



## Establishing Business Relationships across Borders

During the past month SANEC launched the Business Directory 2015 in both the Netherlands and Southern Africa. The theme of this years Business Directory is "Empowering partnerships", this relates to SANEC's main goal which is to build long lasting and sustainable ties between the Netherlands, Brussels and the entire Southern African region. By doing so SANEC aims to promote, develop and facilitate business between companies, entrepreneurs, government institutions and organizations. When taking a look inside this newflash you will see how SANEC strives to accomplish this.

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### Business News



#### **SANEC appoints Sekgametsi Lethiba as temporary Interim General Manager in South Africa**

SANEC hereby informs you that Ms. Froke Gilsing has resigned from her position as General Manager of SANEC Johannesburg. After almost four years of being part of SANEC Froke has decided to explore her possibilities elsewhere and develop her own business ventures. SANEC thanks Froke for her hard work and wishes her well with her future endeavours.

Ms Sekgametsi Lethiba was appointed as the Interim General Manager in Johannesburg, South Africa. The position is set to run for a period of three months, thereafter, a permanent General Manager shall be inducted. Ms Sekgametsi Lethiba joined SANEC in November 2013 as Project Management Assistant.



### **SANEC Business Directory 2015 Launch Johannesburg**

SANEC, in collaboration with Nedbank, hosted their 2015 Business Directory Launch in Johannesburg, South Africa on the 11th of May. Guests enjoyed an informative speech by Political Economic Analyst Mr J.P Landman and networking with business moguls and representatives of the Embassy of the Kingdom of the Netherlands. The Business Directory reflects what SANEC stands for and showcases trade and investment experiences of members.

[\*\*» More information\*\*](#)



### **Launch of the SANEC Business Directory 2015 in the Netherlands**

On the 26th of March SANEC launched the 19th edition of the SANEC Business Directory at the Zaantheater in Zaandam. This Business Directory edition highlights the significance of partnerships between businesses in the SADC region and the Benelux. SANEC general manager Mr. Mark Agterdenbosch handed Mr. Marc Spronk (EY), Mr. Jelle Keijmel (PwC), Mr. Naren Bhojaram (Royal HaskoningDHV), Ms. Bangu Masisi (South African Tourism) and Mr. Frans Engering (Chairman SANEC) the first copies of the SANEC Business Directory 2015. The networking event was followed by a South African show honoring Madiba.

[\*\*» More information\*\*](#)



### **SANEC SADC Ambassadors Luncheon 2015**

The tradition continues and once again SANEC's 6th Annual SADC Ambassadors Luncheon took place in Kasteel de Wittenburg in Wassenaar, the Netherlands on the 22nd of April. It was a great success, more than 90 attendees were present and 13 countries were represented by Ambassadors and economic attaches. SANEC would like to thank the two esteemed guest speakers Mr. Walter van Kuijen (Royal Philips) and Mr. Gertjan Meeuws (Plentyfifty).

[» More information](#)



### **2nd SANEC Knowledge Tour 2015: "How to take care of your staff placed in Southern Africa."**

On April 9th, SANEC organized an interesting afternoon about secondment of staff in Southern Africa together with AWWN, WerkinAfrika, IBN Business & Immigration Solutions and Vopak. All participants were invited by our host AWWN in the Malietoren in The Hague.

[» More information](#)



### **SANEC Launches B-BBEE Desk: Your One-Stop-Shop**

The B-BBEE Desk is set-up by SANEC and supported by the Netherlands Embassy in Pretoria to service local and international companies on B-BBEE services. SANEC has formed partnerships with specialized companies that offer innovative and practical solutions to assist companies in achieving better BEE scores in a sustainable way and with tangible results.

[» More information](#)



### **SANEC Cape Town Networking Cocktail Function hosted by Webber Wentzel**

On the 19th of May SANEC gave an update on its activities in the Cape and was proud to introduce 15 new members it recorded in the past six month's, while presenting its members and associates with the new Business Directory 2015 to their 75 guests. SANEC thanks the Dutch Consul General Mrs. Bonnie Horbach and the new CEO of Wesgro, Mr. Tim Harris who both contributed to the prosperous evening with their inspiring presentations.

[» More information](#)

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HOW CAN WE  
**#COCREATESA**

### **HALF A MILLION RAND AVAILABLE IN NEW #COCREATESA FUND OPEN CALL FOR PROJECT APPLICATIONS ENDS 1ST OF JUNE, 2015!**

An investment of half a million Rand will be made in projects that aim to combine Dutch and South African knowledge, that seek innovative solutions to local challenges and involve the sectors of agriculture and food, energy, life sciences and health, logistics and water.

[» More information](#)



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### **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](#)

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### **DesignThinkers Service Design Fundamentals Workshop 12 June- 20% Off for SANEC Members**

This high energy 1-day course in Johannesburg will give you a common level of understanding of the Service Design Thinking principles, key tools & terminology. The focus of this course will be about developing hands-on experience in using service design tools, learning by doing. The tools we will practice are: Stakeholder Mapping, Value Network Mapping, Persona Profiling and Customer Journey Mapping.

[» Read More](#)



### **South Africa to start Nuclear Buy**

The Department of Energy would begin with the nuclear procurement process in the second quarter of this financial year, Minister Tina Joemat-Pettersson said yesterday. "We will commence with the actual nuclear procurement process in the second quarter of this financial year to select a strategic partner or partners in a competitive, fair, transparent and cost effective manner. We expect to present the outcome of this procurement process to Cabinet by year end."

[» More information](#)



### **SAA Procurement Plan is Welcomed**

The Black Business Council has hailed the signing of a memorandum of understanding between the Department of Trade and Industry and South African Airways (SAA) to develop and support inclusive sourcing and procurement. The council's secretary-general, Xolani Qubeka, said the signing of the agreement on 18 May was a bold and decisive move.

[» More information](#)



### **Tanzania and Mozambique set to Boost Trade Ties**

The visiting Mozambican President Filipe Nyusi has stressed the need for Tanzania and Mozambique to boost the trade ties so as to strengthen the two country's economies. Speaking to distinguished guests in Dar es Salaam on Sunday at a State House banquet hosted by President Jakaya Kikwete, Nyusi said that Mozambique was very much committed to enhance trade relationship with Tanzania.

[» More information](#)



### **SANEC attends Africa Day Celebrations in The Hague**

On the 22nd of May 2015, The Embassy of The Republic of Tanzania in The Netherlands had invited SANEC General Manager Mr. Mark Agterdenbosch and his team to the 52nd Annual Africa Day Celebrations, The reception took place at the Bel Air Hotel in The Hague and was attended by the many African Ambassadors accredited to The Kingdom of the Netherlands , Her Excellency Mrs. Nimota Nihinlola Akanbi the Ambassador of Nigeria, highlighted the theme for Africa Day this year, " Women Empowerment and Development towards Africa's Agenda 2063 ". The Traditional Ceremony was underlined by a uniting, vibrant ambience with African food, live music and local dances.

[» More information](#)



### **Chairperson of the African Union Commissions, Dr. Nkosazana C Dlamini-Zuma, on the occasion of the 52nd Africa Day**

This year's theme was: "Women's Empowerment and Development towards Africa's Agenda 2063" is a recognition of centuries of African women and women from the Diaspora to the struggles against slavery, racial and gender discrimination, and for the emancipation of our continent and African men and women everywhere.

[» Read entire message](#)



### **Deloitte on Africa: African Construction Trends Report 2014**

Africa's rapidly growing middle class continues to drive demand for sustainable social infrastructure. Added to that, growth is being fuelled by continued investment in natural resources and agriculture. Overall, we see the opportunities surpassing the challenges facing our continent. Africa is our home and between 2013 and 2014 alone it was a home that exhibited a 46.2% growth in mega project construction value.

[» View Report](#)

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### **Zimbabwe top brass roll out red carpet to new investors in bid to beat stubborn economic blues**

Zimbabwe says it is prioritizing upgrading its dilapidated roads, rail and air infrastructure. In an exclusive interview with Mail & Guardian Africa, Minister of Industry and Commerce, Mike Bimha, said upgrading such derelict infrastructure would boost the southern Africa's investment opportunities. "Presently, our government has embarked on roads upgrading nationwide, including the rail and air. The highway that needs quick attention and yet to be addressed is the Beitbridge – Harare Road. This is the gateway to almost all Southern African countries," said Bimha.

[» Read full article](#)

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### **Strict SA labour Laws could turn Foreign Business Away**

World markets are reacting to South Africa's new and strict laws which have been put in place to ensure the protection of South African businesses, workers and resources. There is a lot of discussion and censure concerning the New Employment Equity Act. Furthermore foreign organisations are evaluating whether doing business in South Africa is worth the extensive procedures and scrutiny. IntoSA gives a breakdown of the amended act.

[» Read Full Article](#)

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### **PLMA's annual "World of Private Label" International Trade Show**

On the 20th of May 2015, The SANEC team had the privilege of attending the PLMA's (Private Labels Manufacturers Association) World Private Label in Amsterdam, the Netherlands. The event is a well know international trade show, that brings 11,000 retail buyers and trade professionals from 115 countries together.

[» More information](#)



### **South Africa works to stop Load Shedding**

The current load shedding incidents are receiving urgent attention with several steps being taken to address this, including the finalisation of the Integrated Energy Plan, says Energy Minister Tina Joemat-Pettersson.

[» More information](#)

## **Business Opportunities**

[» Investment opportunities in Botswana](#)

[» Understanding Regulations for Small and Medium- Size Enterprises](#)

[» PWC report on cities of opportunities in Africa](#)

[» Wesgro talks about doing business in the Western Cape](#)

## **Member meets Member**



### **Royal Dutch Philips & Rhiza Foundation**

SANEC members Royal Dutch Philips and the Rhiza Foundation for the launch of their first mobile clinic in South Africa. Mr. Jose Fernandes, District Manager Philips Healthcare Southern Africa, and MEC for Health and Social Development, the Honourable Ms. Qedani Mahlangu, expressed their commitment to this project. The mobile clinic offers education and training which will contribute to the strengthening of healthcare systems in South Africa.

[» More information](#)



## News from our Members



### **APM Terminals Maasvlakte II Terminal Officially Open**

APM Terminals  
hosted a celebration

attended by The Netherlands' Monarch King Willem-Alexander, and 500 senior representatives from the global shipping industry and world governments in honor of the official opening of the new APM Terminals Maasvlakte II Rotterdam facility, the world's most technologically advanced and environmentally sustainable container terminal. » [More information](#)



### **First NFP Holland Alumni event in Africa**

From 7 to 9 May 2015, EP-Nuffic and Nuffic Neso South Africa organised an NFP Holland Alumni event in Pretoria, South Africa. The event focused on board members of alumni associations and on NFP and NICHE alumni from South Africa, Mozambique, Rwanda, Ethiopia, Ghana, Kenya, Tanzania, Uganda, Benin and Zimbabwe. The event revolved around knowledge sharing, cross-cultural communication and networking, with presentations and workshops on best practices. Have you studied in the Netherlands and are you residing in any of these African countries? Please join one of the Holland Alumni Networks in Africa, and register via <http://www.hollandalumni.nl/>

» [Read more](#)

## Member Interview



### **Cobus van Zyl**

CEO & Founder of  
Vanhunks Boarding

### **Place of Residence**

South Africa

### **How could you best describe your organization?**

Vanhunks Boarding is an extreme sport board manufacturing company located in Cape Town, South Africa. The idea for the company stems from a group of professionals who are active in and passionate about the surf, skate, kite, snow and SUP industries. These industries have grown tremendously in recent years, and both Kite boarding and SUP is considered two of the fastest growing sports in the world. Our focus is to become one of the largest South African brands in the industry. South Africa is considered one of the best testing and training areas for many international brands and professional athletes. International events are being held on our doorstep every year and are increasing.

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

## New Members





**Rijk Zwaan South Africa will be launched July 1st, 2015**

Rijk Zwaan develops vegetable varieties

and sells the seeds produced from them. We are among the top 5 globally active vegetable breeding companies. Rijk Zwaan has been active in South Africa for more than 20 years. Thanks to the efforts of its local distributors, Rijk Zwaan is already a very well known brand in the protected cultivation sector, and has grown to being the market leader in cucumber and leafy salad crops with a strong position in several other crops, such as sweet pepper, tomato and melon. On 1 July 2015 Rijk Zwaan South Africa will be launched as a wholly owned subsidiary of Rijk Zwaan, and will take over the sales activities in the region.

[» Read more](#)



**Wins TripAdvisor award of Excellence 2015!**

Kololo Game Reserve is a wildlife park with Dutch owners, and South African management. The park is located in the Limpopo province, in the Waterberg biosphere. The owners of Kololo, Ton and Yvonne Jansen from Gouda, strive to offer their guests an unmatched wildlife experience while supporting the African way of life by providing the community opportunities and protect the environment. Kololo is a 4-star lodge and "Fair Trade" qualified.

[» More information about Kololo](#)



**Vanhunks**



**CMA CGM | LOG**

**Expeditors®**

**BARENTZ**





**Sappi locates ground-breaking nanocellulose pilot plant at Brightlands Chemelot Campus, Netherlands**

The pilot plant will test the manufacturing of dry re-dispersible Cellulose NanoFibrils (CNF) using the proprietary technology developed by Sappi and Edinburgh Napier University. The location of the pilot plant at Brightlands Chemelot Campus provides Sappi with easy access to multiple partners with whom Sappi will seek to co-develop products that will incorporate CNF across a large variety of product applications to optimise performance and to create unique characteristics for these products.

[» More information](#)

### Member Deals



**Renewables and Mining Summit & Exhibition - 20% discount for Members**

The Renewables and Mining Summit & Exhibition is taking place July 1-2 at the Hilton Johannesburg.

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



### 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 idea 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 additional questions](#)**

## Upcoming Events

15-06-2015	NL	Networking Event	<a href="#"><u>SANEC &amp; IBC Members in Business networking drinks: 1st Herring Reception with a South African Twist</u></a>
15-06-2015 19-06-2015	SA	Fact Finding	<a href="#"><u>SANEC investigates airport development Otjiwarongo logistics hub and port &amp; corridor opportunities</u></a>
01-07-2015	SA	Supported Event	<a href="#"><u>Renewables and Mining Summit &amp; Exhibition (Members 20% discount)</u></a>
12-07-2015	SA	Supported Event	<a href="#"><u>DesignThinkers 1 day course Johannesburg: Service Design Fundamentals (Members 20% discount)</u></a>
18-09-2015 19-08-2015	SA	Supported Event	<a href="#"><u>Infrastructure Development Mozambique 2015 Forum</u></a>
03-09-2015	NL	Networking Event	<a href="#"><u>South African Business Golf &amp; Wine Indaba, Naarderbos Golf</u></a>

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