

Growth expected in precast concrete sector

The twin market drivers of expansion and improving on quality and production are allowing Pan Mixers South Africa (PMSA) to retain its position as the market leader in Africa, in concrete machinery and equipment.

Despite earthmoving equipment, pipe and electrical equipment manufacturers, together with suppliers, all reporting a significant reduction in sales over the past year, all is not doom and gloom, says PMSA sales and marketing manager Quintin Booysen.

He adds the negative economic trends experienced in 2015 had abated somewhat by August, with a positive outlook anticipated by year end. "In the precast sector, we were fortunate to have had a good 2015 and expect a positive start to 2016, with significant orders already being placed for 2016 deliveries," reveals Booysen. "Clients who have always done well are still investing, although looking for new technology and added features, especially for improving plant efficiency by increasing output with the same human resource complement."

PMSA MD Walter Ebeling notes: "2016 will no doubt have



PMSA MD Walter Ebeling (left) says PMSA had a good 2015 and expects a positive start to 2016.

challenges. Companies need to ensure they retain sufficient cash for any continued downturn next year. Companies also need to look at more efficient ways of doing business, from marketing to production methods."

"The global fundamentals are still shaky and the stability of the rand, along with other emerging market currencies, remains questionable. This

instability makes planning difficult," Ebeling notes. "PMSA is, therefore, fortunate to be opening 2016 with significant plant orders for existing and new clients."

Through innovative plant configurations and new engineering techniques and designs, PMSA is able to offer fully-automated, large-capacity plants that can compete with

imported plants, while offering a better technology and quality over imported plants at a more cost-effective price.

"We have spent the last five years consolidating our industry-leading position, and ensuring that we are able to offer the best value for money, customisation and service and support back-up," highlights Booysen. **BA**