

The WOESA AGM

The much anticipated day of the WOESA AGM finally arrived as members and shareholders made their way to the Development Bank of Southern Africa in Midrand to find out more about how their investment is doing. Present at the AGM was WOESA directors, Shareholders, members, auditors as well as representatives from the department of Energy- all to hear what WOESA CEO, Khumo Ntlha and chairperson Jacque Williams had to say about how the organization had been performing over the past 2 years. The sad news was no dividends would be paid out at the end of this year, the

good news was that WOESA continues to be a thriving organization, with investments which have managed to stay afloat amidst trying economic times. While many other investments have lost their worth, WOESA's investments remained lucrative.

The AGM was followed by a lunch sponsored by the Department of Energy, where members and shareholders had a chance to network and learn more about getting involved in the sector.

We would like to thank all those who came out to attend the AGM, your support is much appreciated.

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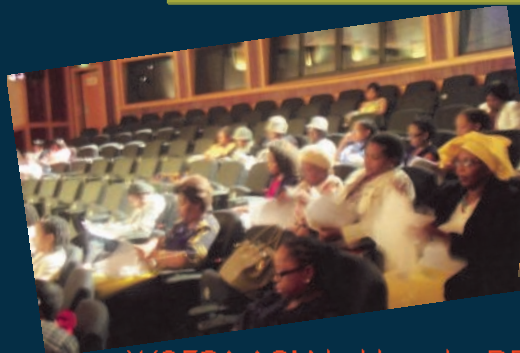
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WHAT'S NEW AT WOESA

WOESA has been working on some exciting new partnerships to benefit our members in areas which we believe could grow your business. We have partnered up with Enblis to provide our members with training and Bowman Gilfilan to provide members with free legal assistance. Keep reading for more info on these exciting new partnerships.

WOESA continues to look for ways in which we can work

successfully on business ventures with our members and in line with this have had some very exciting business women join our organization. We hope these will bring new possibilities not only for WOESA but for our members as well. Inline with that we would like to mention that we now can facilitate access to funding for viable businesses and projects. Contact the office form more information



WOESA AGM held at the DBSA

WOESA would like to introduce two companies which we have partnered up with to give our members a little nudge in the right direction. Firstly, we would like to introduce to you Enablis, an organization which is going to provide training to our members at no cost to you— doesn't that sound lovely. Secondly, please welcome Bowman Gilfilan in collaboration with Probono org. to give members sound advice and assistance on legal matters . Lets find out more about how these services can benefit you.

ENABLIS

Enablis is an organization which offers training based on the need of the individual. They offer different categories of training based on the stage of development you require namely: **Bronze:** this is targeted at members in the start-up phase which require assistance when starting their business such as but not limited to developing business plans. computer skills, funding and general running of a business. **Silver:** These are for members who have been

in business for more than 6 months but less than 3 years, this training is aimed at getting members on the road to the **Gold** category which includes Coaching, mentoring, networking, funding support, capacity building, skills development, and tailored training as per the needs of members. Enablis has also looked at common needs of their members and are in the process of

developing clinics to assist in areas such as Law, Account, Marketing and sales as well as funding. These clinics will be one on one sessions to offer your business a tailored solution to your area of need. We strongly encourage members to make the most of this opportunity by ensuring that you have a registered business. Contact the office for more information



BOWMAN GILFILAN AND PROBONO ORG

WOESA Members also get to enjoy the benefit of free legal assistance from Bowman Gilfilan and Probono org. These services include but are not limited to legal advise and assistance with contracts and legal documents. The legal clinic is specifically targeted at small businesses and start-ups and is held every second Tuesday of the month at Constitutional Hill in

Braamfontien . Members are required to complete application forms and submit relevant documents beforehand in order to ensure that the lawyers will be well equipped to tend to your needs. These clinics are held on a first come first serve basis, but nevertheless offer an excellent benefit to those who need legal assistance.

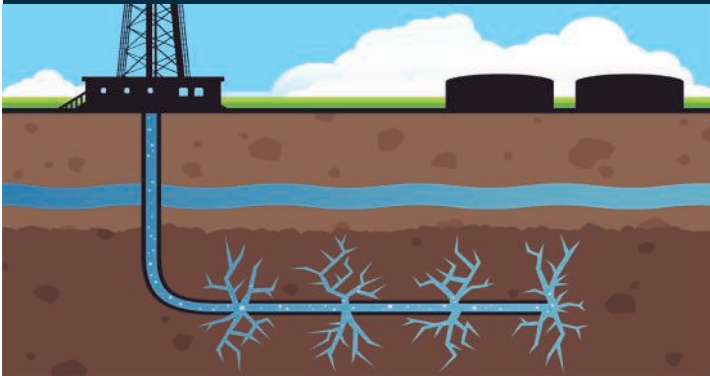


Fracking: What is all the fuss about

Recently the Government lifted the Moratorium on hydraulic Fracturing better known as Fracking on the Karoo which set off a media explosion on the topic. Many of us are not quite sure where we stand on the subject of Fracking or why this has become a heated topic of debate within the Energy sphere. So what is all the fuss about?

Firstly, one should note what exactly is Hydraulic fracking. This is process of drilling used to release Shale gas which is found deep below the soil of the Karoo. The process involves firstly drilling vertically deep underground then drilling horizontal to produce an L shape. Water, sand and chemicals are then blasted down a shaft at high speed to create cracks in the ground, which the sand in the water holds open while the gas escapes and is transported back to the surface. (see Image)

Secondly, it is worth mentioning that at this point it is only estimated that below the Karoo lies approximately 485 Trillion cubic feet in the Karoo basin which makes this possibly the 5th largest deposit of shale gas in the world.



Why we are for Fracking

If these are large deposits of shale gas, as initially believed, do exist what would this mean for our country. Well firstly, its another form of energy which is a much needed source in a country where power cuts is no stranger. It will further reduce our dependence on coal which accounts for most of our energy generation. It would not only create many jobs for our unemployed but also bring in funds from foreign investments into the country. Many concerns do exist as the harm which Hydraulic Fracturing would have on the Karoo, the Government has proposed taking on a step by step approach which will be overseen by a monitoring committee which will insure that should anything appear harmful the whole process be stopped immediately.

Why we are against Fracking

Although hydraulic fracturing has much potential for a much needed economic boost, it does not come without its price. The main issues arising from fracking is the concern of water in terms of : 1) the amount of water needed for the fracking process, said to need as much as 24 Mega liters per well which might be hard to come by in the Karoo which is a semi-desert region. 2) the possibility that it might affect the quality of our fresh running water and 3) the disposal of flow-black and produced water which is the water that has been injected with all these chemicals for the fracking process. What will happen to this water once the process is complete. Although the industry does recycle this water, the amount of chemical which can be found in them still pose a threat.. Other concerns on fracking include the environment– what will these vast amount of wells do the Karoo and its splendid beauty. Roads would have to be built for trucks transporting the gas harvested from the wells as well as to accommodate people working there. At present ,the legislative framework for fracking is still in its infancy and thus might not be effective in dealing with the negative impacts which could arise from the exploration and exploitation of fracking. Furthermore, the Karoo has also been identified as an ideal location throughout the world to host the Square Kilometer Array (SKA) which is a radio astrology project believed to change the face of astrology in the next few years. This could be impacted by fracking wells operating near by.

What's the Verdict?

Although this article highlights the basic concerns of hydraulic fracturing, we strongly suggest doing more research on the topic to make up your mind. Is this the answer to our economic crises or just another challenge for the nation to face?

ZEE CELE - FINANCIAL DIRECTOR OF TANGULIZA SERVICES

For our member Engagement profile, we approached one of our more recent members, Ms Zee Cele and is currently the financial director of Tanguliza Services. We asked her the following questions:

1. Please state the name of your organisation

Tanguliza Services (Pty) Ltd

2. How long has your company been in existence,

Since October 2005 (7 years)

3. Tell us more about the main business activities of your organisation.

Tanguliza is involved in the following:

- Project Management of engineering projects
- Construction : Civil, Electrical & General Building
- Energy efficiency

4. tell us about the challengers which your organisation faces

Getting continuous work to sustain the business. We previously relied on tenders for work. Preparing tenders is a lot of work and is quite costly with no guarantee that one will get work. The competition is also high in the industry because there are many construction companies. Access to funding is also always a challenge for small companies. The requirements from banks are normally steep for small companies requiring funding from such institutions, even when you have a well prepared application. Hence, it always becomes a

challenge when we need to fund a project.

5. How have you overcome these challengers or plan to overcome them.

We are continuously looking at opportunities of getting continuous work and where we can, be able to initiate our own projects other than just relying on tenders. Networking and forming partnerships with established companies also does eventually produce results. Established companies can also assist with funding when there is a need. However, this does require that a good working relationship is established with a potential funder.

6. What are some of your organisations great successes

Our greatest achievement would be: to have left our secured jobs, start a business in a very harsh environment, survive financial challenges and still be going on 7 years later.



Ms Zee Cele

7. How have you benefited as a WOESA member or how would you like to benefit from being a WOESA member.

We are new in WOESA. So far, I have seen that there are networking opportunities with companies and institutions that WOESA has established relationships with.

WOESA has an established name. Hence, I think partnering with WOESA in projects where broad based empowerment is required, can benefit us.

We are also available to offer WOESA our services where there are opportunities related to the work we are involved in.

8. Do you have any advice to offer to our member companies who are starting out in the oil and energy industry

There is nothing that surpasses knowledge, that is, knowing the ins and outs of the industry one is involved in and how it operates. Opportunities/Gaps are better identified and assessed when one understands the industry well. Going with the flow stagnates and eventually kills a company. Opportunities today become main-stream operations tomorrow. Hence, in order to grow one needs to continuously identify other opportunities which include improving what is being done now (current operations).

UPCOMING EVENTS



Dear Members

Why not use the WOESA Newsletter as the ultimate networking tool to reach other WOESA members. If there is anything you would like to share with other members feel free to tell us and we will publish it in the next newsletter and “Lets Talk”

- AMEF Session 21 November 2012– BBBEE Codes of Good Practice and the impact on the Liquid Fuels Industry.
- Enablis Information Sessions: We would like to encourage members and shareholders who are interested in starting a business or growing a business to keep an eye out for **ENABLIS INFO SESSIONS** in your province. These sessions will be followed by workshops to assist you in reaching your goals of having a successful business. These sessions will be listed on our website and you will be notified via email. Please contact the WOESA office if you are interested in making the most of this opportunity. All you need is a registered business which you must be actively managing.

NEWSFLASH

Keep an eye on the calendar on our new website for more details on these events.

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