

MAKING WAVES

We've got it covered

2011 was an important year for Grindrod. Over the past number of years, the group has been able to fund its growth into logistics and ports and terminals infrastructure by utilising the profits of the Shipping division. With the decline in shipping markets resulting from an oversupply of new ships worldwide, a review of the Group's funding requirements was necessary to enable us to take advantage of significant strategic opportunities as they arose. We reported on our final results for the year ended 31 December 2011 on 29 February 2012.

In order to sustain the business and enable it to respond to these opportunities the decision was taken to seek approval from shareholders to raise R2 billion in equity. The shareholders gave their approval, thereby endorsing the group's strategy. The format of the capital raising enabled the group to receive funds at a premium to the market, while the introduction of Remgro as a strategic long-term investor brings in years of business experience across many sectors.

The board also decided to introduce Vitol as a strategic partner to the Maputo Coal Terminal to establish a coal-trading joint venture, and sell 50% of the Marine Fuels business to them. Vitol is the world's largest independent energy trader and the partnership is expected to create value for shareholders and enhance Grindrod's ability to execute on the expansion of the terminal and trading businesses.

In addition, Unicorn has in joint venture with Vitol contracted to build four modern economically efficient MR tankers. These tankers, together with Unicorn's existing fleet of MRs will be commercially operated by Vitol, whilst the technical management will be carried out by Unicorn.

In a year of increasingly volatile markets and a difficult economic environment, the group reported earnings of R531 million, 32% down for the year (2010: R780 million). The Freight



FROM THE BRIDGE

with Alan Olivier

Services, Trading and Financial Services divisions performed well, with increased earnings of 22% over 2010. This strong performance was offset by a poor shipping market resulting in the Shipping division's earnings decreasing by 98% from 2010 to R7 million. The continued growth in earnings reported in the Freight Services, Trading and Financial Services divisions demonstrates the success of the diversification strategy.

With a staff complement of over six thousand skilled and dedicated people, valuable strategic assets, strong customer, supplier and banking relationships, a good pipeline of capital projects and a recapitalised balance sheet, the group is well positioned to execute on its strategy.

Thank you once again, to my executive and all our employees for their contribution and hard work. It is in these times of opportunity that the greatest effort is required.





Group highlights as reported in the integrated Annual Report 2011

Economic

- Revenue up 22% to R35 885 million (2010: R29 391 million)
- Volumes handled increased across most sectors of the business
- Shipping rates declined
- Net profit down 32% to R531 million (2010: R780 million)
- Capital expenditure of R1 166 million (2010: R1 722 million)
- 56% increase in net asset value to R9 311 million
- Decrease in net debt:equity ratio to 10%
- Introduction of Remgro as a major shareholder

Review of 2011 key focus areas

- Ensure adequate funding and liquidity
- Roll out capital expenditure programme in port and terminal infrastructure
- Improve benefits/synergies from integration of businesses

Achieved
In progress
In progress

Non-financial highlights

- 6 089 employees delivering value globally in the group's diverse operations
- The initiation of 242 learnerships throughout the group, 96,2% of which are from designated groups
- Achievement of an average B-BBEE Contributor Level of 3, an improvement on the average of 4 in 2010
- A total of 6 473 (2010: 2 711) training interventions attended by employees during the year
- R9,8 million (2010: R9,5 million) spend on employee training, of which 84% was on employees from designated groups



Environmental



- "Best Practice" environmental performance in 2011 JSE SRI assessment
- Shipping achieved zero significant oil spills (more than one barrel of oil) for the sixth consecutive year
- Freight Services adopted a new Climate Change Strategy and Implementation Plan
- ISO 14001 Environmental Management Systems development 90% complete
- Progress with meeting group eco-efficiency targets, including reductions in solid waste to landfill, 15% improvement in ship-based greenhouse gas ("GHG") emissions efficiency, and 64% improvement in normalised electricity consumption



Group highlights as reported in the integrated Annual Report 2011

Financial and operating highlights

- Revenue of R2 905 million (2010: R2 390 million)
- Attributable income increased by 21% to R318 million (2010: R262 million)
- Accounted for 60% (2010: 34%) of the group's earnings
- Maputo achieved volumes of 11,8 million (2010: 11,2 million) tonnes
- Terminal volumes up 36%
- Strong growth in rail operations
- Improved logistics volumes resulting from strong market demand



- Revenue of R29 189 million (2010: R22 796 million)
- Attributable income increased by 20% to R144 million (2010: R120 million)
- Accounted for 27% (2010: 15%) of the group's earnings in 2011
- Operating margin per tonne of US\$3,33 (2010: US\$3,14)
- Marine fuels improvement in volume and margin per tonne
- Good results by industrial commodities business
- Satisfactory performance by agricultural business in a competitive market

- Revenue of R3 597 million (2010: R4 010 million)
- Attributable income decreased by 98% to R7 million (2010: R362 million)
- Accounted for 1% (2010: 46%) of the group's earnings
- Average earnings per day outperformed average spot rates for the year
- Earnings remained positive despite the Baltic Index annual average falling by 44%



- Revenue of R194 million (2010: R193 million)
- Attributable income increased by 30% to R58 million (2010: R45 million)
- Accounted for 11% (2010: 6%) of the group's earnings
- Bank deposits increased by 44% to R2 911 million
- Assets under management increased by 33% to R6 122 million
- Continued diversification of Bank's earning streams and product offerings



Vitol now a partner in Maputo Coal Terminal



A stacker-reclaimer at work in Maputo.

Grindrod Limited and the Vitol Group, one of the world's largest energy-trading businesses, entered into an agreement effective 1 January 2012. Vitol acquired from Grindrod a 35% interest in the company which owns the Maputo coal terminal concession for a consideration of US\$67.7 million (approx R514 million). In addition, Vitol and Grindrod will enter into a partnership (65% Vitol / 35% Grindrod) to combine their respective sub-Saharan coal trading businesses.

Grindrod has the concession to operate the terminal known as Terminal de Carvão da Matola (TCM) until 2033 with an option to extend the concession for a further 10 years. To date US\$70 million has been invested in the refurbishment and building of infrastructure expanding the capacity of the terminal to 6 million tons per annum. TCM is ideally situated for the export of coal to international markets. The dredging of the port channel was completed in 2011 allowing larger vessels up to Panamax size to enter the port, contributing to the port's competitiveness. The Mozambique government, CFM (Mozambican rail) and Transnet have aligned to promote the delivery of cargo by rail to the port which has resulted in much improved rail delivery.

Demand for capacity at TCM continues to

grow which led to a feasibility study for an expansion of capacity by 20 million tons (phase 4) requiring an investment of approximately US\$ 800 million. The expansion project involves excavation and land reclamation, resulting in a footprint of 120 hectares, the construction of two additional berths, a stockyard and railway infrastructure.

Grindrod, through the introduction of Vitol, has established a relationship with one of the world's largest trading businesses. Alan Olivier, CEO Grindrod Limited said: "Vitol is the ideal partner to assist us in the coal terminal in Maputo. They have significant experience in building terminals and they are a reputable global trading business. Their strong balance sheet will further assist in the opportunity to offer junior miners capacity in the terminal. I believe our shareholders and customers will benefit, as through this transaction we have increased our capability to deliver on this strategic expansion project and we look forward to further developing our relationship with Vitol."

Said Bob Finch, Head of Coal Trading at Vitol, "We are delighted to have concluded this deal with Grindrod. Both parts of this transaction create opportunities to underpin a significant expansion of our coal-trading business, which is an increasingly important part of Vitol's global trading activity."

The transaction is subject to approval from the Mozambican government.



New Vanguard division to focus on wind industry

To accommodate the growing demands of the emerging wind-farm market, Vanguard recently established a dedicated wind division, "Vanguard Wind".

The division has enabled Vanguard to position itself as a niche service provider, drawing on its experience of wind-farm development in South Africa over the last ten years. To date Vanguard has installed all currently operating wind turbine generators in South Africa.

Vanguard's service extends to a total logistics solution including the inland transport, crane works and the mechanical and electrical installation of wind machines.

In anticipation of the demand this industry will place on local contractors and the available equipment, Vanguard, under the stewardship of recently appointed GM for the division, James Robinson, has established a strategic alliance with two major European companies, Laso Transport and Eurotagar.

Laso Transport, based in Portugal, specialises in the transportation of wind-farm components and is one of the largest and most accomplished transporters of wind-turbine components in Europe. The company transports an average of 600 complete wind-turbines per year. Laso currently operates out of 15 different European countries. Eurotagar is a European crane company specialising in the supply of large cranes and the erection of wind turbines.

Together with this alliance, Vanguard Wind will continue to utilise its local partners while striving to promote job creation and focusing on broad-based economic development. Vanguard Wind has set its sights on being a Level 3 B-BBEE company by the end of 2012.

Vanguard was established in 1975 and is today the leading South African specialised heavy plant, moving and installation company. Its extensive experience – which includes relocation and installation of paper and steel mills, stamping/forging press lines, printing and bottling plants, as well as installations for the automotive manufacturing, mining and petrochemical industries – has positioned the business as a leader in its field.



Vanguard Wind's alliance partner Eurotagar supplies large cranes and erects wind turbines.

"Together with our extensive experience within the local market and the financial backing of our majority shareholder, the Grindrod group, we can offer our customers tailored solutions, quality service and peace of mind. We are confident we can meet the demand for the specialised equipment that the wind-farm business demands," commented Managing Director of Vanguard Bryan Hodgkinson.



Grindrod and Vitol strengthen strategic alliance

Grindrod Limited has agreed to sell a 50% interest in Cockett Marine Oil (Cockett) to Vitol.

The consideration amount is undisclosed and the transaction is subject to competition commission approval.

Cockett is one of the leading value-added resellers and physical marine-fuel suppliers in the world with a network of offices across Europe, the Americas and the Far East, providing a global service to shipping clients. It delivers approximately five million tonnes of marine fuels annually at competitive prices whilst guaranteeing quality of service and product. Cockett is also developing a network of physical supply operations in strategic locations.

Said Karl Beeson, Managing Director Cockett Marine Oil, "Vitol is the ideal partner to support Cockett's global growth strategy."

Further to this transaction, the companies

have formed a joint-venture company called Leopard Tankers and will build four medium-range product tankers in Korea which will deliver in the first half of 2013. The ships will be commercially operated within the Vitol Group.

Martyn Wade, CEO of Grindrod Shipping, said, "This investment represents the ideal partnership of an experienced ship owner with a first-class commercial operator having access to a substantial cargo base. The ships represent cutting-edge design and incorporate the latest engine technologies, allowing significant savings in fuel consumption and running costs. We believe this partnership is an exciting platform for future expansion with the ability to rapidly scale up the investment model as opportunities develop."

Ian Taylor, President and CEO of the Vitol Group, said: "We are pleased to have signed this agreement with Grindrod, broadening our relationship, and providing sources of future growth."



Cockett is in the business of supplying bunkers in Europe, the Americas and the Far East.



Listing of PrefEx fund on the JSE

In what the Financial Mail described as 'Grindrod's ETF coup', Grindrod Bank 'timed the launch on 28 March of South Africa's first preference share (prefs) ETF (Exchange Traded Fund) to perfection'.

The fund, known as PrefEx, will help fill a void left by the abolition of hybrid prefs, and provide a new avenue into prefs for institutional and private investors. The fund is listed on the Johannesburg Stock Exchange (JSE).

Special guests were hosted by Grindrod Bank CEO David Polkinghorne and the Grindrod Bank capital markets team at a formal announcement held at the JSE, followed by the traditional blowing of the kudu horn as the new fund traded for the very first time.

Gareth Stobie, Head of Capital Markets, presented to the audience a profile of the PrefEx ETF, its benefits to investors and the rationale for including it in the stable of Grindrod Bank product offerings.

PrefEx tracks the JSE Preference Share



David Polkinghorne, left, and Gareth Stobie with the ceremonial horn at the launch of the fund.

Index and trades on the JSE under the share code PrefEx.

The fund aims to achieve a high dividend yield with low risk to capital. PrefEx will have an initial dividend yield of about 7.5%. Investors may access the product via Grindrod Securities or ETF SA.

ETFs are a dynamic growth area within the financial services industry.

Some of the benefits of PrefEx are: capital stability, attractive yield, tax-efficient income stream, cost efficiency, tradability and transparency.



New home for Röhlig-Grindrod in Cape Town



CT sea and airfreight staff with Branch Manager Danie du Plessis at the new office building entrance.

On 24 February, Röhlig-Grindrod moved into a new purpose-designed-and-built 'green' office and warehouse complex, merging sea and air operations. The facility is strategically situated at Airport City.

Efficiencies and cost savings have been achieved through merging these operations and new revenue streams are being developed in terms of bonded and normal warehousing facilities, off airport degrouping, packing and unpacking of containers, LCL cargo delivery with own airfreight vehicles, etc.



New vessel for IVS pool service

Island View Shipping took delivery of a brand new 28 240-ton vessel, the IVS Ibis, on 2 March. She is the second joint-venture ship with Mitsubishi, and was built at Imabari Shipbuilding in Japan. She was launched on 20 January at a ceremony where the Lady Sponsor was Marie Griffiths, wife of Stephen Griffiths, CFO Grindrod Shipping. She joined the pool service on 2 March and her maiden voyage was under time charter to NS United, loading steel products in Japan for discharge in Thailand.



IVS Ibis under way.



Seen at the launch are, from left, Takumi Higaki – Imabari Shipbuilding Corporation, Kazuhisa Takenaka – Mitsui Sumitomo Insurance Company, Martyn Wade – CEO Grindrod Shipping, Marie Griffiths, Stephen Griffiths, Takafumi Oka – Mitsubishi Corporation, and Toshiyuki Higaki – Imabari Shipbuilding Corporation.



Ship redelivered to Grindrod

The Helix (now named Hippo) was redelivered to Grindrod on 28 November 2011 after a 14-year bareboat charter to Shell Australia. The Hippo, a 46 700 dwt mid-range product tanker, was built in 1997 (for the Shell Australian charter), and now trades under charter to PetroSA as a shuttle tanker.



Hippo is now trading as a shuttle tanker.



The team involved with the vessel's re-delivery were, from left: Rod Holmes, Hilton Stroebel, Jon Sims (Shell), Allan Murphy (Teekay), and Mike Roberts. The photograph was taken in Singapore at the Grindrod Shipping Offices, Southpoint Cantonment Road.



Please report unethical behaviour

**Be the hidden voice in your organisation to campaign against unethical behaviour!
Following ethical business practices is a fundamental
and non-negotiable trait of Grindrod.**

With roots tracing back more than 100 years, it is justifiably proud of its heritage.



**Speak up against
unethical behaviour!
0800 213 118**

Grindrod believes that ethical business behaviour is the responsibility of every individual in the company and this is reflected, not only in our relationships with each other, but also with our customers, service providers, shareholders and other stakeholders.

Having a mechanism to monitor, maintain and comply with ethical business practices is just one of the initiatives. Employees and those that we deal with who have serious concerns about any aspect of Grindrod's business are invited to come forward and communicate their concerns through the channel that is provided, without any concerns or fear of victimisation.

Grindrod subscribes to a service that will enable all stakeholders, but more specifically everyone who is employed by Grindrod, to report anonymously on potentially dishonest colleagues or practices.

The professional service, Tip-offs Anonymous, is provided by Deloitte and is totally independent of Grindrod.

The identity of any caller is sacrosanct and will not under any circumstances be disclosed.

Grindrod has arranged for Deloitte Tip-offs Anonymous to conduct site presentations to

communicate to staff the protocol for the use of the Ethics Hotline. These presentations led by Louise Williams have been well received by an estimated 300 attendees to date and will continue into the second half of this year.

Topics discussed during the presentation:

- What can be reported to the Grindrod Fraud and Ethics Hotline
- Staff protection when making a report
- Relevant legislation pertaining to whistle blowing
- Understanding how the Grindrod Fraud and Ethics Hotline operates
- Why you should report unethical behaviour in the workplace

All attendees are invited to enter a competition by answering a few questions about the presentation. There are three mobile phones with airtime up for grabs by three lucky winners. The winners will be announced in the second half of the year.

Remember: Honest business is good business

FREECALL: 0800 213 118

EMAIL: GRINDRODETHICS@TIP-OFFS.COM

SMS: 32840

FREEFAX: 0800 00 77 88

FREEPOST: KZN 138, UMHLANGA ROCKS, 4320



Cockett staff attend prestigious dinner



In February Cockett Marine Oil employees from the UK and Worldwide offices attended the 18th IBIA Annual Dinner which was held at the Grosvenor House Hotel on Park Lane, London, to celebrate 20 years of IBIA. The night was a great success and a fantastic networking opportunity for people working within the Industry to socialise over dinner and enjoy a great evening together.



Nine GFS 2012 internees selected

Grindrod Freight Services (GFS) recognizes the need to fortify its talent pipeline by identifying bright young talent that can inject fresh ideas and skills into the organisation. To this end top students in the three-year national diploma in Maritime Studies (Shore-based) at the Durban University of Technology (DUT) made presentations and were taken through a rigorous interview process to secure a place on the 2012 GFS Internship; nine students were successful.

The Maritime Studies Department of DUT is accredited by the South African Maritime Safety Authority to provide quality maritime programmes for candidates following sea-going and shore-based career paths in the maritime and related industries. South Africa is recognised by the International Maritime Organisation as one of only two African countries whose maritime certificates of competency are recognised as being on a par with the best in the world.

The focus of the programme is on strategic and applied research that can be translated into professional practice. Learning



The interns are, standing from left, Taurique Naicker, Musaswenkosi Siyothula Nzuza, Nhlakanipho Goodman Ngcobo, Nomcebo Sithole, Sanele Sabelosethu Mathebula and Sibusiso Mhlakaza; and seated, Umeshni Arran, Nirasha Naidoo and Derisha Naidoo.

programmes, in which the emphasis on technological capability is as important as cognitive skills, are developed around graduate profiles as defined by industry and the professions.

In February 2012 the students who will complete a NQF 5 Generic Management Learnership were placed for a year across the various GFS businesses to gain practical workplace experience, and to be mentored and shaped into our future leaders.



Grindrod Bank secures massive debit card base



Examples of the SASSA debit cards that Grindrod Bank will be issuing.

The South African Social Services Agency (SASSA) recently awarded a five-year tender to NET1 UEPS Technologies to disburse pensions, along with child and other grants, to an estimated 10 million people who receive grants from the government each month.

In turn, Grindrod Bank has entered into an agreement with NET1 whereby the bank receives a fee on every card issued. Says,

Chris Newland, Head of Retail, “Coming to this arrangement is a major milestone for Grindrod Bank’s retail division, after a great deal of sweat and hard work. The division can expect to achieve some significant income generation as a result of this development and we are thrilled for the team.”

Grindrod Bank is playing a pivotal role in ensuring that NET1 can deliver on this new tender by providing each pensioner with a MasterCard® branded debit card. The deal will give Grindrod Bank one of the largest debit card bases in Africa – a significant triumph for the division whose strategy of partnering meaningful co-brands has enabled it to rise to this challenge.

Although beneficiaries may choose to be banked elsewhere, the default bank account will be at Grindrod Bank, and it will be offered free of monthly charges and will provide for free cash back at points of sale. MasterCard® International has worked closely with NET1 and Grindrod Bank in developing chip card technology that is EMV (chip and PIN) certified and yet still inter-operable with legacy pensioner infrastructure found in the deep rural areas. This chip card development means that the new SASSA card will work wherever it is presented, ensuring accessibility for pensioners and grant recipients to all ATM and point-of-sale infrastructure nationwide, but still providing the biometric authentication required when grants are loaded, all on one chip.

These cards will see the end of the unbanked in South Africa as there need now be no-one who is without access to the country’s banking systems.



New car carriers for GL Automotive

Mercedes Benz Commercial Vehicles recently handed over six new Lohr car carriers to Grindrod Logistics Automotive. The car-carrier superstructures and trailers are the latest designs coming out of Lohr Industries in France and include the latest trailer design and technology available worldwide. The carriers which are already in service achieve up to 20,000 kilometres per month delivering new vehicles countrywide. The payloads vary between 7 and 12 vehicles, dependant on the load configuration. Fuel consumption has improved by 15% with Mercedes-Benz’s latest engine technology.



Seen with the new car carriers are, from left, Dippenaar Smith (Sandown Motors Mercedes Benz – Commercial Vehicle Representative), Dave Roberts (National Manager – Key Account and Business Development, Grindrod) and Mark Croxon (Dealer Principal – Sandown Motors Mercedes-Benz Commercial Vehicles).



King & Sons facilitate delivery of five new tugs

King & Sons, acting for Svitzer Angola Lda, recently arranged for the port of East London to offer berthing space for five new tug boats which were on their way to their new operation in Angola.

The first of the tugs, Svitzer Angola, arrived in East London on 14 July 2011, followed by Svitzer Zaire on 7 August, Svitzer Padrao on 14 August, Svitzer Soyo on 22 August, and Svitzer Pinda on 25 January 2012.

The tugs were launched last year at Qingdao Qianjin Shipyard; each boat is 33.3 metres overall, and 625 gross registered tonnage. Although they were new vessels they required dry-docking for wash down and painting in the corporate colours of Svitzer.

King & Sons were also agents for the delivery operators, Transport & Offshore Services,

who delivered the tugs to East London with crews of six persons. The new crews of six arrived on the same day the tug boats arrived, and were placed on board to carry out the handover formalities.

During the months the tugs were alongside there were continuous crew changes taking place with the Angolan crews of four per vessel signing off /on every 28 days. The Masters / Chief Engineers were signed on / off after two months.

All five tugs were accommodated in one berth area, which made life easier for the contractors and suppliers, but, as per an agreement with the port, the tugs had to shift to accommodate passenger liners and other vessels that called.

King & Sons East London were fortunate to have the tug boats for this period of time. Four of the tugs sailed for Angola in February and the last boat left at the end of March.



Four of the five new tugs seen in the port of East London.



Cockett news

Cockett Marine Oil are pleased to announce the opening of a new office in Dubai from 26 March. The office will be managed by Chris Fletcher, previously Senior Bunker Trader in the UK, who will be assisted by fellow Bunker Trader, Arron Rayner.

Nils Flemming Rasmussen, who joined the group on 1 January 2012, has been appointed General Manager of a new office in Copenhagen, Denmark.

Cockett Marine Oil held their third fuel seminar in March at the IOD, Pall Mall, London.

The presenters, Scott Carter and Chris Turner, hosted the seminar to external Cockett customers and internal employees.

The seminar covered various aspects of the industry, including Introduction to Shipping & Bunkering, Bunker fuel manufacturing, Disputes, Technical Aspects and the Future of Bunkering, over a duration of one-and-a-half days. Cockett also hosted a dinner for delegates at the BBAR restaurant.



Grindrod Bank fields 28 runners in challenge

On the evening of 8 March, a 28-strong crew of Grindrod Bank staff, a few select clients and some special Grindrod guests made their way to the Wanderers Club in Johannesburg for the JP Morgan Corporate Challenge.

The annual 5.6-km charity running event was attended by more than 12 500 runners, though this multitude took nothing away from the 28 runners that we were able to field this year. True to form, Yaron Zimble and Gareth Stobie elbowed their way to the front of the pack, with a few of our younger, newer

colleagues nipping at their heels. The race ended with Yaron just taking the honours this year with an unusually leisurely time of 26 minutes.

For the rest of the runners and walkers, the hilly course was a minefield of sweaty armpits, chafing thighs, potholes dodged, and stamina severely tested! This being the fifth year of the Bank's participation, the event is well and truly cemented into the Johannesburg team's social calendar and we encourage all other Grindrod staff who may be interested in attending next year, to contact Gina Goss or Dudu Sithole.



Some of the Grindrod Bank team were, standing from left, Delon Pather, Janet Smith, David Breetzke, Jannie Grobelaar, Tamaryn Stiles, Michael Rosholt (Captain), Gareth Stobie, Ngawethu Ngcuka, Aris Malliaros, Vuyo Majija and David Neale; and front, Delphine McKenna and Dino Theodorou.



R19 400 raised for CANSA Shavathon

On 2 March Grindrod hosted a CANSA Shavathon in Durban and Röhlig-Grindrod hosted one in Johannesburg. Staff, friends and family supported the cause.

The amount raised in Durban was R5,420. This amount was rounded off and matched by Grindrod so the total amount donated to the CANSA Association was R11 000.

The amount raised in Johannesburg was R4,200. Röhlig-Grindrod matched this amount so a total of R8,400 was donated to the CANSA Association.

Well done to all the supporters, and thank you to Donna and her team of volunteers for organising the event in Durban, and to Jenny Thanarayan and the rest of the Röhlig-Grindrod team in Johannesburg.



Above: Some of the team from Röhlig-Grindrod Johannesburg.



Right: Durban got creative too.



Advice on maritime careers



Daniel Atanassov, Second Mate – Unicorn Shipping, left, and Raymond Prinsloo, Operations Superintendent – King & Sons, assisted in staffing the Grindrod stand and in advising the learners on various career options in the maritime industry.

SAMSA held a maritime focus week from 26 to 30 March at the Sci-Bono Discovery Centre in Johannesburg; learners from many schools in the greater Johannesburg area came to find out about the maritime industry.

Grindrod had a presence at the exhibition, and staff talked to and encouraged the more than 2500 learners from grade 8 upwards who came to learn about a career in the maritime industry; staff also advised them on tertiary study toward a maritime career, whether at sea or on land.



Conference focus was on trading with Africa



Grindrod was represented at the Freight Intra Africa Conference and Exhibition which took place at the CSIR Convention Centre in Pretoria on 27 and 28 March.

Representatives from Grindrod Intermodal, Röhlig-Grindrod, Grindrod Rail and Grindrod

Logistics were given the opportunity to attend the various sessions and manned the exhibition stand.

Challenges and solutions for trading with Africa, specifically challenges related to transportation, were discussed at the conference.



Island View Shipping (IVS) names a street in Manila

Out east, Grindrod Shipping, based in Singapore, recruits crews from Philippine Transmarine Carriers, based in Manila, for all their dry cargo vessels and two tankers. PTC are leaders in the Philippine maritime industry, deploying more than 33 000 Filipino maritime professionals on board almost 700 vessels.

The chairman of the company, Carlos Salinas, is behind the programme aimed at building houses that seafarers can purchase. One of Grindrod Shipping's operating brands, IVS, was honoured recently to be invited to name one of the streets in the area; the name chosen was IVS Anchorage.

Grindrod Shipping's CEO, Martyn Wade, also opened an IVS-sponsored marine engineering workshop in Manila, and Quentin Foyle, General Manager – Marine, arranged a container load of machinery from a Chinese scrapyard to be sent to a training school for use by the cadets. IVS currently sponsors 30 cadets who will, once qualified, form part of IVS crews.



IVS-sponsored cadets show off a street in Manila, Philippines, that is named IVS Anchorage.



Martyn Wade (red tie) and Quentin Foyle with cadets at an IVS-sponsored workshop in Manila, Philippines.



Quentin Foyle (in blue) and Martyn Wade (cutting the ribbon) and some of the cadets from PTC and Malayan colleges in Manila, Philippines.



Fuelogic active on World AIDS Day

World AIDS Day, held in December 2011 at Fuelogic Kroonstad Shell depot, was a great success.

Boat Jozin, a Wellness Supervisor based at the Kempton Park Fuelogic facility, welcomed all the guests at 6 am. He highlighted the importance of World AIDS Day, saying wellness was for everybody irrespective of age, race, sexual orientation, job level or marital status – **KNOWING YOUR STATUS IS A GOOD THING TO DO FOR ANYONE WORKING AT GRINDROD.**

There were also visitors from other organisations. Representatives of the National Bargaining Council of the Road Freight Industry explained why the Bargaining Council had decided to form a wellness fund and the main object of the funds. Officials from Trucking and Wellness and Universal Health Care also gave presentations. All employee questions were answered.

On 7 and 8 December, at Fuelogic Shell Alrode, encouraged by Fuelogic managers and Shell management, about 84 employees participated in a wellness event; the Bargaining Council gave information about the wellness fund, who its beneficiaries are, why the Bar-



Poul Mokoena, Shift Manager at Kroonstad Fuelogic Shell, and Thabo Sibiyi, Liaison Officer, wait to get into the Trucking and Wellness Mobile Clinic to get tested on World AIDS Day in December 2011.

gaining Council decided to form the wellness funds, and how industry is affected by HIV/AIDS. Universal Health Care provided information about their services including the cash-back plan. Trucking and Wellness assured employees about the confidentiality and professionalism of their work.

Gifts were given to employees by a Bargaining Council representative.



A combined service of more than 50 years

Two people at King & Sons Liner Division received long-service awards on 8 December, having a combined service of more than 50 years between them. They are Kyle Stemmet, Branch Manager, with 35 years, and Lesley Newman, Marketing Representative, with 15 years.

Kyle joined Unicorn Lines in 1976 as a Navigation Cadet, working his way up through various group companies in the roles of Operations Superintendent, Operations Manager and Branch Manager.

Lesley joined Quadrant Ships Agencies as a Freight Consultant in 1996, later becoming a Senior Freight Controller.



Kyle Stemmet and Lesley Newman.