

TO : THE ASSOCIATION OF SOUTH AFRICAN QUANTITY SURVEYORS

**ATTENTION : MR. ROB PEARL; MR. EGON WORTMANN; MR. HOFFIE
CRUYWAGEN**

FAX : 011-3153785

DATE : 5 JANUARY 2009

Dear Sirs

Unfair Tender Practices for Single Practicing Quantity Surveyors

As a fairly long standing member (18+ years) of my Association, I say may Association because I am proud to be associated with and be a member of the ASAQS, I have to unfortunately write this letter anonymously as I cannot afford to include my name as this could effect my employment status for future projects in this democratic country of ours.

I cannot see any hope for a single practicing Quantity Surveyor in this country (especially if he is white) to successfully compete on a tender basis for any Government or Municipal contract. Allow me to explain.

This past year I have personally tendered no less than four times for Quantity Surveying work at one of the major Municipalities in Gauteng. After not being nowhere near the mark the first time round, I pushed up the discount percentage for every subsequent tender until reaching the ridiculous discounted figure of 45% of the QS fee for the 4th tender, only to hear to-day from one of the Evaluation Board Members that in order to stand a chance I have to give more than 50% discount and not to complain because **IF** I am successful, at least I have work!! This person also told me that my 50%+ discount competes against a 10% discount of a BEE tenderer but this also will not be enough as they will in all probability be increasing the BEE point system from this year on, to make it virtually impossible for white only practices to compete at all!

If we say we live in a democratic country where it is supposed to be the right of an individual to choose to stay a small single practicing entity and not to be forced into a situation where you **HAVE** to appoint or form a new partnership with a BEE company, can the above scenario be considered fair? There are well established black owned and run Quantity Surveying Firms that also democratically choose to not have any white staff on board which is there full right, but they are not penalized in any way because of their skin colour

Please don't get me wrong I am not against the upliftment of Previously Disadvantaged Individuals and equal rights and opportunities for all, but this is getting beyond ridiculous! As far as my knowledge is concerned we are the only

country in the world (as far as professional services in the construction industry are concerned) where this kind of tender practice is taking place.

My questions to you are:

1. Is there a future for me in this country as a white member of the ASAQS?
And if so what are my options
2. Do you consider this kind of tender practice to be fair and reasonable? If so could you explain why?
3. What is the ASAQS viewpoint regarding the BEE system and Professional Registered Quantity Surveyors (and other Professional Construction Consultants for that matter)?
4. Do I have to accept this as the modus operandi both now and for the next however many years, be thankful for private sector work, conform or ship out as many professionals in all industries have done and are constantly doing?

All I'm asking for is that I can have the opportunity to tender against ANY firm on a equal basis and then judge my tender on my ability and professionalism and not because I am white and democratically choose to remain a small single practicing firm

I would appreciate the publication of this letter and your response on the ASAQS website.

Kind regards

Anonymous Professional Registered “**Single Practicing**” Quantity Surveyor and “**Proud**” Member of the ASAQS