



Working at St. Helena.



Established:
1992
Acquired:
September 2007

CIVIL & COASTAL

Civil & Coastal Construction is a specialised marine and structural rehabilitation contractor, priding itself on undertaking technically challenging projects. One of Civil & Coastal's great strengths is the ability to produce alternative designs to postulated schemes, that are innovative and provide savings in terms of safety, cost, quality and time.

HISTORY

After working in a corporate environment for many years civil engineer Greg Moore decided he wanted to be his own master and started up his own construction business in the Western Cape. Armed with experience, skills and confidence in his abilities, he founded Civil & Coastal in October 1992. At the time there were very few companies in the marine and structural rehabilitation market. However, times were very tough in the early years. The very first project the young company undertook was to construct five tank bases for Cape Bulk Storage in Table Bay Harbour in 1993.

In early 1994 Simon Allen, also a professional civil engineer, joined Greg at Civil & Coastal. At that time the company was based in Greg's back garden flat/office in Pinelands, Cape Town. Previous experience and achievements of the partners did not count much with South African banks who were loathe to back the small unknown company and initially, when the money wasn't coming in fast enough, the partners went without paying themselves a monthly salary.

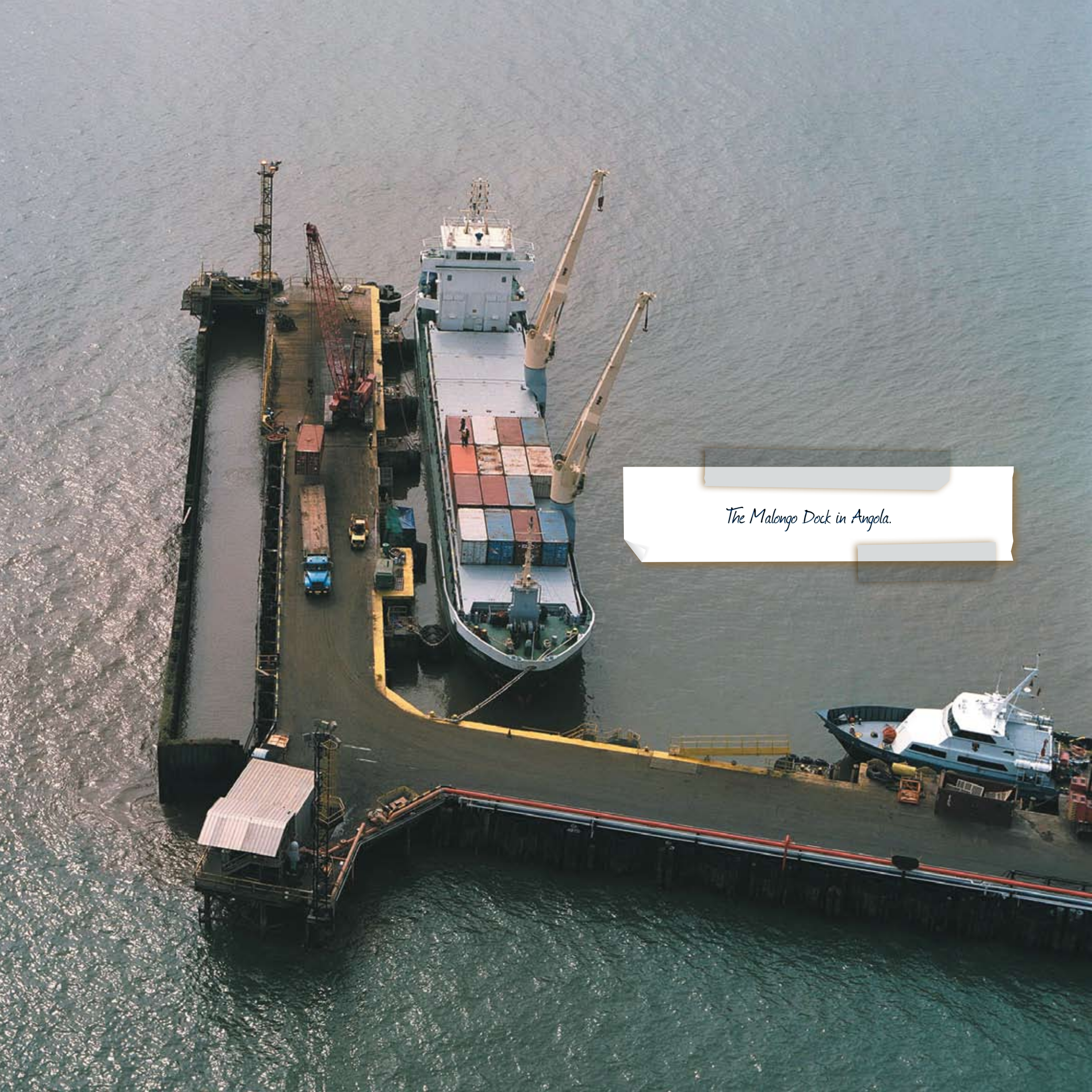
- 1992
Founding of Civil and Coastal
- 1993
Tank bases for Cape Bulk Storage
- 1994
Simon Allen joins
- 1994
First contract in Angola
- 1995
Granger Bay, (establish links with Entech)
- 1996
Olifants River bridge rehabilitation
- 2000
Control buoy gravity base
- 2003
Turnover R10 million
- 2007
Turnover R100 million
- 2007
Acquisition by Stefanutti & Bressan
- 2007
Award of R735 million Cape Town harbour expansion



The company's first project for Cape Bulk Storage in 1993.

The Civil & Coastal team at the Malongo Dock in 1994.

Working in Camps Bay in 1994.



The Malongo Dock in Angola.

Determined to make their venture succeed, the partners investigated working in Angola and in 1994 they successfully negotiated the US\$1.5 million Malongo Dock wawewall installation in Malongo, Cabinda (Angola) with the Cabinda Gulf Oil Company (CABGOC), where they still operate today. CABGOC's willingness to take a chance on employing and bankrolling such a small enterprise paid off handsomely for both CABGOC and Civil & Coastal. The bulk of Civil & Coastal's profits went to purchase land at Airport Industria, Cape Town, from where they still operate today. Further contracts ensued with CAGOC for sleeving of piles and bulk storage tank foundations.

In 1996 Civil & Coastal entered a second specialist contracting market offering structural rehabilitation services of concrete structures, in particular bridge jacking and bridge bearing replacement. The first contract of this kind was lifting up the Olifants River bridge over the N7 (the West Coast Road), replacing the cross beams and bearings. At the same time they secured more marine construction work, with projects getting bigger and bigger both in stature and value.

Simon at Civil & Coastal's first major project - the Malongo Dock in Angola.



In 1996 the company entered the second specialist market of bridge jacking and bridge bearing replacement.



Greg at Granger Bay concrete works - the first project for Entech.

The R2.1 million Granger Bay concrete works project in 1995/6, designed by consulting engineers Entech, entailed constructing a marina and structures on land that were towed and floated into place. This was the beginning of a long-term relationship with Entech, who became a favourite consultant to work with, especially for alternative design solutions.

Civil & Coastal's reputation for "quality and on time" project completion was becoming cemented and a steady stream of projects from the Western Cape kept them busy. In 2000 they were awarded the prestigious R13.4 million design and construction of a control buoy reinforced concrete gravity base for the Mossgas EM Gas Field Development in Mossel Bay. The structure was constructed within a dry dock and then towed 85 km out to sea and lowered approximately 100m to the seabed. This project won them several awards, including the SAFCEC President's Award, the Western Cape SAICE Award for Technical Excellence and as runner up at the National SAICE Technical Excellence Awards.

Many personal and financial sacrifices were made by the partners over the years and as the relationship between Greg and Simon proved durable, the company continued to grow from strength to strength. By 2003 turnover was around R10 million, rocketing to nearly R100 million in 2007.

Headline projects include the design and the construction of fenders at Saldanha Bay and reconstruction and rehabilitation of several slipways, quays and jetties up and down South Africa's West Coast (at one time even including Walvis Bay). Further work in Table Bay was also secured with the design and construction of a new chemical berth for Portnet.

Civil & Coastal had also kept in touch with its Angolan client and was rewarded again in 2005 with the repair of Malongo Dock and, more recently (2007), with the design and construction of a new dock facility in Malongo; the overall project being valued at some US\$45 million.

With risks and rewards in running their own businesses proving to be worth it, the partners set their sights on even bigger projects and growing the company even further.

The need for more resources was a limiting factor and led to negotiations with civil engineering and construction company Stefanutti & Bressan in May 2007. By September 2007 negotiations were concluded and Stefanutti & Bressan acquired a controlling shareholding - a difficult move for the partners, but a necessary one in order to grow the business to its fullest potential.

Restructuring left the same management structures in place, augmented by Stefanutti & Bressan. Both Simon and Greg believe Civil & Coastal will go from strength to strength and are looking forward to the many more mega projects that lie ahead.

The latest headline project to be secured is the berth deepening and widening of the Ben Schoeman Dock in Table Bay Harbour (again a re-design of the postulated scheme). This project is worth some R735 million as a joint venture.



Ben Schoeman Dock construction congestion!



Malongo Dock expansion.