



antonreinkeirrigation(pty) Ltd

Project Capability of Anton Reinke Irrigation in Africa

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Introduction

The opportunity for growth in Africa is for **ARI** as a company very important. The opportunities come from various factors such as:

1. Changing energy sources to Agricultural products
2. Growth in the agricultural producing sector in Africa
3. Investment into Africa from other continents
4. Food subsidies to the African continent
5. Reducing the western worlds food subsidies

In the following report it is outlined that we can become more involved into this market by offering a new service to the farmer in South Africa and Africa.

The following will be discussed in this document:

1. What is a project ?
2. The market size.
3. Our competitors.
4. What does a project consist of ?
5. Our involvement in each step.



What is a Project

1. A Project is a sale where not only the product is involved but also the complete system and relative services is supplied through **ARI**. In this case ARI is supplying a turnkey project.
2. Since all phases of a project will be handled and provided by **ARI** turnkey service, liability insurance policy will be established covering conception, design, and execution of the project.



Phases of a Project

1. Search and acquire new projects
2. Establish requirements
3. Feasibility study
4. Secure Financing
5. Design System
6. Pricing of Project
7. Project Presentation to Customer
8. Project management and implementation
9. Completion and Handover project
10. After sales service and training



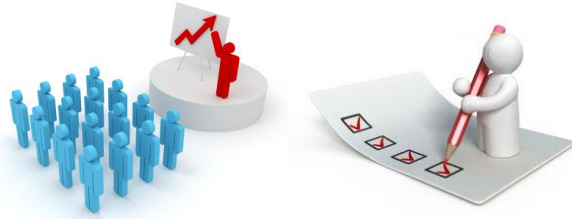
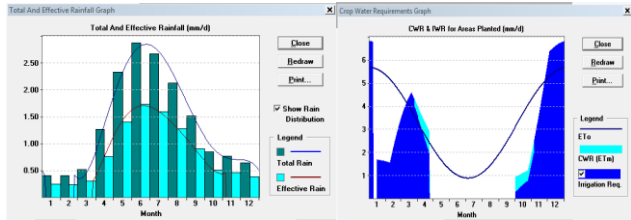
1. Search and acquire new Projects

- Visit and establish relations with international Consulting companies.
 - AGRI INFORMATICS (International)
 - DMC (South Africa)
 - IMPELE (Africa)
- Leads received in the Industry and through personal contact.
- Leads through existing dealers and Irrigation persons.
 - Netafim SA
 - Agriplas
 - Lindsay Africa
 - Mottech
- Visit Government :
 - Developing agencies
 - Agricultural departments
- Visits and establish relations with Corporate Agricultural companies :
 - Casidra (RSA)
 - IRSYS (International)
- Visits and establish relations with large private farms.
 - Capespan
- Advertise in African markets.



2. Establish Requirements

Contact between **ARI** Projects and Owner/Investor must take place to establish accurate project decisions.



- Extent of Turnkey development
- Technical specifications
- Operational requirements
- Training requirements
- Project Requirements
- Requirements and constraints imposed by Financial source

3. Feasibility study

This is a high level view for financial requirements. This can be executed and can be invoiced to the customer.

- Acquire maps of project
 - Aerial photo's
 - Pre-survey
 - Existing maps
- Do a pre – design for project
- Determine budget costs for project
- Deliver a report



4. Securing Financing

- Make sure financing is in place before commencing to the next stage of the project.
- Determine requirements of financing institution
- Determine payment structure with financing Institution.



5. Designing the system

The irrigation design can be done by **ARI** but some of the other aspects can be contracted out.
SABI – Member No. 0352.

- Do a survey of area
- Farm design
- Block layout
- Road layout
- Irrigation Layout
 - Bulk water supply
 - Main water pipe supply
 - Pumping stations
 - Infield Irrigation
- Electricity supply
- Drainage design



6. Pricing Project

- Creating a Bill of Quantity.
- Get pricing for Equipment.
- Get Tenders for Installation of Irrigation part of Project :
 - Pivots, Sprinklers and micro irrigation systems
 - Pump houses
 - Pipe installation
 - Water Management Systems
- Get Tenders for other equipment and services :
 - Electricity
 - Consulting services
- Get freight costs :
 - Sea freight
 - Inland Freight
- Generate report on total project.



7. Project Presentation to Customer

- Do a professional presentation so all management understand project and impact.
- Highlight redline and critical items and areas.

8. Project Management and Implementation

- Generate a chart for project with d-days and schedules for contractors.
- Identify Project team.
- Arrange Logistics for equipment to site.
- Appoint Contractors for project.
- Implement installations.

9. Completion and Handover project

- Testing all relevant systems and operations.
- Make sure training is given to operators.
- Hand over all relevant documentation and manuals.
- Get signed documentation of working project.



10. After sales service and training

- Ensure service spare parts are in stock .
- Make sure service records are maintained.
- Training must be done on different levels of expertise.
- Maintain training for at least 2 years.



FOR YOUR COMPLETE PROFESIONAL SOLUTION



Contact Detail : antonreinkeirrigation(pty)ltd

115 altena road, strand, 7140

tel/fax 021 854 5566

e-mail anton@reinkeirrigation.co.za

VAT No. 4730 252 949

director: Anton Reinke