

June 2010

THE YEAR THUS FAR.....

..... has been a busy one. Both in respect of the enquiries we have quoted on and orders that have been booked. Our financial year ends on the 30th of June and we are on track to exceed the goals we set ourselves. Of course we would always have liked to have done even better but there have been some key issues that we have been dealing with that have precluded this.

In April the ash clouds played havoc with airfreight deliveries whilst in May it has been Transnet labour stoppages that have slowed down the receipt of our seafreight orders. And it doesn't end there we have been alerted to the fact that because vessels on the S A Europe route have been delayed around our coast we can expect their next sailing south to also be delayed!!! We do work with reputable forwarding agents and they are lobbying on our behalf to speed things up if that is possible.

The results of the Customer Satisfaction Survey that we carried out have been reviewed but have been "set aside". In reviewing our own track record we are self critical and can see short comings that do not reflect in the survey. We will thus be contacting our customers again later in the year in an attempt to gain fair but realistic feedback on our performance.

Looking to the future, being the remainder of 2010 and Multi Alloys new financial year, there have been some significant developments which augur well for our continued growth.

- We have noted a definite upturn in business activity compared to a year ago and thus we are more "bullish" about the prospects for the industries that we serve.
- Fiona Jacobs, who looks after the Project Sales activities for both Multi Alloys and Energy Engineered Products, has been joined by Christy de Villiers and thus as a Group we are better positioned to capitalise on opportunities that exist in this market segment.
- In May we received our latest BBBEE rating and are pleased and proud that we have been assessed as a LEVEL 3 contributor. A copy of this certificate can be downloaded from our website; it is accessed from the BIZTALK page. Another way in which we add value!!!
- ALLOY 2507 has been added to the range of items that we offer from STOCK. PLATE, PIPE and BAR are all included and whilst it may take time to build a comprehensive range, we are well placed to meet day to day requirements and can certainly also offer packages for PROJECTS as well.
- Another addition to our range is ½" NB Sched 40 ALLOY 446. This is a popular item in the temperature measurement industry and we will be able to offer this from stock from July.

Now is the time to fly our flags high and enjoy the World Cup!!

HOLD THIS THOUGHT

99% Of failures come from people who have the habit of making excuses.

George Washington Carver

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