

12-2-2013

Dear Mr Masande Dlulisa,

Herewith our testimonial regarding the effect of the funding provided by the DST on our manufacturing facility and related areas which benefited hereof.

By employing the latest manufacturing methods such as laser cutting, robotic welding and CNC machines run by a highly skilled workforce, we merge bleeding edge technology and expertise with an exemplary work ethic and can-do attitude to bring you the finest products and superior service.

Although our processes, materials and technologies are constantly updated, our commitment to quality remains the same.

Our background and history is as follows:

On the 1st of May 1985, amid much economic uncertainty in South Africa we opened the doors of Calculus Products (Pty) Ltd. The timing was perfect – coinciding with a time when foreign industrial components and parts became scarcer and harder to source. Manufacturing came naturally to the team, having honed our skills at Barlow Group's Paarl plant. We were responsible for manufacturing an entire range of Caterpillar earth moving equipment's cabins, radiators and other components. Another noteworthy accomplishment came when the entire Oshkosh truck fleet of South Africa rolled off the production line, which later made up of a staggering 66% locally produced parts – a feat never again equaled in this country. When the time finally arrived for Calculus Products (Pty) Ltd to open its doors, we brought our skill and passion along with us. Calculus was born – a small engineering firm that could manufacture components to infinite accuracy. This proved to be a success as orders came flooding in from all sectors. Soon a manufacturing facility for electrical wiring harnesses was opened and orders came pouring in from earthmoving equipment manufacturers and the defense industry. After only one year we purchased our first computerized machine, a first for the Western Cape and one of only a handful in the country at the time. By 1988 we opened a new, larger factory at our current premises in Wellington. A few years later our second facility, the Stikland factory, came into operation. Our Stikland factory became our facility dedicated to aluminium composite material (ACM) products found at, among others, service stations and banks around the country. Today our products can be found proudly proclaiming the names of banks and service stations, inside distillation equipment, on earthmoving equipment, battleships and even at research stations as far a field as Antarctica.

The TAP funding:

We received funding for two projects. The first is the re-design of our current service vehicle toolbox and the secondly the completion of our ERP system.

Service vehicle toolbox (canopy):

With the TAP we will be able offer an advanced, but cost effective toolbox type for service vehicles which is not available in the market at the moment. This will reduce the expenditure of the State Owned Enterprises on their service vehicle fleet while they still keep the functionality of the product. The redesigned product will also reduce manufacturing time.



CALCULUS PRODUCTS (Pty)Ltd

Manufacturing Engineers

Laser Cutting • CNC Punching • CNC Bending • CNC Routing • Robotic Welding • Component Manufacturing

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Job opportunities will completely depend on the size of the orders generated from the project based on the level of success of the design and sales generated. The direct jobs can be ± 20 employees with a potential of 30 plus employees.

Direct skills which might be generated by this TAP funding is all manufacturing skills i.e. Design, purchasing, project management, laser cutting, punching, bending, welding, painting, assembly, etc.

Possible customers for which this product might benefit is Eskom, Transnet, Telkom, Portnet, Municipalities and all department requiring service vehicles.

ERP system (Syspro):

With the TAP we will be able complete our ERP system. This will dramatically improve our lead time through proper planning and workshop monitoring of workflows. This system also eliminates a number of manual operations. The benefit to our customers will be a service / product delivered on time and in a much shorter lead time. Planning will also be dramatically improved. Another added feature will be to track actual costs of jobs which leads to increased skill levels and reduced cost to the customers.

Job creation is difficult to measure on the ERP system. The direct jobs might be ± 5 employees, but this system can largely contribute to uplift Calculus Products (Pty) Ltd to be effective enough to work on a world class basis which can attract huge contracts with potential to employ 50 plus employees.

Direct skills is Advanced scheduling, Job processing, Handling, Progress control, Supervision, Computer skills, Delivery systems, etc. Indirect skills if we get larger contracts due to the implementation of this system can be all manufacturing skills required to deliver on larger steel projects.

Calculus Products (Pty) Ltd is grateful to the Department of Science and Technology for the assistance in the form of the TAP funding which effects will contribute largely to our community.

Your sincerely

Max Dietstein