

Anglo's inclusive procurement drive changes small company's world

Entrepreneur development creates jobs for 35 locals, with more to come

It has been a long journey to success for Northern Cape entrepreneurs Paul and Marvin Oss.

This father and son team has been running P&E Artisans - a small building and civil works company in Daniëlskuil, and for a number of years had been struggling to secure consistent business in a tough economy.

Nestled in the mineral ore-rich Gama-gara corridor, life in the small town of Daniëlskuil is not that much different from other small towns. There are very few economic opportunities for members of the local community, outside of those that exist in the mining and agricultural sectors.

For the Oss family, life changed dramatically after their company, P&E Artisans, started winning contracts to do civil work on behalf of Kumba Iron Ore's Kolomela Mine in 2015, as part of Africa's biggest iron ore producer's inclusive procurement programme in the region. The inclusive procurement programme serves hundreds of small companies across South Africa and allows them to benefit from Kumba Iron Ore's small enterprise development programmes, which are aimed at creating meaningful entrepreneurial and employment opportunities in the communities surrounding its mining operations.

Since being contracted to Kumba, P&E has gone on to successfully complete several projects - mainly building steel structures and manufacturing brackets - and continues to grow from strength to strength. Today, the company provides jobs for 35 people in the local community, with a five-year goal of growing their workforce to more than 100, as they pursue their vision of becoming an established civil works resource in the mining industry.



From left to right : Marvin Oss, Paul Oss, Cha-Neal Kehositse and Mosala Kehositse.

"Kumba Iron Ore has not only given us opportunities, but more importantly, they have helped us improve our business management skills, ie how to structure and run our business better, how to do tax and VAT registrations correctly, and how to get the administrative side of our business running smoothly," says Marvin Oss.

P&E Artisans is one of hundreds of small companies across South Africa to benefit from Kumba Iron Ore's Inclusive Procurement approach, which is aimed at creating meaningful entrepreneurial and employment opportunities in the communities surrounding its mining operations.

Kumba has been helping entrepreneurs build small businesses for years. Recently, the mining giant has been focussing its efforts to building the capacity of local suppliers in its host communities, with an emphasis on black-owned, youth-owned and women-owned suppliers. Through its inclusive procurement and enterprise development initiatives, the company has spent more than R36-billion with

BEE-compliant companies in 2017.

"A core element of our vision of re-imagining mining is to create thriving communities that are empowered and self-sufficient. We're seeing a growing number of success stories that highlight how entrepreneur development and sustainable inclusive procurement activity can create a lasting impact through skills development, job creation, thriving businesses, and more prosperous communities," says Vusi Maseko, Kumba Iron Ore's General Manager for Supply Chain.

For Paul and Marvin Oss, the next step is to play their good fortune forward. "Kumba Iron Ore took our hand when we needed it the most. In the next five years, we want to grow not only for ourselves, but for our people. We employ only local people from the community, and we're helping a couple of micro-businesses with sub-contracting work as well. Our extended relationship with Anglo American will give us the chance to uplift others too, as Anglo did for us."