

## **Advisory for Indian Small and Medium Enterprises (SMEs) doing/interested in doing business with South African companies**

The information contained in this advisory is meant to serve as broad guidance that could be observed by Indian companies as safeguard against possibility of any trade disputes. It does not substitute, in any way, the Company's own actions or responsibilities in this regard. Following list of DOs and DON'Ts are suggested for the benefit of Indian companies interested in doing business with South African companies.

### **DOs**

- i. Indian companies are advised to check the credibility of the South African Company before initiating a trade transaction. Representatives of Department of Trade, Industry and Competition, Govt of South Africa are based at High Commission of South Africa in Delhi, and Consulate General of South Africa in Mumbai and their details are available at <http://www.thedtic.gov.za/foreign-economic-representatives/>. Indian companies can approach them to make enquiries and to verify the details and credibility of South African companies before making a business decision or a monetary transaction. Many a times complaints are also registered online against fraud companies by other affected parties;
- ii. Before signing a contract, obtain a copy of the Certificate of Registration of the South African importer/exporter with 'Companies and Intellectual Property Commission', verify the same on their website, <https://www.bizportal.gov.za/> . Please ensure that the certificate is not edited to insert details of the fraudulent;
- iii. Indian companies should insist on the copies of the passport/national identity card issued by South African Government, of the representatives of the South African company with whom the Indian Company is interacting. This would help to track down the defaulting South African Party in case they go absconding; if in doubt, ask the Mission to do verification of the individual/s;
- iv. Site visits may be considered for large transactions. Take photos of the company and the factory during such visit; Check whether products are produced by the company and whether the packages belong to the target company; Ask your freight agent to verify the supplier's business through their local partner and seek their opinion on the business's legitimacy.
- v. Payment with Letter of Credit (L/C) is recommended, especially when the contract object is of a high value; alternatively, both the parties should operate through 'Bank guarantee' route. There have been instances where the importer had delayed payment due on shipping of goods under the pretext of delayed banking procedure for transfer such that the consignment reached the South African Port even as due payment was not made by the importer. Such situation can lead to demurrage and detention charges which would be at the behest of the exporter and hence the need of relying on LC, as a standard template.
- vi. Contracts entered with South African companies need to have arbitration clause and proof of existence (company registration document). In case of imports, the Indian company in consultation with the South African company could include a clause in the contract which provides for release of LC only after verification of quality and quantity of goods by an internationally accredited inspection agency at destination port;

- vii. Quality / Quantity of any product to be imported from South Africa to be physically certified by the Indian company either by visiting South Africa or by appointing an agency.
- viii. Physical inspection of the goods to be carried out by the importing company at the point of loading in South Africa would act as an added safeguard;
- ix. Exporters or importers for a particular commodity or service can also be accessed by sending trade queries to the High Commission of India, Pretoria and the Consulate General of India in Johannesburg, Capetown and Durban.
- x. Check the e-mail id of the dealing foreign company, whether South Africa-based or third county-based, every time a correspondence is made. For fund transfer, Indian Company must ensure that its bank account is properly communicated to the foreign company through different modes of communications (fax, courier) and not through e-mail only. SMS could provide additional check; See that the email is the legitimate company e-mail. Beware of Gmail addresses; Check whether the seller is registered with the correct phone number and physical address in their telephone directory or local directory assistance service.
- xi. For export of any product from India, the Indian exporter must ensure that all the procedural formalities as per South African rules and regulations are carried out. If any Pre-Shipment Inspection (PSI) is required to be carried out by any South African Government-authorized agency and the relevant certificate needs to be submitted for clearance of the cargo at any South African port that must be obtained before the vessel leaves Indian port. Otherwise the shipment may get stuck at the South African port and the Indian exporter may accumulate demurrage.
- xii. Check the list of South African Companies involved in trade disputes or frauds with Indian companies which is attached herewith as Annexure.

#### **DON'Ts**

- i. Transacting with any company from a B2B platform would require additional safeguards. Some B2B sites offer products at unrealistically lower rates which act as an attraction. These websites could be avoided unless one has clearly identified the owners and other relevant details of such websites.
- ii. Advance payment through bank transfer may be discouraged; unless the credibility of the supplier is proved beyond reasonable doubt. Aim to never transfer money directly into a seller's account unless you have an established relationship with them or otherwise trust the seller. Rather choose a more secure payment option.
- iii. Never trust email / Whatsapp communications while confirming bank details. Always supplement it with communication through fax/courier; look at the company name and account name, this should be the same.
- iv. Do not release balance payment if not satisfied with the quality and quantity of the product. Letter of Credit should be opened with the provision of honoring it on inspection of inbound cargo at the Indian port and not on placement of Bill of Lading only. If B/L placement is the norm, presence of a Company representative from South African Company may be insisted upon at the time of inspection of the cargo at the Indian port, especially, if the bulk or value of the consignment is large.
- v. Be cautious when the seller asks for additional payments are due for shipping / demurrage, do not pay for such;

vi. Do not rush into an agreement with anyone;

vii. Whatsapp is the most commonly used mode of communication by the fraudsters. This mode of communication should be avoided for business purposes. South African companies generally do not use Whatsapp for business communication.

viii. Avoid communicating on free email ids like gmail, hotmail, yahoo etc. All reputed companies have e-mail addresses of their employees on company domains. Always interact on domain email addresses .

**[DISCLAIMER:** The above information is only suggestive in nature and High Commission of India shall not be deemed responsible for any legal disputes arising out of it.]

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**List of South African companies with suspected / fraudulent credentials and involved in frauds / disputes with Indian companies**

**SMITHSA GROUP PTY LTD**

Address: 19 Voobaai Cres, voorbaai, Mossel Bay,  
6500, Western Cape, Republic of South Africa.  
Company Registration Number: 2018/398942/07  
Contact number: +27 679234020.  
Contact Person: Mr. Thomas Elliot.  
E-Mail: [info.simthsagroup@gmail.com](mailto:info.simthsagroup@gmail.com)

**Javema Import Export Pty Ltd**

8 Brigid RD Elfindale Capetown , 7945 South Africa  
Contact number: +27-630629685  
E-Mail: [javemaimportexportgptyltd@gmail.com](mailto:javemaimportexportgptyltd@gmail.com)

**GREEN COMFORT AGRICULTURAL PROJECTS PTY LTD**

<http://gc-ap.co.za/aboutus.html>  
Contact number :+27 6321566-638 / +27631404139.  
Email- [greencomfortpaperdi@gmail.com](mailto:greencomfortpaperdi@gmail.com)

**Pagelo**

Contact person: Didier Laimpa  
Sales Manager  
<https://web.facebook.com/Didierlaimpa>  
Contact number: +276 3191 7514  
E-Mail: [sales@pageglo.com](mailto:sales@pageglo.com) / [pagegloltd@gmail.com](mailto:pagegloltd@gmail.com)  
[www.pageglo.com](http://www.pageglo.com)

**PAGE GLOBAL (PTY) LTD**

21 Sellick Street, Cannon Hill, Uitenhage, Port Elizabeth  
Eastern Cape, 6229, South Africa

**SMITHBANKS INVESTMENT PTY LTD**

Contact persons: SMITH TEMBENG NDI, / LUNGELWA PORITIA MHLEKWA,  
Herald street, Gasfontein Pretoria East Gauteng, - 0186  
E-mail: [mhlekwallengelwams@gmail.com](mailto:mhlekwallengelwams@gmail.com)  
Mr. Achimas Carlson  
Block 21A, 373 Milner Street, Waterkloof, Pretoria , 0145  
Contact number: +27764846260  
Mr. Abah Lawrence  
Contact number: +27 815226415  
E-mail: [smithbanksinvestment@gmail.com](mailto:smithbanksinvestment@gmail.com)

**AFRICAN EXPORTERS AND IMPORTERS (AFREXPIMP) PTY LTD**

58 FIELD STREET, DURBAN, 4001, REPUBLIC OF SOUTH AFRICA.  
HEAD OFFICE AND ADMINISTRATIVE OFFICE  
199 WIT STREET, PORT NOLLOTH, 8280, REPUBLIC OF SOUTH AFRICA.  
Contact number: +27 78357 6582  
E-mail: [africanexportersimporters@hotmail.com](mailto:africanexportersimporters@hotmail.com) / [sales@africanexportersimporters.co.za](mailto:sales@africanexportersimporters.co.za) /

[info@africanexportersimporters.co.za](mailto:info@africanexportersimporters.co.za)  
[www.africanexportersimporters.co.za](http://www.africanexportersimporters.co.za)

**MAHALA GLOBAL PAPERS (PTY) LTD**

NO: 24 NICOLYNE AVENUE, RUITERHOF, RANDBURG, GAUTENG 2194  
REPUBLIC OF SOUTH AFRICA  
Contact number: +27676428617  
E-mail: [sales@mahalaglobalpapers.co.za](mailto:sales@mahalaglobalpapers.co.za) / [mahalaglobalpapers@gmail.com](mailto:mahalaglobalpapers@gmail.com)

**DASS COMMUNICATION AND PROJECTS CC**

Corner Simonds and Marshall Streets, Johannesburg 2001, South Africa  
Contact number: +27717397788  
Fax : + 27832591110  
Commercial Manager: Mr FRANKLIN MASUMBE

**Mega Group Holdings**

2nd Floor, 476 King's Hwy Lynnwood Pretoria, 0081, South Africa.  
Contact number: +27 814 107 778  
Email: [sales@megagroupholdings.com](mailto:sales@megagroupholdings.com)  
[www.megagroupholdings.com](http://www.megagroupholdings.com)  
Contact person: Mrs. Yasmine Jones

**Malawana Holdings Internaitonal (Pty) Ltd**

15 3<sup>rd</sup> Street  
Melville  
Johannesburg, South Africa  
Contact number: +27 11 036 3082  
[www.malawanatradinginternational.com](http://www.malawanatradinginternational.com)  
Email: [sales@malawanatradinginternational.com](mailto:sales@malawanatradinginternational.com)  
Contact person: Selby Ndyebo

**Bocom Group Enterprise**

11 Abattoir street, Maleberry, Western Cape, 7300, South Africa  
Telephone(+27) (0) 73-031-5267  
[www.bocomgroupenterprise.co.za](http://www.bocomgroupenterprise.co.za)

**GLO Import & Export (Pty) Ltd**

252 Koos Dela Ray Street  
Pretoria, South Africa  
Contact person: Mr. Glen Malvin  
Contact number: +27 78 834 2104

**FOREVER READY TRADING PTY LTD**

Address: 2 Voorloper Crescent Mossdustria Mossel Bay 6510 Western Cape South Africa  
Contact number: +27 21 813 6024 | Cell: +27 68 155 0220  
[www.foreverreadytrading.com](http://www.foreverreadytrading.com)  
Email: [sales@foreverreadytrading.com](mailto:sales@foreverreadytrading.com)  
[foreverreadytradingptyltd@gmail.com](mailto:foreverreadytradingptyltd@gmail.com)

**Garth Holding Pty Ltd**

Address: 1st Ave Wesdene, Johannesburg Gauteng 2092-South Africa  
Telephone:(+27)833153804 , Fax:(+27)833153808  
Contact person: Gavin Grayson (Sales Manager)

Email [sales@garthholdings.com](mailto:sales@garthholdings.com)

**BH HOLDING (PTY) LTD**

Contact numbers: +27 67 238 5914 / +27 67 238 5914

Contact person: Dave Harrison

Email: [harrison@bhhptyltd.co.za](mailto:harrison@bhhptyltd.co.za)

[www.bhhptyltd.co.za](http://www.bhhptyltd.co.za)

Address: 98 Intersite Ave, Umgeni Business Park, Durban, 4001. South Africa

**PAGE GLOBAL (PTY) LTD**

21 Sellick Street, Cannon Hill, Uitenhage, Port Elizabeth, Eastern Cape, 6229. South Africa

Contact person: Didier Laimpa | Sales Manager

<https://web.facebook.com/Didierlaimpa>

Contact number: +276 3191 7514

Email: [sales@pageglo.com](mailto:sales@pageglo.com) / [pagegloltd@gmail.com](mailto:pagegloltd@gmail.com)

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**Valet BPH Enterprise Pty Ltd**

Contact person: Mr. Hlompo Monyane

Contact Number: +27792497785

**Alcatras Pty Ltd**

Montague Park Business Estate,Plattekloof Rd, Montague Gardens, Cape Town, 7441

Tel: +27633334438

Contact person: Mr. Raymond

**KWEZI & DHARMA EXPORTERS**

Address: Cochrane Avenue, Epping Industria 1 Epping, Cape Town , Western Cape,7460.

[www.kwezidharmaexporters.com](http://www.kwezidharmaexporters.com)

email: [info@kwezidharmaexporters.com](mailto:info@kwezidharmaexporters.com)

**EPLAN COMMERCIAL (PTY) LTD**

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Tel:+27(0)789148900

E-mail : [info@eplancommercial.co.za](mailto:info@eplancommercial.co.za) / [info.eplan1@gmail.com](mailto:info.eplan1@gmail.com)

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Managing Director : BOLELANG TIMOTHY

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Contact person: Mr. Jones

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email: [emacoplctrading@gmail.com](mailto:emacoplctrading@gmail.com)

**HANSKI COMPANY PTY LTD**

23 Greenway Ridge, Florin Road 1745 Johannesburg, Gauteng SA ,

10 ALOE STREET, FORT GALE, EASTERN CAPE, SOUTH AFRICA

Tel: + 27832295726

Contact person: Mr. Sunil / Mr. Ikov Viktor Sales Manager

email: [hanskicompanypty@gmail.com](mailto:hanskicompanypty@gmail.com)

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Tel:+27110274410 / +27784464618

Email: [exports@jandsharpholding.com](mailto:exports@jandsharpholding.com)

[www.jandsharpholdings.net](http://www.jandsharpholdings.net)

**Final Point Commodities (PTY) Ltd**

290, Koewi Clote Street, Springbok 8490

Mr. Charles Swift

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E mail: [Finalpointcommodities@gmail.com](mailto:Finalpointcommodities@gmail.com) / [info@finalpointcommodities.co.za](mailto:info@finalpointcommodities.co.za)

Tel: +27 781128161, +27 75 296 3871

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Email: [globalventureg@gmail.com](mailto:globalventureg@gmail.com)

**GSC CAM COMPANY LTD**

729 Eastbank Avenue, Eastbank, Alexandra

Tel: +27 61 4412503

Email: [globalservices018@gmail.com](mailto:globalservices018@gmail.com)

**HBK WHOLESALERS PTY LTD**

Email id: [hbkwholesalersptytld@gmail.com](mailto:hbkwholesalersptytld@gmail.com)

Contact number: +27 60 445 9190 , +27 81 001 1741

**JJC Paper Supplies**

30 BRIDGE RD, BISHOP LAVIS, CAPE TOWN

Tel: +27 655838122

Email: [jjc.papersupplies@gmail.com](mailto:jjc.papersupplies@gmail.com)

[www.jjcpapersupplies.co.za](http://www.jjcpapersupplies.co.za)

Contact: Mr. Johan Isaac

**INTERCONTINENTAL SALES PTY LTD**

4 Federale Mynbou street, Kuruman , Northern Cape Province, South Africa

Tel: + 2763 886 3990

**PLAN MULTIPLE COMMODITIES PTY LTD**

55 Scott street, Upington, Northern Cape Province, South Africa

Tel: + 2778 637 4415

**Amarachi Paper Distributors**

51 High Street 31 Trentbridge, Berea North

Contact Person: Richard Muvirimi

[www.amarachicopypapers.com](http://www.amarachicopypapers.com)

[www.amarachicopypapers.co.za](http://www.amarachicopypapers.co.za)

Tel: +27848840255

Email: [sales@amarachicopypapers.com](mailto:sales@amarachicopypapers.com)

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7 SAFFIER CRESCENT, TAMSUI INDUSTRIA, GEORGE, EASTERN CAPE, 6529.

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Email: [alphamegasupply@gmail.com](mailto:alphamegasupply@gmail.com) / [sales@alphamegasupplygroup.co.za](mailto:sales@alphamegasupplygroup.co.za)  
[www.alphamegasupplygroup.co.za](http://www.alphamegasupplygroup.co.za)

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21 Coronation Road, Sandhurst, Johannesburg 2070  
Tel: +27 781 658 609 / +27 760 572 000,  
Email: [be2zebragroup@gmail.com](mailto:be2zebragroup@gmail.com)

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Email: [sales@buzzholdings.com](mailto:sales@buzzholdings.com)  
Tel: +27 781 630 306 / +27 635 223308

**Champion Distributors Pty Ltd**

No. 1/3 Frans Ventures Street Cnr of Eitemal Street, Florida Ext1, 1709, Johannesburg  
Contact: Mr. Ahlum Saib & Mr. Roy Sheldon.

**Dacoasta Verity**

Mr. Henry Govender  
23 Wellinton Road, Parktown, Johannesburg  
Tel: +27 71 547 9912 / +27 633 011 602  
Email: [dacoastatrading@gmail.com](mailto:dacoastatrading@gmail.com) / [firstfirmtrading@gmail.com](mailto:firstfirmtrading@gmail.com)  
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[www.euprotrading.com](http://www.euprotrading.com)

**Gaolatlhe Trading Enterprise**

7 Maraisburg road, Roodepoort, Johannesburg, 1709  
Pagelons Enterprise, 167 Main Road, Newlands, Randburg, 2092  
Email: [cecile@gaolatlhetradingent.co.za](mailto:cecile@gaolatlhetradingent.co.za) / [gaolatlhetrading@gmail.com](mailto:gaolatlhetrading@gmail.com) [billing@gaolatlhetradingent.co.za](mailto:billing@gaolatlhetradingent.co.za)

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Tel: +27 (63) 567-8971 / +27 (63) 567-8971  
Email: [sales@ghmssa.com](mailto:sales@ghmssa.com) / [info@ghmssa.com](mailto:info@ghmssa.com)

**Great B2B Trading Company**

80 Rivonia Boulevard, Edenburg, Sandton, Gauteng, 2128



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#### **H to H Investment**

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#### **Herbal Health Point**

Benmore Gardens, Grayston Drive & Benmore Road, Johannesburg, 2196  
[www.herbalhealthpoint.com](http://www.herbalhealthpoint.com)  
Email: [purchase@herbalhealthpoint.com](mailto:purchase@herbalhealthpoint.com) / [info@herbalhealthpoint.com](mailto:info@herbalhealthpoint.com)  
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#### **Kashyap Ink Trading**

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Email: [barun@kashyap.co.za](mailto:barun@kashyap.co.za) / [Info@kashyap.co.za](mailto:Info@kashyap.co.za)

#### **Krweza Global Solutions Pty Ltd**

##### **Mokolo Trading Pty Ltd**

Mr. Richard Van  
28 Main Street, Southgate, Johannesburg

#### **Leapfrog Market Agency (Pty) Ltd**

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Tel: +27 63 430 7301

#### **Lechoba Medical Technologies (Pty) Ltd**

62 Metropolitan Street, Highveld Extension 47, Centurion, 0157, Gauteng

#### **Mcallister Travel Agency**

Ms. Ofiwang Favourite Sepotokele, 342 A Kubu street, Zone 3, Meadowlands, Soweto, 1852  
Email: [omphile380@gmail.com](mailto:omphile380@gmail.com) / [ofiwang@mcallister-travel.co.za](mailto:ofiwang@mcallister-travel.co.za) / [accounts@mcallister-travel.co.za](mailto:accounts@mcallister-travel.co.za) / [ofiwangs@live.com](mailto:ofiwangs@live.com)  
Tel: +27 83 7373 165 / +27 11 074 7429 / +27 81 0434 607

#### **MSA Group Fruits & Agricultural Products**

35 Biccard Street, Braamfontein, Johannesburg  
Email: [msagrouppptyltd2018@gmail.com](mailto:msagrouppptyltd2018@gmail.com) / [contact@msagrouppptyltd.com](mailto:contact@msagrouppptyltd.com)  
Tel: +27 65 681 6760 / +27 11 039 5756

#### **NJ Distributors (Pty) Ltd**

Mr. Samuel Solomon  
21 Jones Road, Jet Park, Boksburg, Gauteng, 1459  
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Tel: +27 780 645 840.

**Nuts & Grains Africa Trading**

No. 4 Constantia Kloof , Ext 28, Johannesburg, 2000, 50 Constantia Boulevard, Qadrum Office Park Ground Floor Building  
Tel: +27 11 072 3252 / +27 780 016 413  
Mr. Charles Kalala Export Director / Mr. William Thabo

**Premier Trading CC**

Mr. Ian Milne & Mr. Dave Edwards.

**Samtass Hardware Distributors CC**

Mr. Ahmed Fyzoo  
14 Jacaranda Street, Unit 16 Dirk Smit Industries Park, Hennopark, Centurion  
Tel: +27 12 653 7668, +27 82 873 9670  
Email: [samtass@vodamail.co.za](mailto:samtass@vodamail.co.za)

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Email: [sales@taaccessmedical.com](mailto:sales@taaccessmedical.com) / [taaccesstrading.ptyltd@gmail.com](mailto:taaccesstrading.ptyltd@gmail.com)

**Templeton & Qzack**

Mr. Abdullah Paruk  
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Tel: +27 17 678 821, +27 73 178 6071

**TKC Investment Services Pty Ltd**

93 Juta Street, Braamfontein, Johannesburg, Gauteng, 2001,  
Tel: +27 78 830 3572  
Email: [sales@tkcinvestmentservices.co.za](mailto:sales@tkcinvestmentservices.co.za)  
Mr. Mark Right (Sales Manager)

**Toldos International Trade**

Mr. Moses Heeden  
171 Sadie Road, Roodepoort, Johannesburg, Gauteng  
Tel: +27 748 470 802  
Email: [infotoldostntrade@gmail.com](mailto:infotoldostntrade@gmail.com) / [sales@toldosintrade.com](mailto:sales@toldosintrade.com)  
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Email: [safcodrc@gmail.com](mailto:safcodrc@gmail.com)

**HAYCA GROUPS TRADINGS**

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NORTHERN CAPE, 8301  
Contact person: Mr. Steven Raymond van Wyk  
Tel: + 27 71 724 9043  
email: [haycagroups.tradeltd@gmail.com](mailto:haycagroups.tradeltd@gmail.com)

**ITHUBA CREDIT CORPORATION**

Contact person: Mr. JEAN BAPTISTE BILALA

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WESTERN CAPE, 8000

**ITHUBA PROPERTY INVESTMENT**

Address:34 D FARMERS FOLLY, LYNNWOOD, PRETORIA, GAUTENG, 0081

Mr.JEAN BAPTISTE BILALA

Contact numbers: +1 6145922418 / Whatsapp+1 3309341380