

Elevate quality of goods, companies told

PRETORIA: South African companies should elevate the quality of their goods and standards of their service as they infiltrate the Mozambican market and the rest of the region.

This is according to the South African High Commissioner to Mozambique, Mandisi Mpahlwa, who was addressing the delegation of business people who had arrived in Maputo for the second leg of the Outward Trade and Investment Mission (OTIM) to Mozambique organised by the Department of Trade and Industry (the dti).

Exploring business opportunities



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Mpahlwa told the 23-member delegation there was a high level of interest from the rest of the world in doing business in Mozambique. "In order for us to remain relevant and remain part of the major economic revolution that is taking place in Mozambique, we need to be cautious of the competition that is present currently in the business space," said Mpahlwa.

Mpahlwa said the Mozambican economy presented opportunities in investment and trade which South African business people could tap into. He advised the delegates to use the trade and investment mission to make contacts, explore business opportunities and make meaningful and beneficial partnerships.

Joao Gomes of Robor Limited, a South African company that manufactures and supplies welded steel tubes and pipes, among other things, said being part of the mission provided him with an opportunity to explore business opportunities. He said the first leg of the mission in the Tete province had provided good prospects and he saw opportunities that he would follow-up on for his steel manufacturing company. "We have an advantage to do business with Mozambique as we are close to the market and because of the framework that is already in place supports us," said Gomes.

The investment mission will conclude on Friday.

Calls for business people to partake in OTIM to Australia

Meanwhile, the dti has invited businesses in the mining and capital equipment, mineral beneficiation, electro-technical and mining services as well as other companies with mining rights looking for investors, to participate in the Outward Selling and Investment Mission to Australia. This mission, from 2-4 September, will take place on the sidelines of the Africa Down Under Mining Conference which brings together global mining executives, investors and consultants to tackle challenges and respond to opportunities in the mining sector.

Trade and Industry Deputy Minister Mzwandile Masina said the mission will serve to promote South Africa's mining sector and preview opportunities in high growth markets. He said the participation of South African companies in this mission will provide opportunities to interface with global players in the mining industry which could result in great leads for them.

"We urge companies to take advantage of our Export Marketing and Investment Assistance scheme (EMIA) which covers accommodation, air tickets and excess luggage costs for their samples and marketing material to ensure that they are able also showcase their products to potential buyers," said Masina.

The closing date for entries is 3 July 2015.

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