

Please complete the survey and return by no later than 24 March 2000!

Please fax to:
The SA Association of Consulting Engineering
Fax: +27(11) 463-7383

Ref No:

SAACE Management Information Survey: December 1999

All questions have to be completed for the six month period from **1 July 1999 to December 1999**, unless stated otherwise.

SECTION A: GENERAL QUESTIONS

1. What is your total number of **employees**?
2. What was the firm's **gross salary** bill for the past 6 months (including directors' fees and monthly partners' drawings)?
 R
3. What was the total value of the firms' **gross income** for the past 6 months?
 R
4. What is the **projected gross income** for the next 6 months (January – June 2000)?
 R
5. What % of your total turnover represents projects jointly undertaken with **affirmable professional service providers (APSP)**?
 %



6. **Please complete the attached table, given below, regarding a further breakdown of employees, by race and gender. *Please note the purpose of this question is to prepare the industry for the pending employment equity plan.***

Table 1: Employment Breakdown




Description	Black		Coloured		Asian		White		Total	
	M	F	M	F	M	F	M	F	M	F
Partners/Directors										
Associates										
Pr.Eng / Pr.Tech.Eng										
Professional Architects										
Professional Quantity Surveyors										
Professional Other										
Graduates										
Other Graduates										
Engineers										
Technologists										
Technicians										
Technical Assistants										
Draughtspersons										
Laboratory / Survey Assistants										
Administration / Support Staff (ie accounting, secretarial, marketing, maintenance)										
Site Staff										
Total (must equate to number of employees given in question 1)										

Grand Total = number of employees →

Table 2: Disabled Personnel (included in Table1)

Description	Black		Coloured		Asian		White		Total	
	M	F	M	F	M	F	M	F	M	F
Disabled Personnel										

7. What **type of work** did your company engage in during the past 6 months? (%)

	Description	% of income
A	Acoustics	%
B	Agriculture	%
C	Architecture	%
D	Building Services	%
E	Chemical	%
F	Civil	%
G	Development	%
H	Dispute Resolution / Expert witness	%
I	Electrical	%
J	Electronic	%
K	Environmental	%
L	Facilities / Maintenance Management 	%
M	Geotechnical	%
N	Industrial	%
O	Information Systems / Technology 	%
P	Land Surveying	%
Q	Marine	%
R	Mechanical	%
S	Mining	%
T	Management Consulting 	%
U	Process Engineering	%
V	Project Management	%
W	Quantity Surveying	%
X	Structural	%
Y	Town Planning	%
Z	Transportation	%
	Total (MUST ADD UP TO 100%)	100%

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8. **Income distribution per province**, during the past 6 months (%)

	Province	% of Income
A	Gauteng	%
B	Kwazulu Natal	%
C	Western Cape	%
D	Eastern Cape	%
E	Northern Cape	%
F	Mpumulanga	%
G	Free State	%
H	Northern Province	%
I	North West	%
J	African countries	%
K	International / Other (excl African countries)	%
	Total (MUST ADD UP TO 100%)	100%

9. **Income distribution per client**, during the past 6 months (%)

	Client	% of Income
A	Central government	%
B	Provincial government	%
C	Local government / Metropolitan council	%
D	Parastatals	%
E	Private sector	%
	Total (MUST ADD UP TO 100%)	100%



10. What percentage of your total gross income during the past 6 months, was derived from **Public-Private Partnerships (PPP)**?

11. Of the total **income derived from PPP's**, please give an indication of the income distribution (%)

A	Advising Public Sector	%
B	Advising Private Sector	%
C	Equity Partner	%
	Total (MUST ADD UP TO 100%)	100%

SECTION B: ECONOMIC CYCLE INDICATORS

12. During July – December 1999, the **tempo** of consulting activity within your firm was: (Mark with X)

Very quiet	Quiet	Satisfactory	Quite busy	Very busy
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13. During January – June 2000, (the next 6 months), the **tempo** of consulting activity within your firm, is expected to be: (Mark with X)

Very quiet	Quiet	Satisfactory	Quite busy	Very busy
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14. During July – December 2000, (the following 6 months), the **tempo** of consulting activity within your firm, is expected to be: (Mark with X)

Very quiet	Quiet	Satisfactory	Quite busy	Very busy
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15. During July – December 1999, **competition** for work was: (Mark with X)

Very low	Low	Keen	Very keen	Fierce
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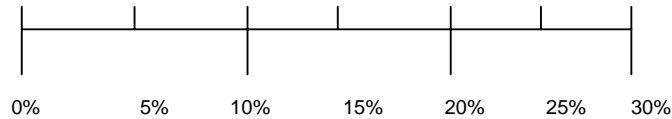
16. During July – December 1999, the developing trend of **profit margins** was:
(Mark with X)

Receding	Static	Improving
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17. During July – December 1999, **profit margins** were: (Mark with X)

Unsatisfactory	Satisfactory	Good	Exceptional
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18. **Profitability as a % of total turnover** over the past 6 months was (incl directors' fees and partners' drawings as costs) (Mark with X)



SECTION C: PRODUCT CYCLE INDICATORS

19. Over the past 6 months, were your **business indicators** receding, static or improving? (Mark with X)

	Indicator	Receding	Static	Improving
A	Enquiries			
B	Pre-feasibility study / Proposal preparation			
C	Preliminary planning			
D	Detailed planning and design			
E	Tender adjudication and appoint contractor			
F	Construction or execution			

SECTION D: HUMAN RESOURCES

20. Do you see **employment figures** changing in the following categories over the next 6 months?

	Type of personnel	Decrease	Static	Increase
A	Engineers			
B	Other technical staff			
C	Support staff			

21. Do you experience problems recruiting the right people? (Mark with X)

	Type of personnel	YES	NO
A	Engineers		
B	Other technical staff		
C	Support staff		
D	Previously disadvantaged engineers		
E	Previously disadvantaged technicians		

22. What was your firms' total expenditure (salaries and direct training cost) on **"IN-HOUSE" training** during the past 6 months?

R

23. What was the total amount, which your firm has committed to **BURSARIES**, during the past 6 months?

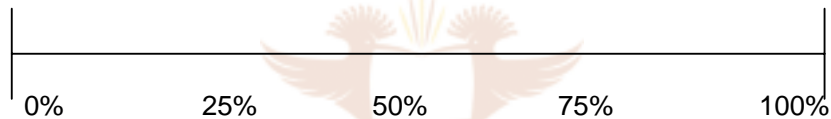
	Recipients	Number	Value
A	Previously disadvantaged students		R
B	Other		R

SECTION E: CAPACITY UTILISATION

24. During the past 6 months, how many **hours, on average, per week** has your company worked? (normal time = 40 hours per week)

Short time (less than 40 hours)	Normal time (40 hours)	5 hours overtime	10 hours overtime	10+ hours overtime (more than 50 hours)

25. **Capacity utilisation** of existing staff during the past 6 months?



26. How will your **capacity utilisation change** over the next 6 months? (Mark with X)

Increase	Static	Decrease
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SECTION F: NON-PAYMENT OF ACCOUNTS BY CLIENTS

27. What is the total **rand value** (*please note: no percentages*) of fees outstanding for work already completed?

Client	Period Outstanding			
	0-30 days	31 – 60 days	61- 90 days	More than 90 days
Central government	R	R	R	R
Provincial government	R	R	R	R
Local government / Metropolitan councils	R	R	R	R
Parastatals	R	R	R	R
Private Sector	R	R	R	R

THANK YOU FOR COMPLETING THE SURVEY!