

## EnviroServ Walks Away with Oliver Top Empowerment Award Nomination



The Oliver Top Empowerment Awards for 2018 recognised and awarded companies who have accelerated the development, sustainability, and financial independence of black-owned businesses, particularly SMEs and emerging businesses.

This year EnviroServ was proud to be nominated in two categories: Skills Development, and Enterprise and Supplier Development. EnviroServ's procurement team has a competitive supplier development programme and systems. Our procurement team consistently searches for new suppliers to improve the efficiency and effectiveness of our supply chain. We welcome the chance to give new companies the opportunity to

demonstrate their credentials and capacity to meet our high service levels. Over the last year we incorporated 89 new EME/QSE vendors into our supply chain, with benefits for all parties.

Young entrepreneurs are eager to get into business, and often need assistance in building their businesses. We nurture these suppliers to find a niche market where they have the biggest chance of success. We also assist by providing a range of payment terms depending on the situation the entrepreneur faces.

EnviroServ works to create strong new suppliers in our value chain through a dedicated team of highly trained team members who genuinely believe in the upliftment of young business entrepreneurs. We have the support of leaders and managers in EnviroServ who are deeply committed to empowerment goals. We live our company values, including innovation, diversity, passion quality and integrity in our dealings with the suppliers in our value chain.

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## A winning combination for Yarona Electronic Systems and EnviroServ



Prince Makatu started a small business in 1996, with minimum resources, a bakkie, one member of staff and the will to innovate and succeed.

When Sean Wilcocks, Group Facilities Manager at EnviroServ met Prince, he was impressed with the man's work ethic and ability to think creatively. In talking the two men ascertained that Prince had bigger dreams for his business and a business friendship grew between Sean and Prince.

"He was providing security fencing, gate motors and general security installations for us, but he wanted to branch out," says Wilcocks.

By 2013 Prince was employing eight staff members and covering electrical work, plumbing, security installation work, and a new venture into gates and carports.

Wilcocks chuckles as he remembers a time when the man who had come to him for advice was the one with a solution. "We were struggling to seal a skylight and Prince came up with the perfect solution.

"He handles all our Gauteng building and security maintenance and has really grown into his business. He's also always available, you can phone him in the middle of the night and he will be there."

A great symbiotic relationship between Prince Makatu and EnviroServ has grown into a mutually beneficial combination - making things happen.

## From PA to Truck Company Owner: Nolitha Nkosi and EnviroServ show the way



Nolitha Nkosi had a secure job as the Personal Assistant to the CEO of EnviroServ, when she put up her hand and changed her future. As part of EnviroServ's commitment to Enterprise and Supplier Development that focusses on the development of black female owners of businesses in their supply chain, staff were asked to raise their hands if they wanted to be included on the company's supply database.

Nolitha says she "raised my hand high" and began a new journey with EnviroServ. It meant she had to resign her job, so that there was no conflict of interest, a risky step from having a steady job. "But EnviroServ really helped me work out a plan for my business. They told me I had to buy a truck, but they supported me in the process through contacts and lent me a trailer at no cost."

In December 2016 Nolitha TS started operations with one truck, a driver, and a trailer. The small company with a big heart started out working at the Holtfontein site and then grew as EnviroServ started asking her to collect waste from other customers.

Nolitha's perseverance through challenges to her new business were won through her hard work and assistance from EnviroServ, becoming a valuable member of our supply chain. "They helped me with regulatory details and compliance, and gave me a good payment deal, knowing that as a black small business owner access to credit could be a problem."

Nolitha's husband supported her venture all the way, "even if he thought I was a bit mad," she laughs. His support was not misplaced as within six months Nolitha had bought another truck, and again EnviroServ lent her a trailer - with the proviso that she works towards buying a trailer of her own. She now has her own tipper trailer and a tank trailer on loan from EnviroServ.

The company employs two drivers and an administrator, with Nolitha and her husband very hands-on, the business looks set to flourish. "I simply could not have done it without EnviroServ," says Nolitha.

Enquiries

Website

Raising the waste game



Collaboration



Diversity



Innovation



Integrity



Passion



Quality

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