin-off



has been a reduction in down time and our vehicles can no longer make unauthorised trips.

This new technology allows us to provide accurate data to our clients in the form of daily reports that are available at the touch of a button.

Marietjie Beets manages this system as well as the processing of all of the information.

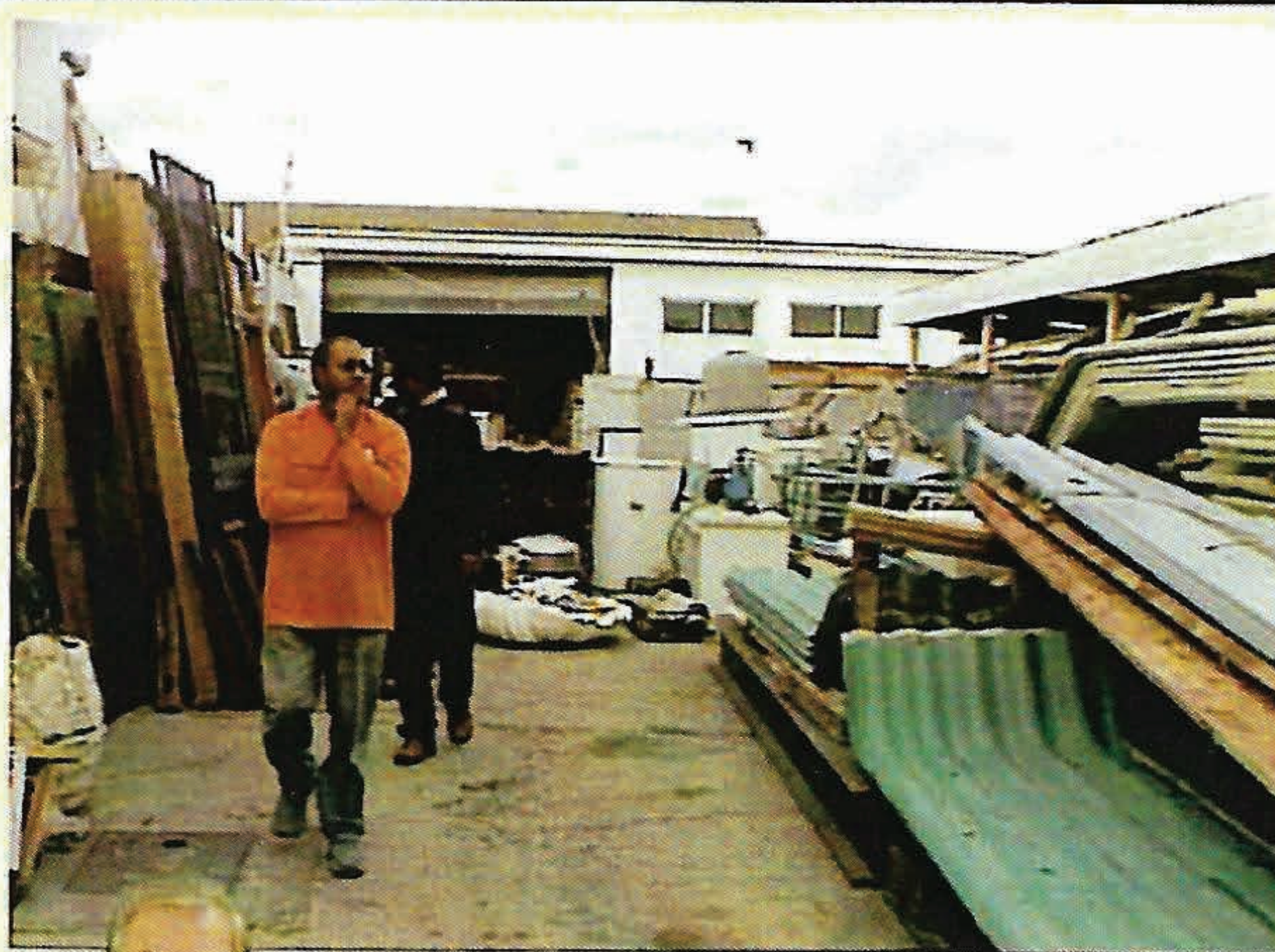
2nd Hand Materials



Due to the phenomenal demand for used building materials we will soon be launching additional stores. This is indeed exciting news both for the Ross Group as well as for our clients.

Philip Redelinghuis, explains

“The market has begun to realise the value and



savings that can be achieved by using second-hand materials. Not only are these materials often of better quality than newer versions but they offer savings of up to 60% compared to new goods. We are therefore expanding our operations to reach a wider customer base and anticipate opening stores in Worcester and Stikland.



New Ventures

Klein Wolvedans

Ross demolition has entered into new and exciting businesses in the past few months. One such venture involves a 50% stake in a Sand mine called *Klein Wolvedans* situated just outside Malmesbury.

This operation, complete with washing plant, offers the finest quality building sand and is capable of delivering enough material to serve the needs of the building industry in the Western Cape.

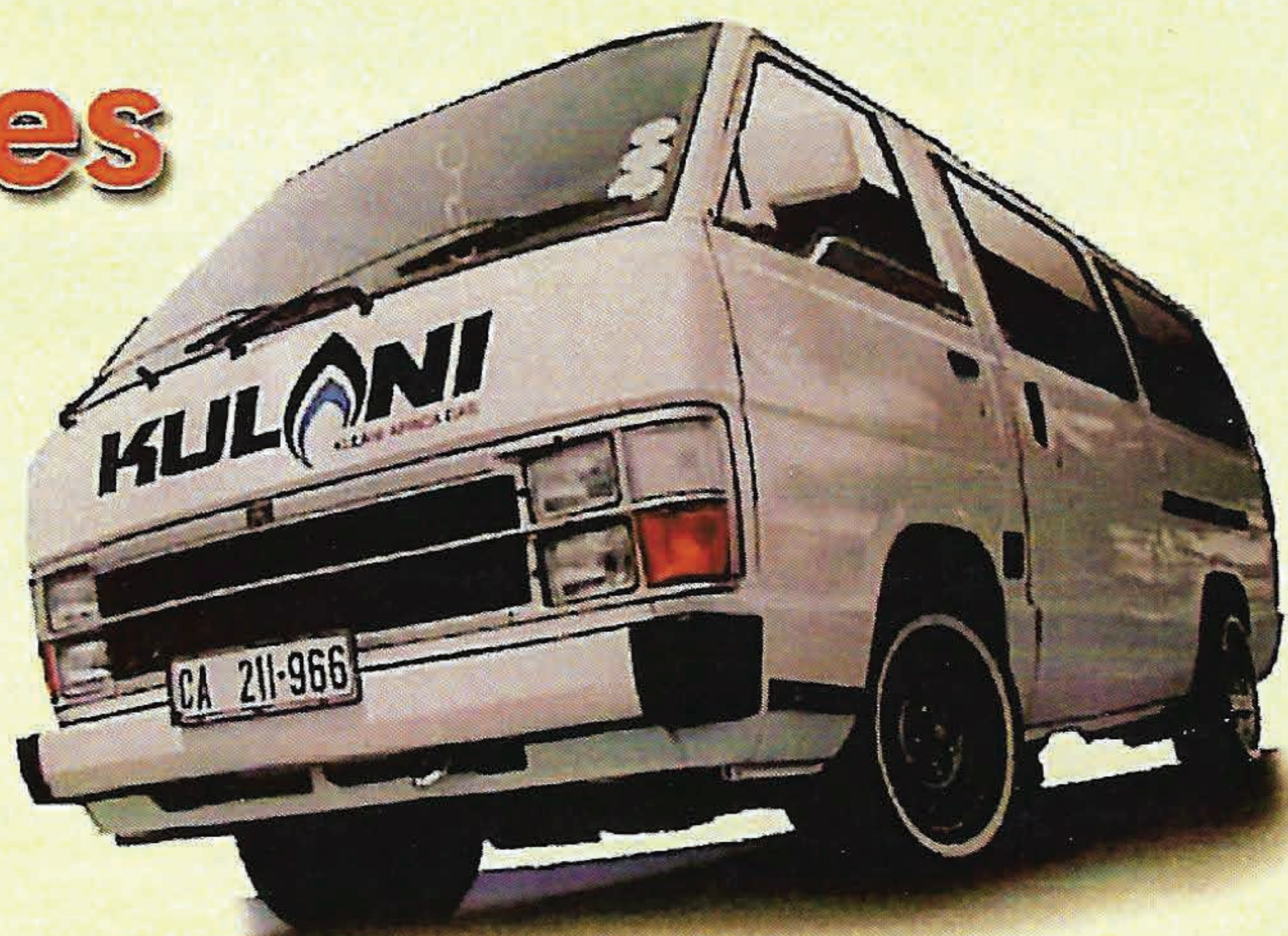


For more information
please contact us on
(021) 5111 204

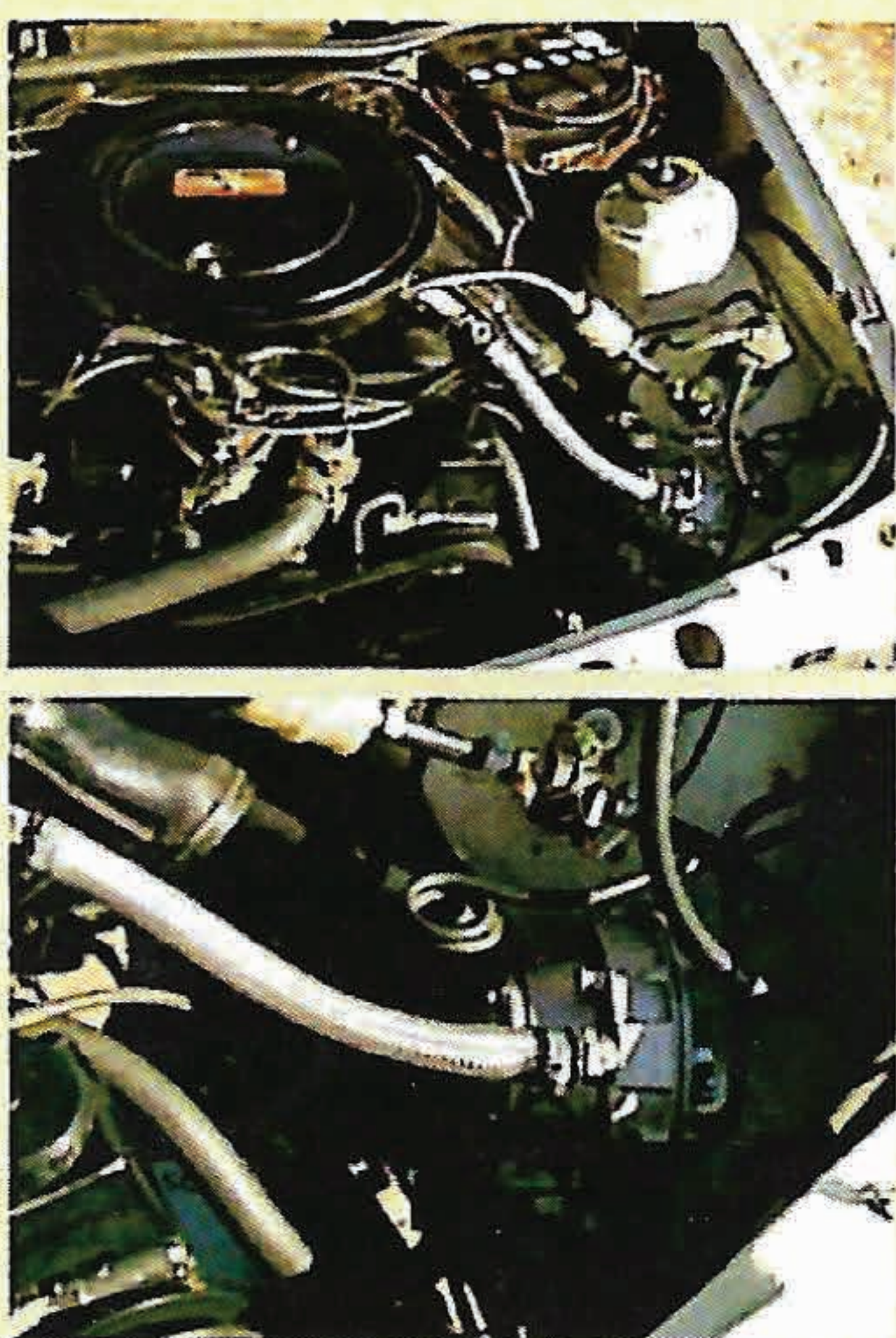
New Ventures

Kulani Gas

Another acquisition for the Ross Group is *Kulani Africa Gas*. Launched in December 2002, *Kulani Africa Gas* is a Black Economic Empowerment company that aims to provide South African motorists with auto gas fuel alternative for use in commuter vehicles.



Auto gas is a compelling offer as it is safe, cheaper than petrol and environmentally friendly. Liquid Petroleum Gas (LPG) is already used extensively in the USA, Asia and Europe. It has a proven track record in Australia where it is the fuel of choice for almost one in four vehicles!



It is a relatively simple process to run any vehicle on *Kulani Gas*.

Benefits

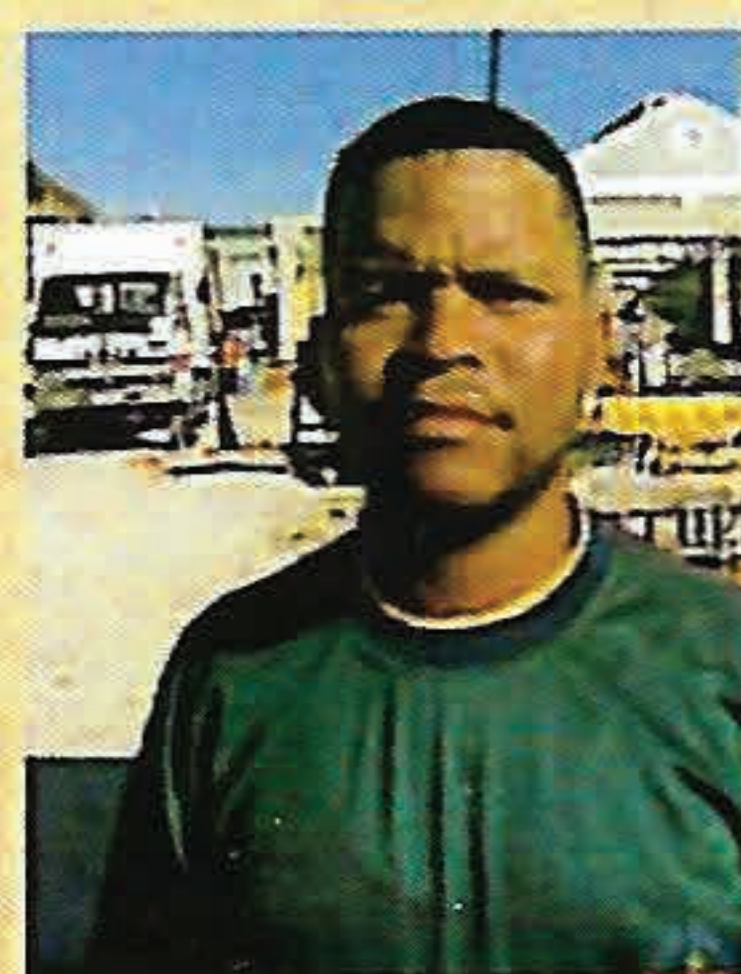
- LPG is between 25% to 40% cheaper than petrol.
- LPG is proven to burn cleaner than petrol and or diesel, has much less wear and tear with cold start ups and is better for your engine in the long run.
- LPG is a closed system, with numerous safety components. These safety components also prevent LPG from being stolen.

For more information on LPG gas usage, please contact our specialists on (021) 697 2493

Service Excellence Awards

The Service Excellence Awards for October 2004 went to Jim Dayimani, Whitey Ncekemfu and Jan Henning for exceptional service and dedication to duty.

"Congratulations Your efforts are truly appreciated."



Whitey Ncekemfu

Jan Henning

Jim Dayimani



One time ... Every Time!

NEWS FROM OUR ZAMBIAN OPERATION

David Jordan has taken over from Edd Loftus who has left the organisation. David is stationed in Kitwe which is in the centre of the copper belt.

R. Ross & Son (Pty) Ltd

Artreco Road, Maitland 7405 • P.O. Box 179, Woodstock 7915

Telephone: (021) 511 1204 • Facsimile: (021) 511 1205

www.rossdemolition.co.za

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