



Protecting your biggest Asset

“It’s unwise to pay too much, but it’s worse to pay too little. When you pay too much, you lose a little money — that is all. When you pay too little, you sometimes lose everything, because the thing you bought was incapable of doing the thing it was bought to do. The common law of business balance prohibits paying a little and getting a lot — it can’t be done.” — quote by John Ruskin, an Architectural and Art critic of the Victorian era. Ruskin provides us with thought provoking insight into the risks involved in automatically choosing the cheapest purchase option. The decision to choose the cheapest option often boils down to the understanding of one key word, ‘Value’. An understanding of where and how you are spending your money is vital to making smart investment choices.

The new build market in South Africa has declined in the last number of years. Due to this, the construction Industry, building owners, investors, and many property management companies are exploring the option to refurbish existing structures. This change in thought is proving to be more cost effective as a long-term return on investment.

Many existing buildings suffer from extreme corrosion, poor/lack of maintenance, incorrect installation issues, etc. Factoring this in, along with an ever-changing climate and bizarre weather patterns, unlike we have seen before, results in exposing more and more inadequate roofing systems across South Africa. These issues are resulting in a demand for contract specific roof remedial solutions and in turn these remedial solutions are

demonstrating to the market the feasibility of refurbishment. The importance of maintaining existing buildings effectively is more important now than ever.

It is fair to say that the roof over your head is arguably your most important asset. Whether it protects your machinery, stock, workshop, or more importantly your labour, your roof is essential to the operations of any business.

One problem however, that the roofing industry in South Africa faces, is that there is a distinct lack of structured standards and an overwhelming amount of ‘fly-by-night’, ‘bakkie-brigade’ or ‘pap and lap’ contractors, many of whom offer guarantees that are as improbable as a weigh-less Big Mac.

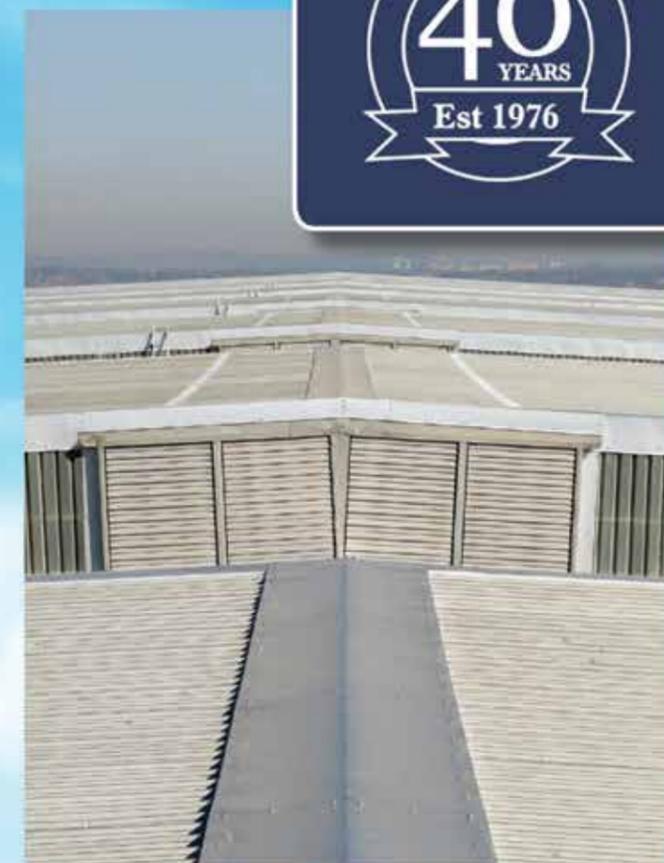
Lalela Logistics, trading as A&I Sheeting, is an Industry leading contractor in the refurbishment of existing factories and warehouses. Established in 1976, the team of Contract Managers have a combined 64 years of experience in the roofing Industry. The company has evolved over the years in order to adjust to the needs of the market. Thanks to a large property company whom requested us to investigate and correct issues on several of their existing buildings we became aware of the dire conditions of existing structures.

After originally focusing on new builds, it began to be abundantly apparent that there was a high demand for a professionally engineered service that would provide clients a turnkey roof remedial system. These clients would include [continued on page 6](#)



Specialising in Industrial Roofing solutions and refurbishments. Replacement and redesign of:

- Industrial box gutters
- Roof sheeting
- Insulation
- Cladding
- Downpipes
- Ventilation
- Waterproofing
- Roof coating
- Light steelwork
- Life line installations
- Asbestos removal





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property owners, landlords, property management companies, Ops managers and maintenance managers. A&I therefore, focused on specialised problem solving, product education and training required to extensively upgrade many old and poorly maintained buildings across South Africa.

We offer the highest quality services in the following technical areas; sheeting, roof overlay systems, insulation, free flow steel box gutters (increased girth, refurbishment, replacement, drainage issues, sloped box gutters, mitigating internal downpipes, etc), wind load solutions, natural lighting and light steelwork (purlin replacement, steel extensions, canopies, etc).

A&I prides itself on specifying the highest quality products to its clients, as well as providing a broad spectrum of knowledge in order to aid clients in making the right choices that suit their needs.

All our staff are trained in-house and many have been under our employment for over 20 years. This along with the guarantees offered provide our clients with peace of mind and comfort regarding quality of work, maintenance, upholding of workmanship as well as emergency call out support in cases of urgency and unforeseen circumstances.

Our primary focus is specialist roofing solutions. This often involves inspecting existing buildings with long standing issues, which have never been resolved. After years of inferior roofing

and waterproofing applications many of our clients are desperate to resolve the problem extensively and holistically with guarantees for years ahead. After spending budgets on small waterproofing works year after year, adjusting the approach to one extensive project with upheld guarantees, as an economy of scale, benefits the client's needs in the long run.

We pride ourselves on keeping our client's needs and demands the foremost priority of our business. Emergency call outs, accommodating sensitive tenants needs around working programmes, budget planning, etc.

Through the course of the year we will be covering several topics in the hope of sharing information about the Industrial Roofing Industry and providing property owners/managers with the need-to-knows of maintaining a healthy roof system. Future articles will cover numerous topics including; corrosion, natural lighting, maintenance, refurbishment benefits of roofs and more.

A&I Sheeting holds excellence and professional service as the core fundamentals of the company. By means of providing photographic reports as well as detailed quotations to our clients which involve professionally engineered solutions, we assist our clients to understand where their investment is best spent in order to secure the longevity of their assets. Through this service as well as safe execution of works with guarantees backed by 43 years in the Industry, A&I Sheeting Erectors will ensure the best 'Value' product and service for your Industrial roofing needs. ■

