



SEIFSA ECONOMIC AND COMMERCIAL EXPERTISE AND CONSULTING SERVICES

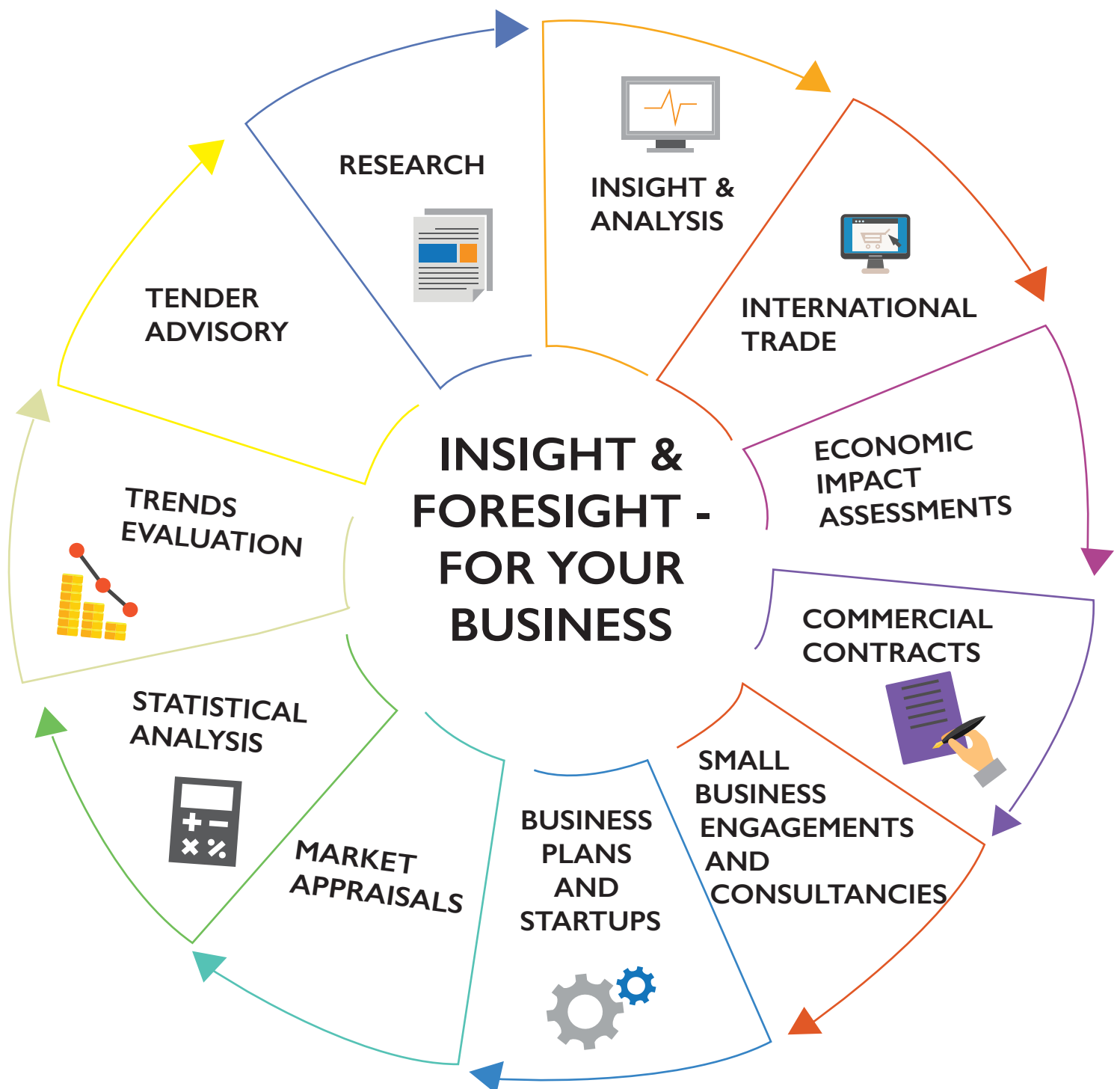
SOLUTIONS INSIGHT FOR YOUR
BUSINESS'S ECONOMIC TRADE
AND COMMERCIAL CHALLENGES



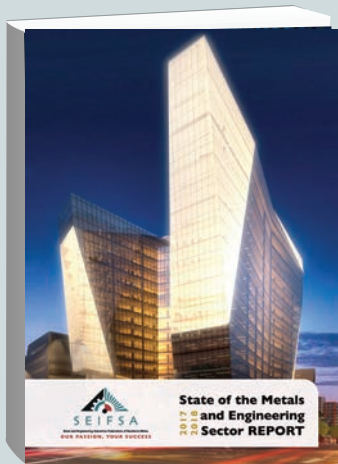
SEIFSA

Steel and Engineering Industries Federation of Southern Africa
OUR PASSION, YOUR SUCCESS

SEIFSA ECONOMIC AND COMMERCIAL SERVICES



PUBLICATIONS



Very
impressive

Minerals Council – Chief Economics
Henk Langenhoven

Many thanks to Dr Ade and
Economic and Commercial
division.

This looks really interesting!
I would like to receive your
publications regularly

Stephen Hanival – Director: Depart-
ment of Trade and Industry

PRICE AND INDEX PAGES

The SEIFSA Price and Index Pages publication is essential to the completion of tenders and the adjustment of contract prices and price escalation claims. It covers **indices for materials and services cost, statutory and actual labour costs** and relevant sector-specific indices developed for use in the metals and engineering industry.

Let SEIFSA's Economic and Commercial Division guide you to your next big new business win!

ECONOMIC AND COMMERCIAL TRAINING

SEIFSA PRICE AND INDEX PAGES

Most suppliers such as the State-Owned Entities (SOEs), mining companies/houses or municipalities strongly recommend the use of the SEIFSA Price and Index Pages (PIPS) for adjusting their contracts, and the process is often referred to as a Contract Price Adjustment (CPA).

SEIFSA PIPS is the best tool to use to adjust cost increases resulting from price changes. If correctly applied, the indices will ensure that companies boost their margins during the down-market conditions.

The EC Division provides training on how to do adjust contracts to reflect volatility in prices or costs.

THEORY AND CALCULATION OF CONTRACT PRICE ADJUSTMENT

The interest in SEIFSA's Price and Index Pages (PIPS), as well as their importance, has grown rapidly over the past few decades. A sound practical knowledge of these indices has, therefore, become essential for businesses in the tender and contracts environment.

The EC Division provides training on how to analyse and control cost increases in the business and how to achieve optimal cost recovery. Participants will gain insight on how to sustain profit margins through the use of the SEIFSA – Price and Index Pages (PIPS).

EXPORT DEVELOPMENT

SEIFSA offers a comprehensive webinar on exports development for local companies looking at either venturing into the rest of Africa or overseas, or consolidating their positions to increase their exports market share.

This new expansive and insightful course is designed to help local companies meet international trade challenges and avoid the pitfalls that arise when operating in foreign markets.

Well done

Thank you again for a super export development course – well done. A large portion of the material we use for manufacture is imported. These materials have duties and tariffs added on their imports. The fact that there are potentially rebates available on this material could be a game changer for us.

PRICE CHANGES AND EXCHANGE RATE VOLATILITY CAN COMPLETELY ERODE YOUR ORGANISATION'S MARGIN AND IMPACT NEGATIVELY ON SUSTAINABILITY

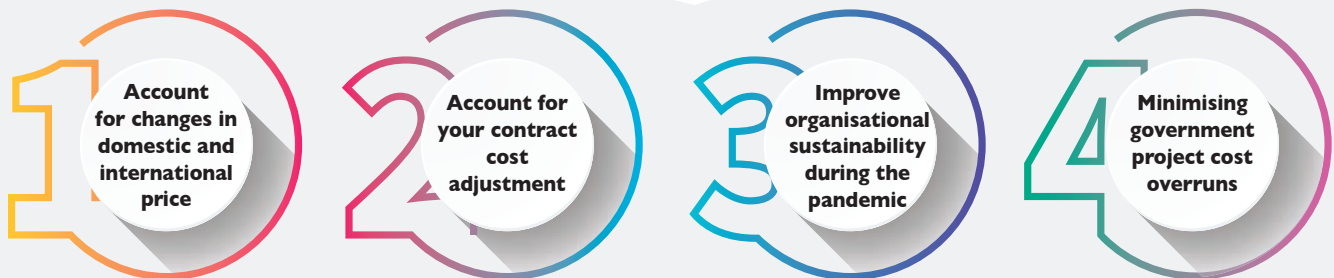


pips.seifsa.co.za

THE PERFECT PARTNER FOR BUSINESSES DURING CHALLENGING TIMES

SEIFSA PIPS is any institution's best insurance against price variability eroding its margins and sustainability, irrespective of whether the entity is a client, supplier or service provider.

Use SEIFSA PIPS to:



Can you afford to let price changes and exchange rate fluctuations negatively impact on projected gains on contracts and on the sustainability of your organisation?

Improve Organisational budgeting process and sustainability now

Subscription options:

- Six months and 12 months
- Member and early payment discounts
- Preferential pricing for multi-user licensing

DEBIT ORDER FACILITY AVAILABLE

Theory and Calculation of Contract Price Adjustment

Benefits of using SEIFSA PIPS in a Contract Price Adjustment

By using SEIFSA PIPS, a buyer in a contract can be certain that market-related increases are paid out to suppliers (as determined by a Contract Price Adjustment calculation), ensuring the sustainability or improvement of organisation profitability.

Companies/trading partners can maximise potential benefits from their existing or new contracts by using the SEIFSA PIPS.

Municipalities, SOEs and government departments in South Africa have done exactly that – i.e. make use of SEIFSA PIPS in their CPA. Contact us for a fair quote.

With SEIFSA by your side, you will never walk alone.

About SEIFSA

The Steel and Engineering Industries Federation of Southern Africa (SEIFSA), a national employer federation in the metals and engineering sector, is an expert in monitoring domestic price movements and selected international prices. We develop, track and update over 240 price indices on a regular basis.

Inflation, exchange rate volatility and unpredictable input cost fluctuations have the potential of eroding or reducing margin/gains from existing contracts signed by one party with another. It is, therefore, important to safeguard against project costs overruns by periodically reviewing and adjusting your contracts by using the SEIFSA price indices.

NOTE: The Theory and Calculation of Contract Price Adjustment is now offered digitally. Embracing the 4th Industrial Revolution.



CONTACT:
sales@seifsa.co.za
011 298-9400





Building Trust, Building Businesses

Guard against **inflation, exchange-rate fluctuations or input-cost variability** negatively impacting on your margins and on the sustainability of your business

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MEET OUR EXPERTS

The Economic and Commercial team can assist with consultations in trade, economics, business development and calculating CPA for clients.



Dr Michael Ade - *Chief Economist*

Michael Ade joined SEIFSA in August 2017 as Chief Economist. He holds a B. Com, a B. Com Honours an M. Com and a Ph.D. in Economics from the University of the Witwatersrand. He also holds certificates in International Trade and Commodity Finance, Export Management and Econometric Analysis of Panel Data.

Prior to joining SEIFSA, Dr Ade worked for the South African Revenue Service, Productivity South Africa, Absa Bank and Afrikings, the marketing wing of Vodacom.



Palesa Molise - *Economist (CPA and export development course facilitator)*

Palesa Molise joined SEIFSA in August 2020 as an Economist in the Federation's Economic and Commercial Division. She holds an M.Com in Development Economics from the University of Johannesburg.

Part of her role at SEIFSA entails facilitating various workshops including the Theory and Calculation of Contract Price Adjustment (CPA) and Export Development. She also advises clients both on the buying and supplying side of contracts on matters relating to contract price adjustment, and assists them to structure their CPA clauses, using the SEIFSA Price and Index Pages (PIPS). Prior to joining SEIFSA, Ms Molise worked for Sanlam and Pearson



Eleen Snyman - *Economics and Commercial Statistics Officer (CPA facilitator)*

Eleen Snyman joined SEIFSA in March 2013 as an Economic and Commercial Officer within the Federation's Economic and Commercial Division, and is currently studying towards a Bachelor of Social Science (B.Soc) through Boston City Campus. Eleen has more than 15 years' experience in trade and economic-related matters and assists in the daily compilation of the SEIFSA Price & Index Pages (PIPS) for the broader domestic economic industry. Part of her role at SEIFSA entails facilitating the Theory and Calculation of Contract Price Adjustment (CPA) workshop, advising clients both on the buying and supplying side of contracts on matters relating to CPA, as well as helping them to structure their CPA clauses, using the SEIFSA PIPS.



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