

**NUMBERS YOU CAN TRUST
SOLUTIONS YOU CAN COUNT ON**



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SECTION A

- **INTRODUCTION**

Schoombie Hartmann is a small to medium size firm that prides itself on its good works ethics and determination to satisfy our Client's needs within the scope of works. We believe that the Client should get an exceptional product within the required timeframe at a fair cost. Schoombie Hartmann is a Level 3 B-BBEE contributor.

Schoombie Hartmann is a company with substantial experience in the construction and development sector to develop a project of any magnitude. Schoombie Hartmann is more than equipped to handle this type of project successfully and can furnish the Client with this proposal.

We have chosen to present our proposal as follows:

Profile and services offered by Schoombie Hartmann

Conclusion

We will provide any additional information requested and make ourselves available for any further discussions.

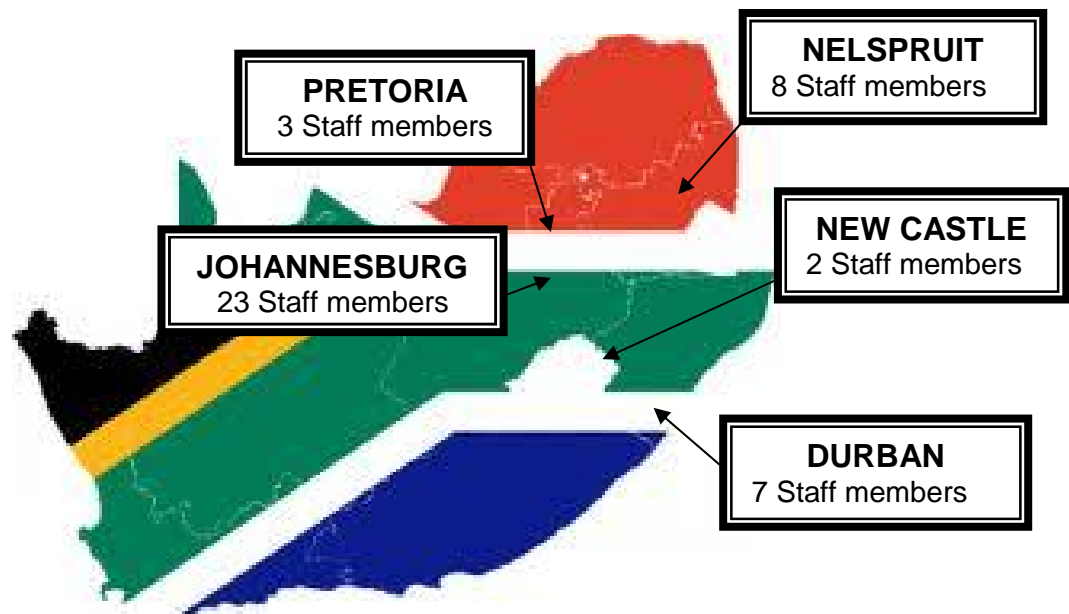


SECTION B

• PRACTICE PROFILE

Schoombie Hartmann offers a comprehensive quantity surveying, project management and construction cost consultancy service, all in accordance with the South African Quantity Surveyors Act (Act No 49 of 2000) and conforming to the high ethical standards associated with the profession. The main focus of activities in the practice is the ultimate satisfaction of our Clients' needs through pro-active, creative and innovative services. Hence our record of repeat business and long term relations with our Clients.

Schoombie Hartmann has five office locations in South Africa, namely:



Schoombie Hartmann has in recent years been involved with numerous commercial as well as industrial projects. These include but not limited to:

§	115 West *	-	80,000 m ²
§	140 West *	-	65,000 m ²
§	15 Alice Lane Phase 4 *	-	20,000 m ²
§	Total SA HQ *	-	10,000 m ²
§	Eastgate 20 *	-	10,000 m ²
§	1 Protea Place	-	25,000 m ²
§	Nº 3 Protea Place	-	25,000 m ²
§	15 Alice Lane Towers	-	50,000 m ²

Note: * Indicates buildings that obtained a 4 – 5 star rating from the Green Building Council of South Africa

Our services offered include the following:

Viability Studies

Cost Estimating

Financial Design Criteria Advice

Procurement and Delivery

Cost Control and Reporting

Contract Administration

Payment Recommendations and Settlement of Final Accounts

Dispute Resolution

Value Engineering

Life Cycle Costing

Project Management

Integrated national base of expertise coupled with a wide national geographical spread of offices and infrastructure



- **COST MANAGEMENT SYSTEM**

Our Cost Management System enables the Estimated Final Cost of a project to be kept up-to-date by means of a structured and disciplined procedure of raising, at the earliest possible stage, any potential cost change and bringing it to the attention of the Client and Design Team. This procedure will enable the Design Team to manage the cost and will assist the Client to control his expenditure.

The Cost Reporting programs are designed to provide simple standard formats comparing forecast cost against agreed budget with the facility to provide additional and supplemental information for use by the Cost Manager and Design Team. The reporting formats include a list of advance warning items and unapproved items which are under consideration. If required, these can be produced on demand and published more frequently than the issue of the periodic Cost Report to enable their use in the Cost Management process.

The method of operating the System and the resources necessary will depend on a number of factors, inter alia:-

- * Level of active cost management and control exercised by the Client or his representatives.
- * Frequency of cost management/control meetings.
- * Level of active cost management exercised by the Design Team.
- * Scope of cost management required under the terms of our appointment.



- **MANAGING RISKS IN CONSTRUCTION**

All projects contain risks that may affect cost and time. Risk management is the identification of these risks and their statistical analysis, followed by the formulation of an action plan to manage and control them throughout the life of the project.

Construction is a risky business and risk management will provide many benefits to a client including:

- * a structured, practical approach to managing risks;
- * an increased understanding of the project;
- * a more pro-active management approach;
- * a process which provides the one thing clients are demanding more now than ever - greater confidence in achieving their project objectives of cost, time and quality;
- * a process which will lead to improved value for money; and
- * a process which is, and should be, auditable.

Risk management also provides:

- * increased commitment to the project from the design team as they are more involved in problem solving:-
- * a more realistic contingency provision which can be actively managed to reduce risk throughout the life of the project; and
- * enables you to give greater degree of certainty in achieving the targets set by the client and to control the project more efficiently and effectively.

Any action taken to mitigate risks must be monitored to ensure it is having the desired effect and to enable remedial action to be taken if necessary. Risks may be identified at any time during the project and should be classified, actioned and monitored accordingly.

Risk management is a continual process which can be implemented at almost any stage during a project, from inception to occupation. However, its effectiveness tends to diminish with time. It is therefore imperative that we are able to introduce risk management during the initial stages of a project.



- **PROJECT MANAGER/QUANTITY SURVEYOR INTERFACE**

To execute and enforce proper discipline and management of all parties SH will assist the PM/Architect by providing the following on a regular basis:

General

- 4 Assess compensation events in an unblinkered manner by "thinkers" rather than "bean counters" to ascertain a commercial settlement in the interests of the Client and the Contractor.
- 4 Consider ways to improve efficiency of the project.
- 4 Consider financial position of the project and methods to improve the position,
- 4 Provide guidelines to all parties to pre-empt any contractual disputes which may occur.
- 4 Establish lines of communication and define delegated authorities pertaining to variations, changes, etc.

- **DESIGN QUALITY**

Design quality is not applicable to Quantity Surveying per se but rather "Procedure/Documentation" quality is more descriptive.

Quality has a number of different meanings. In our case it is the service provided designed and constructed to satisfy the client's needs.

Schoombie Hartmann is committed to the basic discipline of specifying and adapting procedures and documentation to suit the clients requirements.

The following quality assurance procedures are addressed within our business approach and is applicable on all projects:

- 4 Management responsibility, accountability and accessibility.
- 4 Internal auditing of any documentation and correspondence
- 4 Inspection and checking
- 4 Corrective action control.
- 4 Personnel training.
- 4 Project planning.
- 4 Development and management procedures.
- 4 Quality system review.
- 4 Updated current and relative library of catalogues, techniques, materials, contractor and sub-contractor information

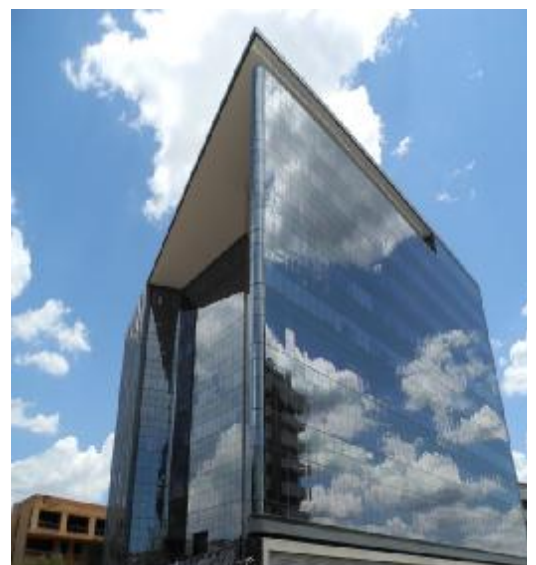


- **ADDED VALUE INITIATIVES**

Schoombie Hartmann is registered as a member organization with the Green Building Council of South Africa. Johan Havenga a professional Quantity Surveyor, attained his certification as GBCSA accredited professionals, and have since been involved with the construction of two 4 Star Rated Green buildings, namely the new head office of Alexander Forbes in Sandton and 20 Eastgate Office Park and 140 West Street Sandton.

- **TECHNOLOGY AND PROJECT TOOLS**

Schoombie Hartmann has a comprehensive database of electronic resources, including the latest technological advances in construction cost estimating, bill production and computer software. We make use of state of the art measuring instruments, which ensures that the product and level of service we deliver is both efficient and accurate.





SECTION C – LIST OF MAJOR PROJECTS

The following is an abbreviated list of projects the Gauteng offices of the company have recently been involved with:

PROJECT DESCRIPTION	AREA	TYPE	COMPLETED
<u>Office Projects</u>			
Danone, Bryanston Place	3,000m ²	Offices	2015
New Offices for Empowered Spaces Architects	2,000m ²	Offices	2013
Alterations & Additions - Total SA HQ Rosebank	10,000m ²	Offices	2015
Dulux Greenstone	5,000m ²	Offices	2013
The Advocates, 1 Protea Place	7,500m ²	Offices	2012
Altech Head Office	3,000m ²	Offices	2012
Brolink Giflo Investment	3,000m ²	Offices	2013
Bryanston Office Park	15,000m ²	Offices	2010
New Premises for Jacaranda 94.2	3,000m ²	Offices	2013
New Offices at 22 Wellington Road	7,500m ²	Offices	2013

Alterations and Additions to Existing Offices at Eastgate 20	10,000m ²	Offices	2013
New Office Development at 115 West Street - Sandton	80,000m ²	Offices	2014
140 West Street - Sandton	65,000m ²	Offices	-
15 Alice Lane Phase 4 - Sandton	20,000m ²	Offices	2014
No 3 Protea Place - Sandton	25,000m ²	Offices	2011
Office Development at 15 Alice Lane Towers - Sandton	50,000m ²	Offices	2009
Route 21 Offices – Centurion	15,000m ²	Offices	2012
Corlett Drive Offices	10,000m ²	Offices	2013
Alterations and Additions to Stanlib – Melrose Arch	7,500m ²	Offices	2013
Office Development at 1 Protea Place, Sandton	25,000m ²	Offices	2011
New Offices for Bateman	25,000m ²	Offices	2012
Nicol Grove Business Park Offices	25,000m ²	Offices	2013
No 3 Sandown Valley Crescent	15,000m ²	Offices	2010
New Offices for Gijima AST – Midrand	10,000m ²	Offices	2008
New Premises for Faritec – Gallo Manor	10,000m ²	Offices	2008
New Premises for Oracle – Woodmead	7,500m ²	Offices	2009
New Head Office for Motorola – Woodmead	5,500m ²	Offices	2009
Sandton Court	20,000m ²	Offices	2006
New Head Office for GMSA – Woodmead	7,500m ²	Offices	2009
New Head Office for Softline	15,000m ²	Offices	2010
22 Fredman Drive – Sandton	15,000m ²	Offices	2007
Alterations and Additions to Office Blocks Girton Road Parktown, Phase I		Offices	
Alterations and Additions to Office Blocks for DST Realty (SA) (Pty) Ltd	10,000m ²	Offices	2008

Nashua Head Office – Woodmead	7,500m ²	Offices	2005
New Head Office for Group Five	7,500m ²	Offices	2005
Kempton Park Civic Centre, Kempton Park	35,000m ²	State	1996
Houghton Estate	15,000m ²	Residential	2010
<u>Industrial Projects</u>			
Cummins, Johannesburg	18,000m ²	Industrial	2015
OUPSA, Cape Town	10,000m ²	Industrial	2014
IDL Durban	7,500m	Industrial/Cold rooms	2015
IDL Cape Town	5,000m ²	Industrial/Cold rooms	2015
Bytes Conversion for Adcock Ingram	5,000m ²	Industrial	2014
New Cosmo Business Park Warehouse for Q-Rent	5,000m ²	Industrial	2015
Chateau Gateaux	6,000m ²	Industrial / Process Plant	2015
New Workshop and Offices for FL-Smith Ferrobank	3,500m ²	Industrial	2013
Decofurn, Mount Edgecombe	25,000m ²	Industrial	2014
Schenker Warehouse Durban	20,000m ²	Industrial	2012
New Warehouse for Goldfields - Pinetown	10,000m ²	Industrial	2013
Alterations & Additions to Warehouse – Bridgestone	7,000m ²	Industrial	2014
Lithotech Afric Mail	10,500m ²	Industrial	2013
Rietfontein Warehouse	10,000m ²	Industrial	2013
New Warehouse for Triton Durban	10,000m ²	Industrial	2013
New Warehouse for Triton Cape Town	6,500m ²	Industrial	2013
New Warehouse for Freightmax Durban	20,000m ²	Industrial	2014
New Warehouse for Freightmax Wadeville	10,000m ²	Industrial	2013

Brandhouse Extensions Elandsfontein	15,000m ²	Industrial	2013
National Socket Screws – Elandsfontein	5,000m ²	Industrial	2013
Rand Refinery	3,000m ²	Industrial	2013
Silk by Design – Durban	2,500m ²	Industrial	2012
Crown Extension – Cape Town	2,500m ²	Industrial	2012
Waltons – Durban	7,500m ²	Industrial	2013
Parmalat Warehouse – Durban	10,000m ²	Industrial	2011
AGI Warehouse – Durban	10,000m ²	Industrial	2010
Schenker Warehouse – Durban	10,000m ²	Industrial	2010
Fuel Group Warehouse – Durban	45,000m ²	Industrial	2010
IHD Warehouse – Cape Town	5,000m ²	Industrial	2009
IHD Warehouse – Durban	7,500m ²	Industrial	2009
ABB Warehouse – Durban	5,000m ²	Industrial	2009
Midas Warehouse – Durban	15,000m ²	Industrial	2010
Kevro Warehouse – Durban	5,000m ²	Industrial	2008
Glaxo Smith Kline – Cape Town	5,000m ²	Industrial	2012
City Couriers – Centurion	7,500m ²	Industrial	2009
Adcock Ingram Warehouse – Durban	12,500m ²	Industrial	2009
Massmart Warehouse – Durban	60,000m ²	Industrial	2012
New Warehouse and Offices for Aberdare Cables	20,000m ²	Industrial	2011
City Couriers – Cape Town	15,000m ²	Industrial	2009
New Holland / Booksite – Cape Town	10,000m ²	Industrial	2008
Kuehne & Nagel – Longmeadow	5,000m ²	Industrial	2007

Extensions at LG Electronics	25,000m ²	Industrial	2010
Mr Price / City Couriers - Durban	45,000m ²	Industrial	2009
New Warehouse for Kenwood - Maraisburg	3,000m ²	Industrial	2006
Sasol Secunda – Sulpholin Storage and Disposal Dam	-	Civil	2007
Premises for Consul XPRS	3,000m ²	Industrial	2007
Sasol Secunda – Rehabilitation of Black Products	-	Civil	2009
Pegasus Tiles for Ceramic Industries	20,000m ²	Industrial	2010
Sasol Fine Ash Dam – Secunda	-	Civil	2010
BMW Paint Shop	3,000m ²	Special	2006
Strydompark Factories	10,000m ²	Industrial	2007
City Deep Industrial Park	10,000m ²	Industrial	2008
Patterson sewer works	-	Civil	2012
<u>Residential Projects</u>			
Midridge Residential	20,000m ²	Residential	2010
Leeuwkop Prison Housing - Sandton	-	State	2000
<u>Educational Projects</u>			
New Prep-Preparatory School for St John's College	-	Educational	2014
New Gymnasium for St John's College	-	Educational	2013
Under Cover Bowling Facility for St John's College	-	Education	2015
New Teaching Block for St John's College	-	Education	2015
Monash University	-	Education	2007
Technikon S.A.	-	Education	-
<u>Hotel & Leisure and Retail & Lifestyle Projects</u>			

Lewje La Metsi	-	Hotel & leisure	-
Sheritan Hotel – Pretoria	-	Hotel & leisure	-
IPHC Phase I – Cape Town	-	Lifestyle	-
New Mosque for Waterfall Investment Co	-	Lifestyle	-
New Super Centre for FL-Smidth - Delmas	-	Retail & lifestyle	-
Potchefstroom Shopping Centre and H & R	-	Retail & lifestyle	-
Epsom Downs Shop & Office Development	-	Retail & lifestyle	-
BMW Dealership, Benfleur – Witbank	-	Retail, lifestyle & motor	-
Honda Midrand	-	Retail, lifestyle & motor	-
Menlyn Motor City - Pretoria	-	Retail, lifestyle & motor	1997
BMW Headquarters - Midrand	-	Retail, lifestyle & motor	1996
Midridge Shopping Centre	-	Retail	2010
New Highveld Eye Hospital - Witbank		Health	2014
Discovery Health Call Centre – Durban	7,500m ²	Call centre	2011
Lanseria Airport	15,000m ²	Airports & aviation	2007
Diepkloof Police Station - Soweto	5,500m ²	State	2003

CLIENT LIST

The following is a selected list of major clients to whom the firm has rendered Quantity Surveying and allied services:

Abaco	Federated Insurance Company
Abland	First National Bank
Absa	Foundation of Community Dev in SA
Aegis Insurance	Frasers Group
Agrimed	Garages & Services Stations – Various
All Provincial Authorities	Gencor
All Government Departments	Gold Division Services (AAC)
Anglo American Corporation	Hans Merenski
Anglovaal	Holiday Inn
Arm Scor/Denel	Homes Trust Funeral Services
Atterbury	Hyperama
Baker Street Associates	Independent Development Trust
Basil Read Developments	Irvin & Johnson
Bastion	Iscor
BMW South Africa	Koos Smith Properties
Border Cricket Board	Lapalala
Border Technikon	Lesotho Government
Bosch Group	Lewis Stores
Boulton	Lifegro
Bridgeport Properties	MacKenzie Group
Bridgestone SA	Mastermind Tobacco
Bristol-Myers Squibb	Megatek
Butterworth Technikon	Mercedes Benz South Africa
Caltex	Metropolitan Life
Churches – Various	Mines – Various
Ciskei Technikon	Midrand Town Council
Comair	M-Net
Credit Guarantee Insurance Company	Multichoice
Cummins	Momentum Life
Danone	Municipalities – Various
Denis Stores Properties	Murray & Roberts Properties
Development Bank of South Africa	National Batteries
Devprop Projects	
DST Realty (SA) (Pty) Ltd	
Durban Falkirk	
East London Technical College	
Engen	
Engineering Foundation of South Africa	
Eskom	

CLIENT LIST CONTINUED

National Parks Board
Nictus Group
OK Bazaars
Old Mutual
PCN Projects
PBC Properties
Pick 'n Pay
Presmed
Proctor & Gamble
Projection Projects
Prosperity Insurance Company
Retail Property Projects
Rhobeta Developments
Rhodes University
Rosebank Hospital
Royal Durban Gold Club
SABS
Sage Group
Sanlam Properties
Sasol
Schools – Various
Sentrale Landbougenootskap
Shell
Shoprite/Checkers
Siemens
Siltek
Small Business Development Corporation
Southern Life Association
Southern Sun Hotel
Spar
St Dominics Hospital
Standard Bank
Stellenbosch Farmers Winery
Sun International
Syfrets
Tartan Properties
Technikon OFS
Technikon SA
Technikon Witwatersrand
Tek Corporation
Telkom
The Shopz Group
Total
Town Councils – Various
Transnet
Trident Building Society
Umtata Club
University of Fort Hare
University of the Orange Free State
University of Transkei
Univeristy of Western Cape
University of Zululand
University of Pretoria
Vaal Reefs Exploration and Mining Co.
Weirs Cash & Carry
Welgedacht Exploration Company
Westpoint Projects
Zenprop Property Holdings

SECTION D - CONCLUSION

The professional origin of Schoombie Hartmann dictates that the absolute basis of any service we provide is driven by a desire and motivation to act in our Clients' best interests at all times. The management of projects requires a range of skills incorporating sensitive leadership, excellent communication abilities and above average professional capabilities, to be able to effectively operate within a continuously changing South African political and social environment.

Schoombie Hartmann is confident that it has the blend of skills required for successfully meeting these challenges.