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De Janeiro a Setembro: Portugal vendeu à África do Sul bens e serviços no valor de 126 milhões euros

10-Dez-2012

Os dados estatísticos de Janeiro a Setembro, deste ano, assinalam um volume de exportações de bens e serviços, de Portugal para África do Sul, no valor de 126 milhões de euros, o que representou um saldo positivo da balança comercial portuguesa de 35 milhões de euros.

Destaque-se que Portugal, de Janeiro a Setembro de 2012, foi o 18.º maior investidor na África do Sul com 13 milhões de euros de investimento. No sentido inverso, a África do Sul foi o 22.º maior investidor em Portugal com, aproximadamente, seis milhões de euros.

Há que salientar que também a Comunidade Portuguesa na África do Sul tem sido responsável por este aumento do investimento em Portugal.

De salientar ainda que a semana passada foi revelado pelo administrador-delegado da PRASA (empresa pública de transporte ferroviário de passageiros), Lucky Montana, a adjudicação à Thales-Portugal, em consórcio com a Thales-África do Sul, da empreitada de sinalização e comunicação ferroviária do Cabo Ocidental, avaliada em 160 milhões de euros.

Esta significativo sucesso num grande contrato público sul-africano, onde Portugal ombreou com gigantes internacionais, contou com o empenhamento do embaixador de Portugal, dr. António Ricoca Freire, que desde a primeira hora se disponibilizou para apoiar a iniciativa da empresa portuguesa, que sempre contou com o suporte local da AICEP-África do Sul. Trata-se de uma relevante vitória da diplomacia económica portuguesa que envolveu a comunidade portuguesa.

* Deputada do PSD Mónica Ferro visita empresas com capital português na África do Sul

Na terça-feira, dia 4 de Dezembro, com o apoio da Embaixada de Portugal em Pretória, a deputada social-democrata Mónica Ferro visitou alguns dos mais recentes investimentos portugueses na África do Sul.

A primeira empresa a ser visitada foi a Frulact, quinta maior empresa do mundo no sector dos preparados e transformados de fruta para a indústria de iogurtes, gelados e pastelaria.

O gestor e administrador Paulo Leal recebeu a parlamentar, agradeceu a visita e reconheceu o considerável apoio que o projecto tem recebido da Embaixada de Portugal.

Sendo uma empresa que trouxe tecnologias e metodologias inovadoras, o processo de produção teve início no passado mês de Julho e já foi avaliado positivamente pelos seus principais clientes no mercado sul-africano.

A segunda empresa a ser visitada foi a Sodécia, um dos maiores e mais globalizados grupos

portugueses do sector automóvel que, recentemente, investiu numa operação de soldadura e estampagem que fornece a Ford de África do Sul.

Com fábricas em quatro continentes (Alemanha, Estados Unidos da América, Brasil, Argentina, China, Coreia do Sul e Portugal), a Sodécia investiu neste país em virtude de ser o grande "hub" automóvel de África.

Miguel Jorge, o gestor e administrador do projecto na África do Sul, recebeu a deputada e conduziu uma visita guiada às instalações e às linhas de produção robotizadas afirmando que a empresa está em fase de crescimento de negócios e expansão no mercado sul-africano

O breve encontro com a realidade empresarial portuguesa na África do Sul terminou num almoço organizado pelo comendador Mário Ferreira, na Associação da Comunidade Portuguesa de Pretória, que surpreendeu, ao mobilizar 25 empresários daquela Comunidade.

A visita da deputada Mónica Ferro foi acompanhada pelo adido docial, dr. Gonçalo Capitão, e pelo adido económico e comercial (director da AICEP), dr. João Pedro Pereira. Esta visita ocorreu num momento muito saudável da relação comercial entre Portugal e a África do Sul.

A diplomacia económica da Embaixada de Portugal, de uma forma integrada, tem resultado na articulação das diversas áreas de intervenção da Missão Diplomática, com resultados muito positivos.

Article loosely translated to English using Google Translate

Statistical data from January to September this year, indicate an export volume of goods and services from Portugal to South Africa, worth 126 million euros, representing a positive balance of the Portuguese trade balance of 35 million euros.

It is noteworthy that Portugal from January to September 2012, was the 18th largest investor in South Africa with 13 million euro investment. Conversely, South Africa was the 22nd largest investor in Portugal with approximately six million euros.

It should be noted that also the Portuguese community in South Africa has been responsible for this increase in investment in Portugal.

To emphasize though last week it was revealed by the chief executive of PRASA (public company of rail passenger transport), Lucky Montana, the award to Thales-Portugal, in partnership with South Thales-Africa, signaling contract and Railway communication Western Cape, valued at 160 million euros.

This significant success in a major contract South African public, where Portugal ombreou with international giants, had the commitment of the Ambassador of Portugal, dr. Antonio Ricoca Freire, who from the outset was willing to support the initiative of the Portuguese company, which has always had the local support of South AICEP-Africa. This is an important victory for Portuguese economic diplomacy that involved the Portuguese community.

* Member of the PSD Monica Ferro visit companies with Portuguese capital in South Africa

On Tuesday, 4 December, with the support of the Embassy of Portugal in Pretoria, the Social Democrat MEP Monica Ferro visited some of the latest Portuguese investments in South Africa.

The first company to be visited was the Frulact, the fifth largest company in the world in the sector prepared and processed fruit for the yoghurt industry, ice cream and pastries.

The manager and administrator Paulo Leal received parliamentary thanked the visit and recognized the considerable support that the project has received from the Embassy of Portugal.

As a company that has brought innovative technologies and methodologies, the production process began last July and has been positively assessed by its main customers in the South African market.

The second company to be visited was the SODECIA, one of the largest and most globalized Portuguese groups in the automotive sector that recently invested in a welding operation and stamping providing Ford South Africa.

With manufacturing facilities on four continents (Germany, USA, Brazil, Argentina, China, South Korea and Portugal), SODECIA invested in this country by virtue of being the large "hub" car Africa.

Miguel Jorge, the manager and administrator of the project in South Africa, received the deputy and conducted a tour of the facilities and robotic production lines stating that the company is in the growth stage of business and expansion in the South African market

The brief encounter with the Portuguese business reality in South Africa ended in a lunch organized by Commander Mario Ferreira, the Association of the Portuguese Community of Pretoria, that surprised, to mobilize 25 entrepreneurs that Community.

The visit by Mrs Monica Ferro was accompanied by docial attaché, dr. Captain Gonçalo, and the economic and commercial attaché (Director of AICEP), dr. João Pedro Pereira. This visit came at a time of very healthy business relationship between Portugal and South Africa.

The economic diplomacy of the Embassy of Portugal in an integrated, so has resulted in the articulation of the various areas of intervention of the diplomatic mission, with very positive results.

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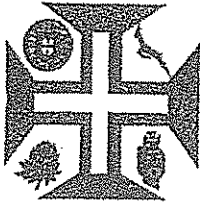
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" Portuguese Association "

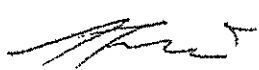
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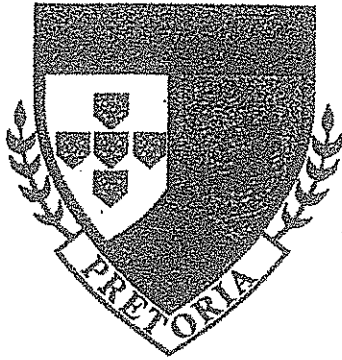
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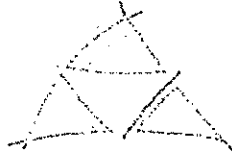
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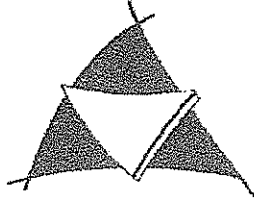
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FAX NUMBER: 011-6522428
FROM: W.Kunzle
DATE: 21.02.05
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1. RED FLAGS IN CONTRACT AND PROCUREMENT FRAUD

Nearly all contract and procurement fraud is off the books. In other words, invisible. In addition it is almost always 'related party'. Where it is not related party, it usually involves corruption. Corruption is an insidious type of crime, almost always, by its very nature, difficult to detect and even harder to prove. Sometimes the costs associated with the investigation are so high, that executives tend to give the employee the 'benefit of the doubt', until he strikes again. Corruption is where two (or more) parties agree with one another that one party will give to the other party, some 'thing' which may be cash or some other form of benefit, such as a holiday, use of a car or house, settling of an expense, building of an extension to a house, or maybe the house itself, in return for action, or inaction, on the part of the receiving party, normally the award of a tender, or procurement award in favour of the giving party. Corruption involves at least two parties, an 'active' party, being the one who puts out the 'idea' and the 'passive' party, being the one who consents to the idea. Where the active party is the one seeking the procurement award, he is doing it for the company (and is usually corrupting the employee of the contract awarding entity) it usually has tacit consent of senior executives. In such cases of fraud 'for the company' the same staff are more likely to commit fraud in the use of other schemes 'against the company'. There are many other forms of corruption, such as the traffic official, town planning official that is 'persuaded' to pass plans, or ignore the fact that plans are incorrect, but we are concerned here with the corruption as it relates to procurement, as this is what cripples the bottom line of many corporations.

Not only does corruption result in higher prices being paid, but, it leads to unacceptable service levels as the 'active' party believes he also bought acquiescence to allow him to get away with whatever service delivery he feels is right and the 'passive' party is placed in an almost impossible position where he cannot speak out, as he has been 'paid'.

Because of the high prevalence of corruption in South Africa and because it, almost always, involves procurement in some form or another, the writer has set out copious details on contract and procurement fraud in this section of the paper:

1.1 DETERMINING NEEDS

The typical fraud in the 'need recognition' phase of the contract negotiation is collusion between the buyer and contractor, where the buyer's employee receives a gratuity or kickback for recognising a "need" for a particular product or service, sometimes even 'creating' the need.

1.2 TENDER SPECIFICATION

Tender specifications and statements of work detailing the types and amounts of goods and services to be provided are prepared to assist in the selection process. They are intended to provide both potential bidders and the selecting officials with a firm basis for making and accepting bids.

A well-written contract will contain specifications, standards, and statements of work which clearly detail the rights and entitlements of the contractor.

Carelessly written specifications, standards, and statements of work make it easier for a contractor to claim at a later time that he is entitled to more money than the buyer intended to pay.

Sometimes, the buyer's personnel and the contractor deliberately collude to write vague specifications. At other times, there is an agreement to amend the contract to increase the price immediately after the award.

1.2.1 TENDER SPECIFICATION RED FLAGS

The following is a list of potential red flags for frauds involving specifications:

- Providing any contractor with information or advice on a preferential basis
- Using statements of work, specification or sole source justifications developed by, or in consultation with, a contractor who will be permitted to bid
- Permitting consultants who assisted in the preparation of the statements of work, specifications, or design to perform on the contract as subcontractors or consultants
- Splitting costs into separate categories to avoid review
- Writing specifications not consistent with past similar procurement

1.3 SOLICITATION AND NEGOTIATION PHASE

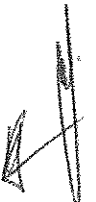
Fraud schemes involved during this phase typically involve collusion between the buyer and contractor and contractors of competing companies in the bidding process. Schemes in this phase also involve defective pricing and 'bill loading' where the early stages of the contract attract the highest payments.

1.4 TENDER SUBMISSION SCHEMES

Schemes involving tender submissions can take on many forms. It can involve anyone in the contracting cycle such as a buyer or contracting official, engineer, technical representative, quality or product assurance representative, subcontractor liaison employee-anyone who can influence the awarding of a contract.

Examples of tender submission schemes are:

- Premature opening of tenders
- Altering tenders, in favour of a preferred bidder
- Unjustifiable extension of tender opening dates
- Controlled tender opening
- Falsifying tender logs and documents



1.4.1 TENDER SUBMISSION SCHEMES RED FLAGS

To detect tender submission schemes you should be aware of:

- Falsification of documents or receipts to get a late tender accepted
- Change in tender after other tender details are known
- Change in tender dates, whilst tender is out
- Accepting late entries (in this case the late entry is normally the suspect)
- Last entry is awarded the tender
- Contractor with high level of contact with project staff gets awarded the tender

1.5 TENDER RIGGING SCHEMES INVOLVING PRODUCT SUBSTITUTION

Some tender rigging schemes involve product substitution. These are usually without the collusion of the awarding company, however, they sometimes include the awarding company's procurement staff. The danger of these types of schemes is that they can result in serious 'product liability claims' that can cripple an otherwise healthy company.

In order to increase profits, the contractor might employ a product substitution scheme, failing to meet the contract specifications in the areas of either quantity or quality of products. Examples of schemes involving product substitutions include:

- Delivery of inferior/substandard material
- Delivery of materials that have not been tested
- Falsification of test results
- Delivery of used, surplus, or reworked parts
- Delivery of counterfeit products
- Submission of false certifications (Certifications are statements that parts or materials are new, domestically manufactured, and meet the contract specifications concerning quality and quantity or that the company is BEE owned).
- Delivery of commercial equivalents hardware
- Passing off or specially creating samples for inspection
- Surreptitious movement of inspection tags to un-inspected goods
- Substitution of look-alike goods

1.5.1 PRODUCT SUBSTITUTION RED FLAGS

The following is a list of potential red flags for product substitution schemes:

- High percentage of product returns to supplier for non-compliance with specifications
- Product compliance certificate missing
- Compliance certificates signed by low-level employee with no quality assurance responsibilities
- Materials testing done by supplier, using his own personnel and facilities



- Laboratory test reports are identical as to sample descriptions and test results, varying only as to date and lot number tested
- Highest profit product lines have the highest number of material return authorisations or reshipments

1.5.2 DETECTION OF KICKBACKS AND TENDER RIGGING

General Purchasing:

The following practices may indicate that single (sole) source suppliers are being favoured, or competitive tendering policies are not being followed and should be seen as 'red flags':

- Materials are not being ordered at the optimal re-order point.
- Orders are consistently made from the same vendor.
- Established tender policies are not being followed.
- The costs of materials are out of line.
- Complaints of un-fairness by other potential suppliers.

Restrictions in an organisation's solicitation documents that tend to restrict competition are a red flag. Examples of restrictive conditions include:

- Specifications and statements of work, which are tailored to fit the products or capabilities of a single contractor.
- "Pre-qualification" procedures that restrict competition.
- Unnecessary sole source or non-competitive procurement justifications:
 - Containing false statement
 - Signed by unauthorized officials
 - Bypassing necessary review procedures
- A buyer who provides information or advice to a contractor on a preferential basis.
- New vendors that are added to the "qualified" list for no apparent reason.
- Statements of work, specifications, or sole source justifications that are developed by, or in consultation with, a contractor who will be permitted to bid.
- Consultants who assisted in the statements of work, specifications, or design and are later permitted to work on the contract as subcontractors or consultants.
- Projects that are split into smaller contracts to avoid review.
- Information that is released by firms participating in the design and engineering to contractors competing for the prime contract.
- Requirements that are split up so contractors can each get a "fair share" and can rotate bids.
- Specifications that are not consistent with similar procurements in the past.

The following suspicious activity in the tender solicitation phase may indicate fraud:

- The time for submitting tenders is limited so that only those with advance information have adequate time to prepare bids or proposals.
- One contractor receives confidential information that is not revealed to his competitors.

- The failure to ensure that a sufficient number of potential competitors are aware of the solicitation by:
 - Using obscure publications to publish bid solicitations
 - Publishing bid solicitations during holiday periods
 - Bid solicitations which are vague about the time, place, or other requirements for submitting acceptable bids
 - Inadequate internal controls over the number and destination of bid packages sent to interested bidders
 - Improper communication between purchasers and contractors at trade or professional meetings
 - Improper social contact with purchaser and contractor representatives
 - A purchasing agent who has a financial interest in the business of a contractor
 - A purchaser who discusses possible employment with a contractor
 - The purchaser assisting a contractor in preparation of his tender
 - A contract being referred to a specific subcontractor, expert, or source of supply by an employee of the purchasing organization
 - The failure to amend a solicitation to include necessary changes or clarifications in the bid, such as telling one contractor of changes that can be made after the tender
 - The falsification of documents or receipts so that a late tender is accepted
 - Any indication of collusion between tenderers
 - The falsification of a contractor's qualifications, work history, facilities, equipment, or personnel

1.5.3 BID SUBMISSION OR CONTRACT ACCEPTANCE

Red flags in the submission and post-submission phase of the tendering process include the following:

- Procurement that has been restricted to exclude or hamper any qualified contractor
- The improper acceptance of a late tender
- A tenderer who always bids last on contracts and consistently wins them
- The falsification of documents or receipts to get a late tender accepted
- Bids that are changed after other bidder's prices are known. This is sometimes done by mistakes deliberately 'planted' in a tender
- A low tenderer who withdraws to become a subcontractor of a higher tenderer who gets the contract
- Collusion between tenderers
- Tenderers who reveal their prices to one another. This is sometimes manifested in rotation of awards, by collusion of tenderers, taking it in turns to 'win' a tender
- Tenders tend to be awarded in a geographic pattern or in a noticeable rotation
- Tenders for a particular type of work are always awarded to a particular company
- False certifications by a contractor
- The falsification of information concerning contractor qualifications, financial capability, facilities, ownership of equipment and supplies, qualifications of personnel, BEE components of the company and successful performance of previous jobs, etc