

Newsletter **SEPTEMBER 2017**

The Cable Manufacturers Association of Nigeria (CAMAN) Visit To SON

The Cable Manufacturers Association of Nigeria (CAMAN) recently paid a courtesy visit to the Director-General of the Standards Organisation of Nigeria, Osita A. Aboloma. The visit afforded the opportunity to strategize on how to reduce/eliminate the importation of fake and adulterated cables into the country. It was agreed that a partnership between the two organization be sustained with actions, timelines and review process to ensure a sustained fight against fake cables.

(Picture below shows the members of CAMAN during their visit to the DG, SON.)



Control Cable

ISO 9001
BUREAU VERITAS
Certification



008

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RECENT RAID ON FAKE CABLES BY SON AND THE COLLABORATION BETWEEN CAMAN AND SON TO REDUCE FAKE CABLES IN NIGERIA

As part of its efforts to rid the market of substandard goods, the Standard organisation of Nigeria (SON) recently seized fake electric cables worth over N8 billion from two warehouses located in Etegbin town, Otto-Awori, Ojo Local Government Area of Lagos State. The organisation's Director of Inspectorate and Compliance, Bede Obayi, who led the raid on the warehouses, disclosed that the importers, who operates at Alaba International Market and currently at large, imported different brands of 'made in Nigeria' cables from China with intent to deceive unsuspecting buyers. He said Nigeria has one of the best, if not the best, cables in the world and wondered why people will want to destroy the brands by faking them. According to him "This importers knows that the focus is now on made in Nigeria goods and that cables made in Nigeria have been recognized globally as the best, so he went to China with names of seven Nigerian cable companies to fake their products. "If these electric cables are used to wire a house and there is a problem of power surge, the cable easily yields and melts because they are mainly made from iron with very low resistance compared to copper. It can even lead to fire outbreak and destroy the whole building."

Obayi noted that apart from the known danger that the fake cables exposed Nigerians to, the companies that had their products faked cannot compete in the market as the imported products will be sold cheaply in the market. In his words: "So the Nigerian companies will have no choice but to reduce their workforce and young Nigerians will be worse off as they will graduate without jobs." Obayi said if caught; the importer will be made to face the wrath of the law as the offence is grievous. Meanwhile, the affected warehouses raided by the agency were sealed and the fake cable confiscated and under investigation. The exercise which would be continuous was aimed at ridding the country of fake and substandard products. "If these electric cables are used to wire a house and there is a problem of power surge, the cable easily yields and melts because they are mainly made from iron with very low resistance compared to copper. It can even lead to fire outbreak and destroy the whole building."

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In a collaborative initiative, the Chief Executives of Cable Manufacturers in Nigeria (CAMAN) has given kudos to the commitment of the Standards Organisation of Nigeria (SON) in providing a level playing field for genuine local manufacture and imports into Nigeria. Speaking under the auspices of CAMAN, the President, Mr. Ifeanyi Uzodike expressed deep appreciation to the SON leadership for its renewed commitment and vigour to the fight against the influx of substandard products into Nigeria.



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Mr. Uzodike who led the Chief Executives of CAMAN member companies to a courtesy visit on the SON Director General, Mr. Osita Aboloma in Lagos, acknowledged the invaluable support of SON to the high quality of made in Nigeria cables through certification, under its Mandatory Conformity Assessment Program. He stated that the recent seizures of imported, cloned made in Nigeria cables by the SON enforcement team was worthy of great commendation. According to him, members of the association owe great gratitude to SON for its guidance in producing cables of the highest quality as attested to worldwide. The CAMAN President however urged SON to look further into the importation of cloned certified made in Nigeria cables, unbranded ones, usually with short measures in the Nigerian market. These according to the CAMAN Chief Executives are hurting Nigerian Consumers, local Cable Manufacturers and the Nation's economy and safety of its people at large. CAMAN in a renewed relationship with SON is poised to make huge contribution strictly for raids and has set up 'Raid Committee' to effectively liaise with SON in the area of raids.

Responding, SON Director General, Osita Aboloma pledged the continued commitment of his organization to the protection of all certified local products through standardisation and quality assurance activities. According to him, SON has put in place several measures to fight the unfair competition by substandard imported cables brought in through false declaration, smuggling and outright faking of certified made in Nigeria cables. These measures he said have been yielding positive results as can be attested to by the recent seizures of large consignments of cloned made in Nigeria cables and other substandard products imported into the country.

The SON Director General disclosed some of the measures as including the robust collaboration with sister regulatory and security agencies and classified treatment of useful information from patriotic stakeholders. Others according to him include prosecution of infractions relating to substandard products distribution under the SON Act No. 14 of 2015 and constant review of strategies by the SON enforcement team. He acknowledged the existing collaboration between SON and CAMAN and called for a constant review to reflect the realities of today, stressing that the challenges of the economy has continued to increase the desperation of unscrupulous importers and distributors of substandard products. Mr. Aboloma challenged CAMAN members to do much more to complement SON efforts in protection of their brands, individually and collectively through continued provision of useful information and logistics support among others.

He promised to look further into the issues of unbranded cables in the Nigerian market as well as at the various entry points into Nigeria.



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Risk-based Thinking

The Panacea for Good Quality Management, Profitability and Customer Satisfaction

Prologue

A business that is always assessing situations that may or may not bring about positive drive in its operations is always going to have a strong customer base because customers will know that their satisfaction is being carefully considered in every action the business takes. By considering risks associated with the organization's operations, the likelihood of achieving stated objectives is improved, output is more consistent and customers can be confident that they will receive the expected product or service.

At the corporate level an organisation is required to understand its peculiar context, determine the risks associated with its internal and external issues, needs and expectations of interested parties within its operating environment, assess and commit adequate resources to manage and control their real or potential outcomes which if not mitigated, could prevent its continued existence, profitability and competitiveness.

Risk and risk-based thinking

A "risk" is the probability of an event arising, combined with the consequence arising as a result of the event. In risk management, the focus is on seeking to identify the possible events before they arise, understanding the possible consequences, and then implementing actions to prevent the negative consequences.

Risk-based thinking is the idea that all the possible effects of an action are kept in mind when deciding which actions will be best for the company. Instead of constantly finding ways to fix a problem after it has occurred, an organization that is always identifying its risks, understanding the consequences of certain actions over others, and analyzing the effects that these consequences will have on the business, has a better chance of recognizing early signs of risk and reducing undesired effects in the future. The behavior becomes less negative as it becomes automatic and the benefits are constantly felt across all areas of quality management. Risk-based thinking makes preventive action automatic and part of the routine.

Risk itself is the possibility of certain outcomes, which may be negative or positive, occurring based on activities or events that an organization pursues. Basically, it is the uncertainty of a result in operational objectives; a positive or negative deviation from what is expected.



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Opportunities in risk-based thinking

The beauty of risk based thinking is that almost every controlled risk has a positive side: identifying opportunities that bring about organisational process improvement and confidence in the quality of product and services.

Risk-based thinking is something we all do automatically and often sub-consciously. For example I'm attending a meeting where I have to cross a major road to get to the venue. If I wish to cross the road I look out for traffic before I begin. I will not step in front of a moving car. Better still, if there's a footbridge (pedestrian crossing) nearby, I use it.

Crossing the road directly gives me an opportunity to reach the other side quickly, but there is an increased risk of injury from moving cars. The only risk in using a footbridge is that I may be delayed. The opportunity in this risk-based thinking of using a footbridge is that there is much less chance of being injured by a car. Over time also a more efficient way of using the footbridge may be developed. I will as well consider the possibility of:

- a. moving the meeting place so that the road does not have to be crossed.
- b. changing the time of the meeting so that the road is crossed when it is quiet.
- c. meeting electronically

The risks and opportunities that an organization identifies are drawn from each company's unique circumstances.

Steps to treat risks.

Not every risk requires a 21-gun salute, but neither does every risk require to be effectively ignored – meaning that the objective is not to overkill or undertreat any risk, but these actions should be appropriate, given the risk severity, likelihood, and potential consequences.

No risk can be 100% eliminated, however, the controls implemented can be such so as to make the possibility of severe risks so unlikely, that effectively they are eliminated

1. Identify the risks with their potential consequences
2. Decide whether to accept, reduce/eliminate, transfer or avoid the risk
3. Plan actions to address the risks
4. Implement the plan
5. Check the effectiveness of the action
6. Monitor on-going risk levels.
7. Take further action to bring about better effectiveness if necessary



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Top management holds the key

Ensuring that top management has a medium for identifying, managing and controlling risks can be a vital step towards risk-based thinking. Equally important is ensuring that all employees at lower levels have a channel where they can feed their opinions upwards for consideration by the management team. When these two processes are in place, the organisation has a “risk-based thinking” process that is presided over by the top management team, which holds all the key strategic knowledge about threats to the business, and is supported by information from all levels – some of which may have previously remained unknown to them.

So, in effect, in place of a one-dimensional preventive action process, which usually was carried out at lower levels and remained there, the organisation now has a risk-based thinking process presided over by the team that has all information available to them from the pinnacle of the company, filtering all the way down to the man at the lowest rung of the ladder.

In summary

Risk-based thinking:

- builds a strong knowledge base
- establishes a proactive culture of improvement
- assures consistency of quality of goods or services
- improves customer confidence and satisfaction in organisations products and services.



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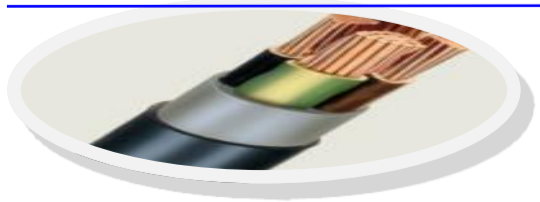
THE ROLE OF HEALTH AND SAFETY IN KABELMETAL NIGERIA PLC

Industrial safety is important as it safeguards human life, especially in high risk areas such as nuclear, aircraft, chemical, oil and gases, and mining industries, where a fatal mistake can be catastrophic. Industrial Safety reduces risks to people, and processes. Process control and safety systems are usually merged. Maintaining a safe and healthy working environment is not only an important human resources issue, it's the law. Whether they're entry-level workers, seasoned veterans, supervisors, or plant managers, the employees need to understand health and safety risks, the steps they need to take to minimize those risks, and common safety standards and compliance procedures.

Kabelmetal Nigeria PLC place it a duty on all its employees by ensuring so far a reasonably practicable, health, safety and welfare at work, visitors are not exempted. Among other provision it has put in place the following:

- 1) Safe operation and maintenance of the working environment, plant and systems
- 2) Maintenance of safe access and egress to the workplace
- 3) Safe use, handling and storage of dangerous substances(if any)
- 4) Adequate training of staff to ensure health and safety
- 5) Adequate welfare provisions for it staff.

Kabelmetal Nigeria PLC has also opened its facility to prospective clients, government agencies (both State and Federal) and Associations for environment and safety audit. Over the years the organisation have participated in Manufacturing Association of Nigeria (MAN) Lagos Ikeja branch annual sectorial and zonal best kept environmental competition; Kabelmetal Nigeria have always come top in the Electrical and Electronic Sector. It emerges best kept and safe environment again in 2017.



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KABELMETAL SAFETY DAY

Nexans companies, subsidiaries and associates world-over celebrated the Group Safety Day on 11th September with the theme Safety by choice, not by chance.

Below are some images from the event as marked in Nigeria.



Think Safe, Act Safe & Be Save (Safety By Choice Not By Chance)



Members of staff of KABELMETAL Nig. Plc in attendance.



The Managing Director of KABELMETAL Nig Plc Mr Robert Kretschmer delivery his speech during the event.



Group photograph of Management staff and the team from Lagos State unit of FRSC



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The team from Lagos State unit of FRSC in attendance and delivered a paper on “Causes and Prevention of Road Traffic Crashes “ (RTC)



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Making Africa Work - Book Launch



Nexans Kabelmetal (our Ghanaian sister company) was privileged to chair the launch of the epochal book **'Making Africa Work'** with joint authorship that includes Nigeria's former President, Chief Olusegun Obasanjo. The book launch was organized by The Brenthurst Foundation, Konrad-Adenauer Stiftung and The Private Enterprise Federation at the Kempinski Hotel in Accra Ghana with H.E. President Akufo-Addo as Special Guest of Honour:

Picture above shows H.E. President Akufo-Addo (President of Ghana) delivering his speech at the event.



Making Africa Work is a handbook for best practices in national governance for the continent. It comes highly recommended.

Contact Us:

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Facebook: <https://www.facebook.com/KabelmetalNigeria/?ref=bookmarks>



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NOCACO NIG. LIMITED

Motorized Community Borehole Solely Sank By NOCACO Limited in Anguwan Makama

The motorized community borehole solely sank by NOCACO Limited in Anguwan Makama community has been officially commissioned on Friday 4th August, 2017.

Invited guests at the occasion included the Sole Administrator Kaduna South Local Govt, District Head of Kakuri, Anguwan Makama community leader, Divisional Police Officer Kakuri Station, NESREA, Kaduna State Environmental Protection Agency (KEPA), Federal Ministry of Environment, Industrial Pollution and Abatement Committee (IPAC), Environmental Consultants, Cable dealers other Traditional leaders to mention but a few.

Media Houses were also invited to capture the event for airing and advert which include AIT, Liberty Radio and Federal Radio Corporation of Nigeria (FRCN)

All guests both present and absent thank the Management and entire Staff of NOCACO Limited for such a life touch project in a community that is in need.

They prayed for the success of the Company and continue to give their support towards its goals and aspirations. The Project was highly appreciated.



Contact Us:

Website: www.kabelmetal-nocaco.com

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Facebook: <https://www.facebook.com/KabelmetalNigeria/?ref=bookmarks>



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NOCACO Long Service Award Ceremony For 2017

Nocaco has consistently been organizing an award ceremony to long serving staff ranging from 10yrs, 15yrs, 20yrs, 25yrs and 35yrs as the case may be.



Group Photograph - 10year awardee



Group Photograph - 15year awardee



Group Photograph - 20year awardee



Group Photograph - 25year awardee

This year's event was combined with Customer forum, which took place at Asaa Pyramid Hotels on the 29th June 2017 and had in attendance the Chairman Board of Directors, the Ag. Managing Director as well a Nexans country Manager Mr. Robert Kretschmer and other top Management Team.

Distributors and Customers from various part of the country were present and awards were given to the 3 (three) best customers of the year.



1st Best Customer after Receiving Award



2nd Best Customer after Receiving Award



3rd Best Customer after Receiving Award

PRESENTATION OF MERIT AWARD BY INDUSTRIAL TRAINING FUND (ITF)

Following Nocaco commitment to Human Resources Development, Nocaco was conferred a merit award as the Best Contributing Employer in Human Resource Development in 2016.



ITF Official presenting a Merit Award to Nocaco GM

MERIT AWARD BY INDUSTRIAL POLLUTION ABATEMENT COMMITTEE (IPAC)

A merit Award was conferred to NOCACO LTD as the Outstanding Company of the year 2017 by Industrial Pollution Abatement Committee (IPAC). The award was evidence of NOCACO's commitment in abatement of pollution within NOCACO's premises and its environs.

