

## TFM RETURNING TO ITS ROOTS AS A CONSOLIDATED COMPANY

TFM was first incorporated 45 years ago and was split into three separate groupings in 1998 following management buyouts. This split over a decade ago has now been reversed and the various business entities of the original TFM Group, as well as several other strategic businesses have been consolidated into one controlling entity.

A total of 10 entities have been merged into a single company, with a central management board. However, each business division/subsidiary will still continue to operate with a large amount of independence.

The new board took control on 1 July 2011 and has Johan van der Merwe (currently MD of TFM Industries (Pty) Ltd) and Brian Harmse (currently MD of Fabkomp (Pty) Ltd) as joint executive chairmen with Mike Tomsett as the company's new Group Chief Executive Officer.

The companies being merged are: TFM Industries (Olifantsfontein), TFM Wynberg Manufacturing (Johannesburg), Fabkomp (King William's Town), TFM Manufacturing (East London), TFM Conversions (East London), TFM Cargo Bodies (Olifantsfontein), Signs for You (Midrand) and the Ranger Production Company (King William's Town). In addition to the merger of the original group, TRANSTECH Cape, and HYDRACARE Natal, currently agents of TFM and leading suppliers of waste and environmental equipment, have joined the group.

With Mike Tomsett joining the new grouping, his well known signage company, Signs for You, forms part of the merger, which has extended the new organisation's already comprehensive offering to customers.

"We believe this development of unifying the TFM brand under one controlling entity will be welcomed by our customers as it widens our product and service offering and will facilitate national servicing and warranty back-up. It will also make us much more competitive in the marketplace," explained Group CEO Mike Tomsett.

"The consolidation will offer significant benefits and savings in terms of economies of scale and synergies in the areas of marketing, purchasing and distribution, as well as administration. We do not foresee any retrenchments of staff at this early stage, and, to the contrary, with a workforce of over 1 400 dedicated people, feel the consolidated business will be in a better position to expand its operations, including further growth in its export business."

TFM will now have a National footprint with operational facilities strategically placed throughout South Africa, offering experienced and effective sales, service, and manufacturing teams Nationwide.

With the equity involvement of the Disability Empowerment Concerns Trust in the controlling company, this restructuring will also improve the company's BBBEE status.

TFM was established originally in 1966 by the Modlin family to specialise in truck customisation, maintenance and repair, and then entered the armoured vehicle production industry in the late 1970's. It is well known for its products such as the Casper, Nyala, Scout and RG31 military and riot control vehicles, which were used by the United Nations and NATO as well as the SA Security Forces.

Today the various companies now being grouped together specialise in the importation, manufacturing, supply and support of specialist truck bodies, primarily for the transport, construction, forestry, cargo body, waste and environmental transport industries.

TFM also manufactures ambulances, armoured vehicles, including cash-in-transit vehicles, components for the automotive and engineering industries, fuel tanks, trailers of all sizes as well as carrying out alterations to truck chassis and supply and fitment of hydraulic kits. The product range even extends to motorcycle and sidecar ambulance combinations for use in remote rural areas in Africa under the eRanger name.

A recent and very exciting extension of its product offering are Road Rail Vehicles (RRV), for which TFM, have recently introduced as a joint venture with GALT Systems (Pty) Ltd.

Over the years TFM companies have forged important international alliances with world-leaders, such as HEIL (USA), Faun (Germany), Meiller (Germany), Doppstadt (Germany), Schwing Stetter (Germany), Theam (France), Marrel (France), PZB (Italy), Cargo Van (Germany) Marathon (USA) and Southfields (England) which puts the newly-consolidated company in a strong position to support the local market.