

MESSAGE FROM THE MD



Vijay Naik
Managing Director

Welcome to our last issue for 2021, another challenging year for everyone in light of Covid-19 as businesses grapple with the ramifications and new ways of working around the world.

Covid-19 has provided significant lessons for our country. Movement restrictions presented an opportunity for the sustainable growth of our agricultural sector to ensure food security for Botswana. We have seen the growth in demand for horticulture equipment which has led us to open two irrigation branches in Phakalane and Francistown in order to better service and support our customers.

As part of our expansion strategy, we have started packaging operations in Lobatse, manufacturing preform bottles and closures for the bottling industry. The opportunity has been presented by the Botswana government's restrictions on bottled water importations.

Additionally, I am proud to announce that our PVC plant in Potchefstroom, South Africa is now fully operational and has all the necessary standards/certifications for the products being manufactured.

C-PVC plumbing systems are being steadily established as the preferred plumbing system by plumbers and contractors. This system is being used on a number of projects throughout Botswana in residential, industrial, office and commercial buildings. Flo-Tek is also about to roll out C-PVC systems with one of the leading plumbing suppliers in South Africa.

While it is challenging times, I am proud of the dedication of the Flo-Tek team who have continued to stay focused and produced excellent results. We wouldn't be here today without the loyalty of our customers, consultants and stakeholders and we are eternally grateful for your support. Overall, we have seen tremendous growth this year and we look forward to further expansion. From the Flo-Tek family, we wish you a blessed festive season and a prosperous 2022.



NEWS

The Flo-Tek family is honoured to have been selected by Business Botswana, Botswana Investment and Trade Centre and Grant Thornton Botswana for the following awards at the Exporter of the Year Awards 2021:

- Overall Winner of the Year Exporter
- Citizen Owned Exporter of the Year
- Botswana Exporter of the Year to South Africa

We thank all who contributed to our success, especially our employees and customers.



FOCUS



The essentials piping standards checklist

A quick checklist of priorities and standards is always an effective way to start a project, particularly when it comes to choosing piping products. Use FlowGuard's checklist to guide your business towards safer, stronger plumbing installations that meet international standards and protect the end user for longer.

Here's what you need to check:

- Suitability for drinking water
- The pipe's effect on water over time
- The pipe's ability to last
- The pipe's safety performance
- How to prove you're making the right decision

For more on these five points, read FlowGuard's ['The Essentials Piping Standards Checklist'](#) and [listen to the podcast](#).

- Visit www.flotekafrika.com to find out more about the features and benefits of Flo-Tek's FlowGuard C-PVC pipes.
- Download the [Flo-Tek C-PVC Pipes brochure](#).

PHAKALANE BRANCH



Meet the Flo-Tek Phakalane team!

Flo-Tek's irrigation branch in Phakalane is a convenient, easy to access outlet for all your irrigation needs. This is your one-stop-shop for sprinklers, drip irrigation, centre pivots, PVC pipes, HDPE pipes, pop-ups and more.

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The Flo-Tek Pipeline is published by Nova Communications on behalf of Flo-Tek. The opinions expressed in this newsletter are those of the authors and people interviewed and do not necessarily reflect the views of the editor, publisher or Flo-Tek. **Editor:** Baone Ramaselesele. **Managing editor:** Faye-Marie Cloete.

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