



AFRICA QS VOICE

AFRICA ASSOCIATION OF QUANTITY SURVEYORS NEWSLETTER

CONSTRUCTION ECONOMICS: INDUSTRY CHANGES & MORE IN AFRICA



INSIDE THIS ISSUE

From the Editor	1
Abuzz with Activity in Windhoek, Namibia March 2023	2
Emerging Project Procurement Trends in Africa	4
An Experts Economy View For Africa	6
Snippets of Construction Finance	7
AAQS Brochure 2023	10
Practice Members 2023	16
Country Members of AAQS	18

FROM THE EDITOR

Dear Reader,

A Greek philosopher observed that the only constant in life is change. And the construction industry has not been spared. From technology effects to financial constraints to economic response, this industry is one that has been mutating every day.

In this issue, you will confirm these changes from the AAQS President's thoughts on Emerging Trends Procurement in Africa.

But more exciting is to peruse through the buzz of activities during the EXCO meeting in Namibia.

Enjoy your read!

QS Jennifer, Kenya
Editor.

ABUZZ WITH ACTIVITY IN WINDHOEK, NAMIBIA MARCH 2023



On Wednesday, 1st of March the day started with a hearty breakfast with stakeholders of the government sector, followed by an interview by Mr Gary Stroebel of Future Media News for the Business Report on NOVA FM where Mr Femi Onashile and Mr Tertius Myburgh stated the importance of quantity surveyors in the building industry.

Next on the agenda was the AAQS Exco-Council Meeting held at the Windhoek Country Club & Resort, where important council matters, strategies and related issues were discussed. The meeting continued through the morning, breaking for lunch and a group photo was taken before resuming the meeting. The meeting continued until late afternoon.

The following day, 2nd of March, had a remarkably busy day scheduled. First, there was a courtesy visit to the Vice-President of Namibia, His Excellency Hon. Nangolo Mbumba. While the group was at the State House, the AAQS and INQS joint seminar kicked off at the Windhoek Golf Club with eighty attendees which were architects, people from the banking sector, engineers and quantity surveyors. Vice-President of the INQS Mr. Frikkie van Greunen made the welcoming and introductory remarks, and the



official opening of the seminar was made by Hon. John Mutorwa, Minister of Works and Transport.

The seminar covered various topics including the benefits of quantity surveyors as qualified procurement experts, green hydrogen opportunities for the built environment, an overview of the Namibian economy and opportunities for the construction industry, mining sector case studies, strategic positioning of the QS profession within the national economy, cross-border trade in services, exploring risk management industry best practices for quantity surveyors and collaboration, a sine



qua non for quantity surveyors in Africa in the 21st century. The speakers included industry experts and professionals, such as the presidents and past presidents of ASAQS, AAQS and INQS respectively, and the Executive Director of Investment & New Ventures at NIPDB.

After a full day of learning and networking, the day ended at the Windhoek Golf Club lapa area with a very relaxed and enjoyed social function with forty guests and members.

The final day of events, 3rd of March started with a press conference with media that covered the growth of the National Economy - Construction and infrastructure developments the best viable option - Quantity Surveyors playing a vital role. The panel was Mr Tertius Myburgh, president INQS, Mr Femi

Onashile, president AAQS, Mr David Gaito, immediate past president AAQS, Mr Joseph Ajanlekoko, chairperson of the Conduct and Ethics Board AAQS, Mr Matthew Ngulube, member of the AAQS. Five media houses attended, and the live stream is available on the INQS Facebook page.

Later the afternoon, the INQS Annual General Meeting registrations were open followed by welcoming remarks, formalities and introductions by Mr Tertius Myburgh, INQS president. A note from the AAQS President, Mr Femi Onashile, and a note from the ASAQS President, Mr Newton Baloyi were given to the members. The Annual General Meeting formalities of the Institute then took place, followed by snacks and drinks at the bar, and the meeting was adjourned by 5 o'clock.

The events of Wednesday, through to Friday, was an enormous success and highlighted the importance of collaboration, networking and sharing ideas within the quantity surveying profession. The three days were highly informative with new insights and valuable knowledge. Attendees had the opportunity to gain experience from industry professionals, discuss important matters related to the profession, and connect with colleagues from across the industry in Africa.

As an institution, growing in opportunities like these reflect in being more vibrant and making a difference in quantity surveying of the future. We truly look forward to the next occasion.

EMERGING PROJECT PROCUREMENT TRENDS IN AFRICA



Africa is the world's second-largest and second-most populous continent, after Asia in both aspects, yet it is the least developed in terms of the environment and living standards. Its under-development makes Africa the continent with highest opportunities for growth and for exploitation for wealth. It is now commonly said that Africa is the future.

Compared to other continents such as North America, Europe, Asia, which are already fully developed (North America and Europe) or fast developing (Asia), Africa has a huge potential and is now prime for large scale developments that can be exploited for monumental wealths for those that will undertake such needed developments.

Africa requires and indeed has the capacity to take in large scale developments that could improve the living standards in the continent. Such developments are Infrastructure developments (such as access to drinking water, sanitation and Energy), Transportation developments (involving Sea, Air and Road modes of transportation), Healthcare developments (including Research and Teaching hospitals, Diseases Control centres, Foods and Drugs Administration, Medical Diagnostic Centres), Mass Housing Schemes, Urban and Regional development layouts etc.

Hitherto, Governments at both national and sub-national levels had championed the cause for procuring the needed developments and had done so under government directions and control.





However, with the ever dwindling financial resources available to governments, the cause of procuring development projects is fast shifting to the private sector and especially to those ones backed by mega international funders. Investors now decide or prioritize which development projects they want to undertake at any point in time.

Apart from the vulnerability of leaving desperately required development projects unto the hands of the private sector, led by international investors with ultimately different primary motives (i.e exploitation for wealths), the execution of such developments are also often undertaken with minimal or no involvement of the local technical professionals. Of course, this action is intentional in other to obfuscate the project's programme and it's financial accounting. A lot of these are evident in virtually all African countries with Chinese delivery of developments.

Beyond the Chinese, there are other vast development projects / programmes by other international private investors in Africa under the PPP arrangements i.e Public Private Partnership projects delivery. These kinds of projects are pursued and delivered through different levels of concession agreements ranging from "affirmage" to Design, build, operate and transfer (DBOT) or Design, build, operate and own (DBOO) which is the extreme. Technical designs solutions are not the bane for the development

rather it is "Financial Models" that are reviewed and agreed upon. Invariably, the contract documents for such development projects may end up just being a few pages of paper with clauses of agreement only without any drawing, or Bills of Quantities !

The execution of these cases of developments are very different from the common traditional standards known to our construction industry in Africa, where designers are first appointed to design / conceptualize the project, then the designs are costed before the eventual appointment of the contractor.

So this is a clarion call to all the professionals in the construction industry throughout Africa, especially the Quantity Surveyors, to be aware, to deepen their knowledge and to be well prepared to effectively participate in the very large scale development projects/ programmes that will transform the continent and to also be adequately equipped to adopt or rightly fit-in into the emerging procurement trends some of which are already identified above.

Wishing you a happy reading of this latest edition of our Newsletter.

Obafemi Oluwale Onashile
FNIQS, FRICS, PPNIQS
 President.

AN EXPERTS ECONOMY VIEW FOR AFRICA



The global economy demonstrated firm growth in 2022, notwithstanding strained recoveries among some nations still shedding the yoke of the pandemic. Further, economic growth across sub-Saharan Africa was supported by various factors including the recovery in global trade, elevated commodity prices and aid from international organisations and donors. The tourism sector is also

healthier, particularly in countries such as Kenya and Botswana.

In South Africa, economic performance was underpinned by household spending, especially from high-income earners, and we expect continued strength due to the lagged recovery in employment, ongoing pro-poor fiscal support, and above-inflation wage growth. However, South Africans will have to contend with high food and fuel prices and increased electricity tariffs. Also, globally, central banks have a responsibility to tackle rising inflation which has largely been the result of tight supply chains in parts of the economy. Many emerging market economies have similarly raised interest rates to contain inflation risks.

Overall, we believe that Africa will maintain above average growth rates over the medium term, and we will continue to provide insights to help our clients navigate the continent's multitude of opportunities and risks.

Goolam Ballim

Chief Economist, Standard Bank Group



SNIPPETS OF CONSTRUCTION FINANCE



4.1 CONSTRUCTION LOANS

A construction loan mostly is utilized for paying construction works of the project. The loan is released as construction progresses, in a pre-determined sequence or on the certificates raised for the construction. Interest is paid on the funds released and the lender's risk is reduced since the outstanding loan is matched closely to the value of the construction. In most cases, developer will only make interest-only payments during construction to the bank, meaning once construction is complete, you'll still have to pay the full principal amount of the loan plus interest. The faster you complete construction, the less interest you'll have to pay, or the lower your cost of money borrowed. Repayment of the principal amount borrowed is made possible from the sale of the completed property or from the proceeds of rental income by converting the construction loan into a long-term financing.

4.1.1 Financing Basics – How lenders assess risk on construction loans

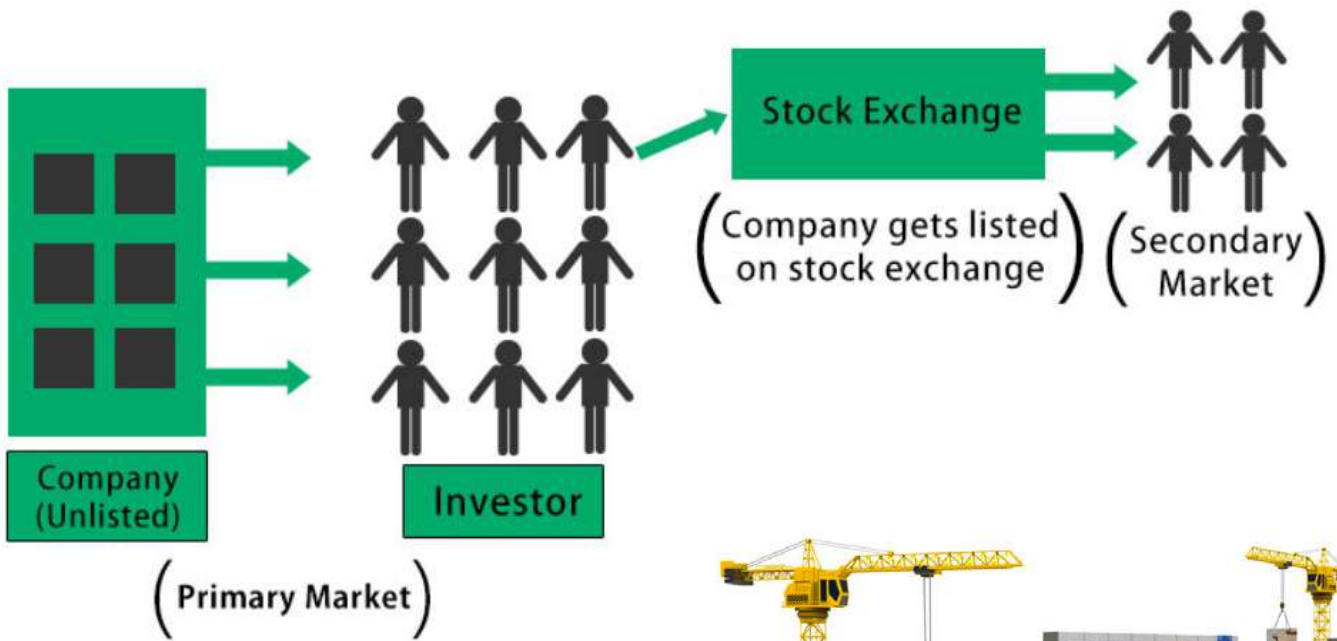
Developers usually structure financing through a real estate holding company, which holds the construction property and the loans

to limit risk for owners and their businesses. Lending money for construction, particularly new construction, is riskier than many other types of lending. For starters, construction is a complex undertaking with many potential pitfalls and it demands a skilled project team to deliver your build on-time, on-budget and to high quality standards.

Lenders want to know your project will succeed, so they'll take measures to evaluate your project's viability and their risk. Lenders will evaluate how much relevant experience you have as a developer and the experience of your project team. They'll consider how invested you are in your project using two measures – the ratio of the loan to the value of the finished property and the ratio of the loan amount to the total cost of developing the finished property.

4.1.2 Collateral and Guarantees – How the bank secures its money.

In almost every construction loan, developers use the property being developed as security to the lender. Some cases the Banks will



also require developers Company to provide personal guarantees, wherein the investors agree to personally pay back the loan if the project fails. Lenders will have to evaluate the net worth of developer

4.2 EQUITY CAPITAL-TERM FINANCING

Long-term financing means financing construction projects by loan or borrowing for more than one year by issuing equity shares, a form of debt financing, long-term loans, leases, or bonds. It is usually done for big projects, financing, and company expansion. Such long-term financing is generally of high amount.



- The fundamental principle of long-term finances is to finance the strategic capital projects of the company or to expand the company’s business operations.
- These funds are normally used for investing in projects that will generate synergies for the company in the future years.



Equity represent the interest-free perpetual capital of the company raised by public or private routes. The company may either raise funds from the market via [IPO](#) or opt for a [private investor](#) to take a substantial stake in the company.

- There is a dilution in the ownership and the controlling stake with the largest equity holder in [equity financing](#).
- The equity holders have no preferential right in the [company’s dividend](#) and carry a higher risk across all the buckets.
- The [rate of return](#) expected by the equity shareholders is higher than the debt holders due to the excessive risk they bear in repayment of their [invested capital](#).

[Ashish Kumar Srivastav](#)



AAQS
Africa Association of
Quantity Surveyors



AAQS EXCO CONFERENCE

THE AFRICA ASSOCIATION OF QUANTITY
SURVEYORS (AAQS) EXECUTIVE COMMITTEE
MEETING AND INTERNATIONAL CONFERENCE

THEME

"Africa's 2063 Agenda and the
Built Environment: The Evolving
Role of a Quantity Surveyor"

CALL FOR ABSTRACT

The theme was chosen in recognition of the role stakeholders, in particular Quantity Surveyors, in the built environment have to attain Africa's agenda 2063: The Africa we Want.

We consider this as a direct call for stakeholders in the Built Environment to double their efforts to address challenges facing the sector and take full advantage of available opportunities to effectively contribute to the achievement of the SDGs and Africa 2023 Agenda

NOTE

The abstracts must be written in English, title must be brief (max. 2 lines allowed in "Title Case" format) and clearly indicate the nature of the investigation, one abstract cannot have more than 10 authors, abstracts cannot exceed 300 words, clearly stating the purpose of the research, the principal results and major conclusions and 5 keywords needed at the end of the abstract

The presenting author is required to register for the Conference and pay the registration fee as a condition of presenting the paper.

Abstract requirements

- * Written in english
- * Brief title(max 2 lines in title case format)
- * Clearly indicate nature of investigation
- * Abstract must not exceed 300 words
- * State the research purpose
- * Results
- * Major conclusion
- * key words(5 words)

The abstract should be submitted through the following email, **aaqs2023abstract@gmail.com**, not later than **5th May 2023**

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- +265 888 576 437
- bobmpyepyeluka@yahoo.co.uk
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WELCOME TO THE AAQS ONLINE LEARNING PROGRAMME



What is this all about?

A series of professionally-focussed study units have been compiled by senior academics of African Universities, together with assistance of Experienced Practitioners as an online resource for all Quantity Surveyor's that are interested in increasing their knowledge/skills in subjects related to the practice of quantity surveying with specific emphasis on the African experience. These are available either as individual modules, or as part of a series of modules structured as certificate programmes.

Who should be involved in this initiative?

Anyone wishing to enhance their knowledge/skills base in QS related subjects generally, or those wishing to acquire a widely accepted acknowledgement of their abilities for use in the workplace. In the latter circumstance, this may be achieved through an accredited examination process, leading to the award of formal AAQS certificates of competency. The programme has been designed to cover material and practices commonly applied within African countries.

How does it work and how can you participate?

Study material is lodged on a dedicated learning management system (Moodle Cloud). Learners access the system by registering online for the modules. Modules are run consecutively on an annual timetable, each one over a period of approximately 10 weeks. During each module, learners may elect to write an examination (necessary if the student is seeking certification), or alternatively engage with any of the other succeeding modules available, for personal self enhancement.

Those wishing to be granted Continuing Professional Development (CPD) recognition are required to register on the certification route. Learners that successfully complete the prescribed set of modules at a particular Level will be presented with an official AAQS certificate as proof of their demonstrated competency.

Learners access the system by registering online for the modules.



Online Learning Resource Page Contents



OVERVIEW OF PROGRAMME

Overview of certificate structure

The programme is comprised of **15 modules- 5 each in Level described as Introductory, Intermediate and Advanced Levels.** Each level leads to the potential award of an official AAQS Certificate.

The Professional Ethics module is the compulsory entry module for all learners. Those considering

entry module for all learners. Those considering the certification route are required to successfully complete all modules offered within a particular Level.

Learners may only graduate onto the succeeding levels (Intermediate and Advanced levels), after successfully completing the preceding level. The current programme structure is indicated below:

INTRODUCTORY LEVEL



Module 1: Professional ethics (**Compulsory entry to the Programme**)

Module 2: Strategic planning of built environment projects

Module 3: Provide early project stage essential advice to clients

Module 4: Management of the tendering process

Module 5: Advanced measurement

INTERMEDIATE LEVEL



Module 1: Cost information data base management

Module 2: Manage production process of price determination documents

Module 3: Professional practice management

Module 4: Resolving claims, preparing the final account and applying close out procedures

Module 5: Project service quality management

ADVANCED LEVEL

Module 1: Manage risk on built environment projects

Module 2: Dispute resolution

Module 3: Life cycle costing

Module 4: Financial feasibility studies

Module 5: Value management



View more details

Interested parties may view greater detail of module content by accessing the site as a Guest. There is no charge for this – Guests are however limited in terms of accessing individual module material. Should you wish to visit the site as a Guest, simply either use the link provided on the AAQS website, or alternatively type in [https:// aaqs.moodlecloud.com](https://aaqs.moodlecloud.com) on your browser.



EASY ENROLMENT HERE!

Programme Timetable

Throughout 2023, two Certification Levels will be active – Introductory (For new candidates and those that have partially completed the Introductory Programme in 2022; and Intermediate for candidates that successfully completed all 5 modules of the Introductory Programme in 2022) Both Certificate Programmes will start in January and end in December, 2023. Registration for the Introductory Level Programme is limited to 50 learners.

Modules within each Certification Level will be offered as per the timetables below.

INTRODUCTORY LEVEL CERTIFICATE PROGRAMME

	MODULE	START DATE	END DATE
	Professional ethics	16th January 2023	24th March 2023
	Strategic planning of BE projects	3rd April 2023	26th May 2023
	Provide early project stage advice	5th June 2023	28th July 2023
	Management of tendering process	7th August 2023	29th September 2023
	Advanced measurement	9th October 2023	15th December 2023

INTERMEDIATE LEVEL CERTIFICATE PROGRAMME

	MODULE	START DATE	END DATE
	Cost Information Data Management	23rd January 2023	24th March 2023
	Production Process of Documents	3rd April 2023	26th May 2023
	Professional Practice Management	5th June 2023	28th July 2023
	Claims, F/A and Close Out	7th August 2023	29th September 2023
	Service Quality Management	9th October 2023	8th December 2023

Online Learning Resource Page Contents



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EASY ENROLMENT HERE!

How to register

Fees payable by learners are:

- a) One-off annual registration fee for each level - US Dollars 6**
- b) Examination fee (per module where a learner registers for the certification route) - US Dollars 10**

Firstly, e-mail the AAQS Secretariat on admin@aaqs.org, indicating your intention to register on the programme, providing your full names, country of origin, e-mail address which is to be used in future correspondence between the learner and programme administrators, and telephone contact details.

Registrations will be limited to 50 per Level. Successful applicants will be sent login details once approved, providing them with a

username / student number, together with a password which the student is able to personalise after getting access to the learning portal. Admission to the programme content will be granted once payment of the US\$6 registration fee is made via PayPal – the payment process is clearly indicated on the Moodle site – linked to the 1st Module of each Level. A similar arrangement exists for payment of the Examination Fees – the relevant Examination Modules indicating the PayPal fee requirement which should be done by learners prior to detailed certification material being made available to the learner. Candidates in Ghana, where PayPal is not available, should make arrangements for their personal fees to be made through the Ghana Institute of Surveyors (GhIS).





AAQS

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Quantity Surveyors

A WORLD FIRST!

Continental initiative to provide a measure for Quantity Surveying academic excellence

The AAQS School certification programme provides all stakeholders in quantity surveying education and training in Africa with a yardstick to ensure that the highest levels of knowledge generation and assessment are applied by an authoritative independent organisation in all regions represented.

This provides the necessary assurance that qualifying quantity surveyors moving between countries on the continent have demonstrated a satisfactory standard of academic performance – a valuable tool for clients, employers, national registration institutions, professional association and the individual QS.

The AAQS School invites all Member Countries to collaborate to ensure that independent national/regional issues are effectively embodied in the study material and suggest practitioners and academics within their regions who are willing to share their specific expertise and to participate in the AAQS School programs.



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Further enquiries in this regard should be addressed to the AAQS School at admin@aaqs.org



BENEFITS OF JOINING/REGISTERING WITH AAQS AS A FIRM MEMBER



Firm name appears on the website of AAQS



Firm will get international status like those in Europe or USA



Firm is recognized continentally, not only locally



Firm will access researched materials domiciled with AAQS



Firm gets an international certificate



Firm will benefit from AAQS linking Quantity Surveyors with other professionals in Built Environment from other countries e.g. Project managers, architects etc.



Joining helps the firm in marketing for jobs through referrals continentally



Possibility exists of linking registered firms to financiers like ADB, IMF, World Bank etc

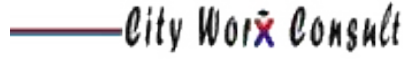


One is able to collaborate and or have joint ventures with those in the register from other countries

PRACTICE MEMBERS 2023

Are you looking for continental partnerships? Become a practice Member AAQs and join the growing list

 <p>Amazon Consultants</p>	 <p>anka quantity surveyors project managers</p>	 <p>BTKM QUANTITY SURVEYORS</p>
 <p>DURAPI CONSULTING</p>	 <p>CRANE Group Consulting</p>	 <p>DelQS QUANTITY SURVEYORS PROPERTY VALUERS</p>
 <p>Billing Cost Associates Registered Quantity Surveyors Project Managers</p>	 <p>CEM Cost Engineering & Management Consultants</p>	 <p>INANI REAL ESTATE CONSULTANTS</p>
 <p>AFRICOST QUANTITY SURVEYORS PROJECT MANAGERS</p>	 <p>nanku ntshona + associates quantity surveyors </p>	 <p>NILCANT AWOTAR & ASSOCIATES CHARTERED QUANTITY SURVEYORS</p>
 <p>JCNF Quantity Surveyors</p>	 <p>NWS NORVAL WENTZEL STEINBERG QUANTITY SURVEYORS</p>	 <p>Macanna</p>
 <p>BUILD COST ASSOCIATES Quantity Surveyors & Building Economists</p>	 <p><i>Jordan Costhurson Nangole</i> CONSTRUCTION COST ESTIMATING MANAGEMENT REGISTERED QUANTITY SURVEYORS Established in 1987</p>	 <p>COST-LINK ASSOCIATES Chartered Quantity Surveyors and Certified Cost Engineers</p>



COUNTRY MEMBERS OF AAQS

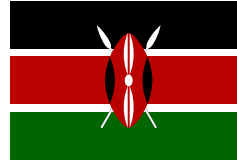
1. Architectual Association of Kenya

Telephone: +254 (20) 222 4806
 Email: aak@aak.or.ke
 Website: www.aak.or.ke
 Country: Kenya



5. Institute of Quantity Surveyors of Kenya (IQSK)

Telephone: +254 (20) 387 5291/260 507 4
 Fax: +254 (72) 167 6823
 Website: www.iqskkenya.org
 Country: Kenya



2. Angola Association of Quantity Surveyors

Telephone: +244 222 404 492
 Email: famtqs@gmail.com
 Country: Angola



6. Lesotho Association of Quantity Surveyors (Lesotho AQS)

Telephone: +266 (22) 323 779
 Fax: +266 (22) 317 855
 Country: Lesotho



3. Institute of Botswana Quantity Surveyors (IBQS)

Telephone: +267 3900 711
 Fax: +267 311 7608
 Website: www.ibqs.org.bw
 Country: Botswana



7. Surveyors Institute of Malawi - QS Chapter

Telephone: +265 175 4857
 Fax: +265 177 2201
 Email: inquiries@sim.mw
 Website: www.sim.mw
 Country: Malawi



4. Ghana Institution of Surveyors (GhIS)

Telephone: +233 302 220191
 Fax: +233 302 257012
 Website: www.ghisonline.org
 Country: Ghana



8. Mauritius Association of Quantity Surveyors (MAQS)

Telephone: +230 2493501/02/03
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 Country: Mauritius



9. Mozambique Association of Quantity Surveyors (MoAQS)

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 Fax: +258 (21) 495 784
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 Country: Mozambique

**10. Institute of Namibian Quantity Surveyors (INQS)**

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 Fax: +264 (61) 220980
 Country: Namibia

**11. Nigerian Institute of Quantity Surveyors (NIQS)**

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 Website: www.niqs.org.ng
 Country: Nigeria

**12. Association of South African Quantity Surveyors (ASAQS)**

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 Fax: +27 (11) 315 3785
 Country: South Africa

**13. Swaziland Association of Quantity Surveyors (SAQS)**

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 Fax: +268 404 2621
 Country: Swaziland

**14. Zambia Institute of Quantity Surveyors**

Telephone: +260 221 288198
 Email: qsinstitutezambia@gmail.com
 Country: Zambia

**15. Tanzania Institute of Quantity Surveyors (TIQS)**

Telephone: +255 789 575 143 / +255 754 2632
 Fax: +255 (22) 260 1005
 Email: nyantari@yahoo.com
 Website: www.tiqstz.org
 Country: Tanzania

**16. Institute of Surveyors of Uganda (QS Chapter) (ISU)**

Telephone: +256 (41) 251258
 Email: isusecretariat@gmail.com
 Website: www.surveyorsofuganda.org
 Country: Uganda

**17. Rwanda Institute of Quantity Surveyors**

Telephone: +250 (78) 4751999
 Email: ewamalwa@gmail.com
 Website: www.riarchitects.rw
 Country: Rwanda

**18. Zimbabwe Institute of Quantity Surveyors (ZIQS)**

Telephone: +263 (4) 721 987
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 Email: qsinstitutezambia@gmail.com
 Country: Zimbabwe





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