

## Weir Minerals Africa (Pty) Ltd

PO Box 17872, Randhart 1457 Tel: +27 (0)11 617 0700  
5 Clarke Street South, Alrode Fax: +27 (0)11 617 0791  
Alberton  
South Africa www.weirminerals.com

Excellent  
Minerals  
Solutions



24 April 2012

Dear Supplier,

### Electronic order distribution via M2North

As a result of excessive Purchase orders not reaching suppliers on time and discrepancies regarding order confirmations (price and delivery), Weir Minerals Africa (WMA) have decided to outsource the order delivery process to M2North to deliver purchase orders electronically to our suppliers. This communication serves to inform you of the mutual benefits and requirements of this service.

The absence of clear, mutually agreed upon Purchase orders has a severe impact on both our Businesses in terms of:

- Improved cash flow
- On time payments
- Consistent production output as a result of OTD
- Elimination of order queries
- Improve customer relationships
- Reduced cost of communication
- Reduced administration costs
- Mutual protection against possible future claims and liabilities

The M2North system will allow you as the supplier to confirm or reject WMA's purchase orders as a whole or per line item.

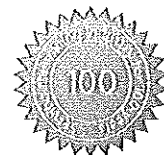
- The confirm option serves to notify WMA that All the conditions (price, quantity, specifications, delivery date, etc.) are agreed upon and WMA does not have to source an alternative supplier for the product / service.
- The reject option allows proposed changes to the delivery date/s, price query resolutions and specification clarifications.

### Advantages

Your electronic response automatically populates WMA's BaaN system in real-time which significantly reduces the time, effort and costs involved on both parties' side to resolve queries.

- Elimination of lost transactions / Purchase orders
- Increased transaction speed and efficiency
- Elimination of inefficiencies associated with paper based technology
- Compilation of statistical data

**WARMAN<sup>®</sup>**  
Centrifugal Slurry Pumps  
**ENVIROTECH<sup>®</sup>**  
Centrifugal Slurry Pumps  
**GEHO<sup>™</sup>**  
PD Slurry Pumps  
**LINATEX<sup>®</sup>**  
Rubber Products  
**VULCO<sup>®</sup>**  
Wear Resistant Linings  
**CAVEX<sup>®</sup>**  
Hydrocyclones  
**FLOWAY<sup>®</sup>**  
**PUMPS**  
Vertical Turbine Pumps  
**ISOGATE<sup>®</sup>**  
Slurry Valves  
**MULTIFLO<sup>®</sup>**  
Mine Dewatering Pumps  
**LEWIS<sup>®</sup> PUMPS**  
Vertical Chemical Pumps  
**WEIR MINERALS**  
**RENTALS**



Directors:  
D.W. Athey  
J. De Lange  
G.A. Dyer  
R.A. Fawcett  
N.G.A. Voller  
W.M. van Vliet

Registered in South Africa  
Reg. No. 1960/002397/07

Registered Office:  
5 Clarke Street South, Alrode  
Alberton, South Africa

- Payments are made on time – no price queries after receipt of invoices and statements
- Deliveries are made on time
- We can measure and monitor Supplier performance more accurately

#### **Additional information on M2North website**

More details can be viewed in M2North's website at [www.m2north.co.za](http://www.m2north.co.za)  
On the website, you will find a comprehensive list of Corporations utilizing M2North's services and should you provide any goods or services to any of these Corporations, the benefits of M2North's services will automatically extend to these Corporations upon registration with M2North.

#### **Requirements and the way forward**

As a valued Supplier and long term partner in our relationship, we require your company to join us in this process.

If your company already subscribes to M2North's services, we require you to confirm all your contact details with M2North.

If your company has not subscribed yet, we would request that you do so in order to receive your Purchase orders from WMA.

WMA will be utilizing the Purchase order transmittal process via M2North to its full extent from 1 June 2012.

Training for this system will be provided in one hour sessions over the next couple of weeks on the premises of WMA.

A once-off registration fee of R1,000 (excl VAT) will be payable (if you are not already registered with M2North). A monthly subscription fee of R500 (excl VAT) will also be charged.

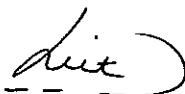
A representative from M2North will be contacting you in the next 14 days to confirm the contact details of your sales department.

Should you have any concerns or if M2North doesn't contact you in the next 14 days, please feel free to contact Wimpie Viljoen, or your designated WMA Buyer.

Yours sincerely



W.J Viljoen  
Purchasing Manager



Wim van Vliet  
Supply Chain Director