The Precast Hollow-Core Trends and Opportunities in the South African Construction Market

Presented By Daniel Petrov (Technical Director, ECHO)
After nearly 30 years in South Africa, The Echo Group of companies is making major inroads into the precast hollow-core concrete industry, playing a Market-Leading Role in developing the technique’s great potential in fast-tracking the construction of high-density residential and commercial buildings.
SA Construction Industry 2013 related issues

- The image of the industry still remains generally negative.
- There is a shortage of Competent Site Supervisors.
- The mind set of consultants needs to change towards the usage of prestressed hollow-core product for various applications.
- Professional bodies are not concerned about what is produced and installed.

Reference: PRELIMINARY FINDINGS OF SOUTH AFRICAN CONSTRUCTION INDUSTRY - ACADEMIA SURVEY
2013 South African Construction Industry Outlook
By Top Industry Analysts

Projections
2013 to be as tough as 2012

Growth
anticipated gradual upturn from 2013

Levels of Activities
‘Normal’ (not boom)

Time Frame (projected)
Two to Three Years
What are your main Challenges today to doing business in our industry?

- Expanding Customer Base
- Finding and Retaining Qualified Employees
- Training and Skill developments
- Obtaining Financing / Capital
- Energy and Material Costs
- Foreign Competition
What Opportunities are you pursuing or do you intend to pursue in our industry?

Expanding Customer Base

Develop / Introduce a New Product / New Application / Service

Operational Efficiency / Costs Cutting

Enter or Expand into Foreign Markets

Obtaining Financing / Capital

Sustainable Green Building Practice

Energy Efficiency
Precast Hollow-Core Concrete Retaining Walling
For underground Car Park

ECHO Group of Companies has been leading the way in South Africa with INNOVATIVE prestressed hollow-core concrete products suitable for various horizontal and vertical (walling) applications
Precast Hollow-Core Concrete Security Walling

Quick, Clean and Easy Construction

In South Africa, precast concrete hollow-core security walls are hugely popular, and for good reason. The high-strength concrete, combined with the effect of prestressing make the HC Walling inherently robust, secure and vandal resistant.
KLIPSPRUIT Reservoir
• Diameter 32m
• Height 7.5m
• Volume 5 million litres
• HCS Area 846m²
• HCS depth 200mm
ARE WE ALL DRIVEN BY INNOVATION? STRATEGIES of WINNING IN OUR INDUSTRY

- A New era in Prestress Hollow-Core Business
  investing in new processes, new equipment, new design methods, new applications and jobs opportunities to survive and even thrive in an increasingly competitive global market

- Customer focused global future – understanding what the clients want? This could spur to innovation, because the companies that don’t do that are really going to struggle.
What is INNOVATION for ECHO?

- Hollow-Core Product, part of building system and coupled with service that creates new value to customers
- Offering complete flooring solution
- Merit defined by profitable deployment
- Based on in-house broad set of strategic, marketing, operational and technical skills
Looking Ahead

“There is light at the end of the tunnel, but it is a very long tunnel.” quoted by Dr Johan Snyman

THANK YOU