

April 2011

Vol. 2 No. 2

DIGI No.1

TERAOKA TIMES

Searching For
A New Balance

In This Issue

- 1 Message from the MD
- 2 Branch news & installations
- 2 Department Profile - IT
- 3 Appointments & Promotions
- 3 News from Label Division
- 3 Babies, celebs, & adrenaline
- 4 Cansa shavathon
- 5 Branch focus – Pretoria
- 5 Japan Earthquake
- 6 Crossword competition
- 7 Easter recipes & drinks
- 8 Birthdays & singles corner

Branch focus in this issue:
Pretoria



Message from the MD

So I'm sure you will all agree that this year began with a ferocious pace and although Christmas seemed just weeks ago, all of a sudden we find ourselves in April and Easter is upon us.

On the business side, 2011 has started with a lot of promise and already we have seen some of this promise fulfilled. I am pleased to report that our business has maintained its momentum and despite a below average month of December we have recovered well in the first 3 months of the New Year. Our many customers, new and existing, seem to be pleased with our products and more importantly our service levels. Therefore in order for us to continue as the leaders in our industry we must all keep Service as the key component in everything we do! As our technicians will tell you.... "Service isn't the most important thing, it's the only thing!"

As a management team we are pleased to announce that the annual incentive bonuses will again run this year and the company is hoping to pay 100% of what is available to all qualifying staff. Therefore it is important to work together and fulfill the criteria of your department in order to personally benefit the most.

As we celebrate Easter with our loved ones sharing Chocolate Eggs, Hot Cross Buns and all the good things that accompany this time of year, our thoughts remain with our colleagues in Japan who are still reeling from the biggest disaster there since World War II. Although no one at Teraoka or Anritsu Japan was seriously injured in the Earthquakes, many of their friends and relatives were and we sympathise with them.

Best wishes,

Paul Smart.



Right: Mr. Frank Smart (founder), Paul Smart (MD), and Jim Pinder (Randburg BM).
Randburg won the 'Branch of the year' award, and Jim was awarded with a trip to Mauritius.
(See page 6 for Jim's feedback...)

Below: Installation at Spiff Chickens



Below: The Field Spar management and staff with their new SM500's



Customer No.1 = DIGI No.1

Branch News & Installations

A GREAT START TO 2011!!

Some recent branch installations & deals:

Randburg Branch

- Fruit and Veg installation at The Wedge, Sandton. Installing 20 x SM100 Poles in the service counters and 15 DS782 benches running as POS scales at the checkout counters. Opening scheduled for 31st March

Pretoria Branch

- The Field Spar in Hatfield, Pretoria, opened its doors for business on the 27th of January. They chose SM500 scales, and seemed very proud of their choice.

Polokwane Branch

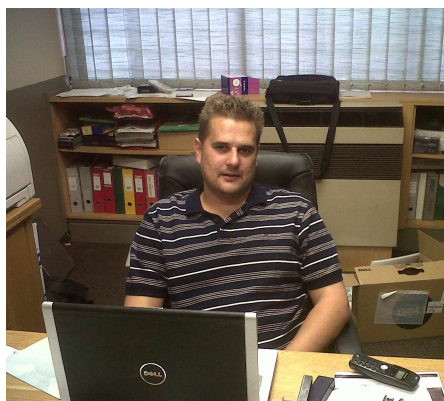
- Recently installed 4 sites in the new Mall of the North! Customers in the mall, opening on the 14th of April, are Checkers; PnP Corporate; Game; and Woolworths.
- Anritsu check weigher for Spiff Chickens and the packing station built by Mordt Engineering (see pictures on left)

Department profile – IT & Software

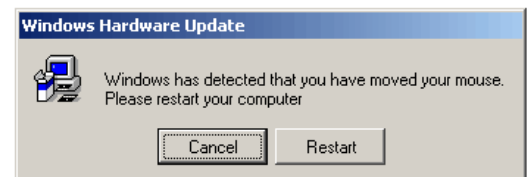
I'm sure many of you will agree that 2011 has started with a bang, leaving no-one behind. In the technical department we have felt the pressure with many new developments for existing and new customers as well as some changes to the IT structure of the company. One of our major projects is DigiConnect – The new Scale Management Application. The beta version has been available to some but like with any beta version there application still had some teething problems. We have now released a FINAL working version and found it to be rock solid. DigiConnect introduces many new features adding value for customers and also speeding up scale installations.

We recently installed a new high-availability mail server serving 100+ e-mail users. This came after we had hardware failures and down-time caused by the old hardware. So far the new system has been running without a glitch and has allowed us to use better e-mail technology within Teraoka SA.

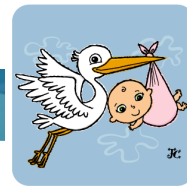
I foresee that 2011 will bring many more developments, especially in the industrial market, which will allow Teraoka to integrate with even more equipment from various brands showing that we remain a force to be reckoned with. The addition of Intermec products to our company will help to take us even further with smart printing capabilities, high-speed printing and reliability out of this world.



Above: Riaan van Wyk, the professor Xavier of the software team



Above: Our software boffins FLTR Mo, Eustone, and Mzamo



New Appointments & promotions

We wish to extend a warm welcome to new members of the Teraoka family, and also congratulate the following staff on their promotions and qualifications:

JANUARY 2011

SHONEEZ KEMMEY

FEBRUARY 2011

CRAIG WILKEN
DEWALD NAUDE
ZAIN SHEIK
JESSIE PETOORS
ESTELLE AYRES
BRIAN NGXONGO
ELMON THOBELA
DANIEL BERTHENS
PHIL KLOPPERS

MARCH 2011

JAKOBUS VAN STADEN
ANELE ZALISA
DESHEN NAIDOO
AVASHEN REDDY
DENISE GOVENDER
PREOLIN NAIDOO

Below: Blaine Kirby waving hello



Below: Aarav Sadhabriss



Baby photos

Ryan Kirby, JHB-South, is now a proud father! Blaine Ryan Kirby was born on the 10/01/2011, 14 weeks premature at a weight of 850g. He had an operation in his chest to close a duct on his lungs and was in ICU on the ventilation machine. The baby is now healthy, breathing on his own and is weighing in at 1,780kg.

Kamith Sadhabriss, DBN, is also now a daddy. Baby Aarav was born on 15 February 2011, weighing in at 2.7kg.

Sharon Govender, DBN, became a mommy on 14 March 2011, when baby Talia was born, weighing in at 2.85kg.

Naziele Swindell, H/O, is now a proud mommy. Zinedine was born on the 7th of December 2010 at a whopping 4kg's.

Desmond Jackson, CT, became a dad end January



Above: Talia Govender



Above: Zinedine Swindell

We also hereby wish to congratulate all appies that recently passed their VO exams – **WELL DONE!!!**

Also – Morne v.d. Vyfer got engaged on 21 March at the Hildebrant Restaurant at the V&A Waterfront. The Wedding date is set for the 13th of October 2012. Congrats!

Rubbing shoulders with celebs



News from Label Division

Teraoka's manufacturing division in 2011

The label division has started the year on a very sad note, having lost 2 skilled printers in the space of four days, due to illness.

Jeremiah Motlouni had endless experience having printed for 15 years. He joined Teraoka in 1995. He passed away last Saturday after a lengthy battle with TB. He was 53.

Ridwell Msizi, who has worked with Craig since 2001, and even relocated with us back to JHB from Cape Town, was a skilled printer with 7 years experience. Ridwell passed away on Tuesday after a short battle with Meningitis. He was 44.

On a more positive note, the famous Craig Peters swam the Midmar mile, held at the Midmar Dam in February. As we all know, Craig never misses a moment to show off his Speedo and to hand out autographs, which is exactly what he did on the day. We managed to haggle one of the photographers for one of the pictures he took, and eventually settled on a deal. Because we had to pay quite a substantial amount to get this pic, the bonus incentive will probably be cancelled. This is quite sad, however, I am sure most will agree that it was worth it keeping this from the press, as we cannot risk losing Craig to the high-paying Speedo modeling world.



Adrenaline junkies

Ethene "Danger" van der Nest
leaps out of plane over Witbank

Ethene's recent skydive facts: 10 000ft of which 5000ft freefall at 220km/h!



Other News

Cancer day Shavathon

Teraoka staff decided to join in the fun on the 4th of February to raise awareness as well as money for donation for World Cancer Day. Staff paid a fee to participate by either having their hair shaved off or coloured. We managed to raise a total amount of **R4540** which will be donated to the Cansa organisation.

I was at the Cape Town branch at the time and opted to have my hair sprayed by Louise, forgetting that I was to board a flight that evening, but came to know later that I would be the only person at Cape Town International with bright purple hair. Airport police chuckled and commented as I walked passed, and then the air hostess asked me how long it will take for the colour would come out! When the lady next to me awoke (late flight), she gave a slight yelp when my 'do was the first thing she saw (This has happened to me before, so I guess it might not have been the hair...?)

Anyway, thanks to all who donated and had some fun to help fight cancer!!!



Right: Don't let your mom cut your hair while on the phone, or on Valium.



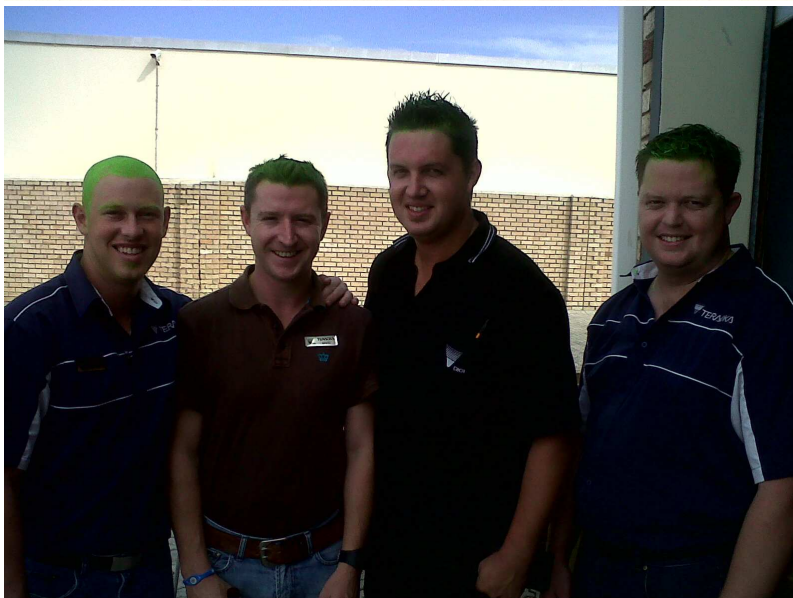
Right: Uhm... you might have missed a spot there, At. Jan (seated) just 'smaaks' having his annual haircut at At's sheep shearing stall during the dorp's skaalfees.



Right: Skinheads are welcome... at stores



Right: The affects of service manager's stress can easily be noted



Top left: It is true yes - most Head Office and JHB South staff are parolees.

Left: A typical Friday afternoon in PE - the boys returning from their hairdresser, Fabio

Branch focus: Q & A with Pretoria

Madelein, tell us how you became so good with bullriding, and such an idol with the NRCS quality system?

Bull riding? Well I never thought I could. To be honest, I surprised myself, but I have to thank Paul Smart for making me realize my true passion. So to all the Bulls out there, beware... Madeleine loves riding bulls – hahaha I would not exactly call myself an Idol in the NRCS – Love what I do and committed myself on being good in whatever I need to do.

Pieter, we've all heard about the happenings at Pretoria branch parties - give us a run-through of a typical Friday afternoon braai at your branch.

Any typical Friday afternoon braai at Pretoria branch has Worsbroodjies (with real boerewors). Lots of beverages (beer), and who will expect anything less from Pretoria, we've got high standards to uphold. Gerhard you only won last year – and we've been practicing bro. Lots of laughter and jokes will always be provided by Madeleine. More than that, you guys needs to join to find out – Remember what happens in Vegas stays in Vegas!!!!

Neil, some of the staff at your branch, as well as visitors, wish that you would put more photos of your 'girlfriend' in your office. Could you please explain which modeling agency you use and how much they charge for photos with a girl like that?

Fortunately I did not have to use a modelling agency to get her, and she does not believe in group sex, so their luck is out my friend!

Leo, please tell us why you returned to Pretoria, and about your Durban experiences 'n all:

Its always nice returning, to where you came from and I was taken back with open arms. Durban was great, not just because they have the ocean, but I must say there is no branch like Pretoria – spirit wise, when we work we work hard – but when we play we go for GOLD!!!!

Riette, is there any reason why the Pretoria branch is in such close proximity to the Weskoppies (Aka Groendakkies) mental institution?

Really Jacques, couldn't you think of any other question? But if I really have to answer this one: I think that anyone who has to go through the obstacles we have at Pretoria to get the job done (eg Syspro never works, have a broken chair for more than a year and very, very warm offices) you will go nuts much sooner than the normal person. And with Teraoka having such tight budgets they most probably want to save on fuel to drop us there.

Get the best comedian in the branch to tell us two side-splitting knee slappers:

1) Oupa se vir Jannie, gaan kruip weg, jou juffrou is hier en jy's nie by die skool nie!
Oupa, gaan kruip jy weg! Ek't gese ek's by jou begrafnis!

2) Twee blondines ry fiets.

Die een hou stil en begin die lug uit haar fiets se bande te laat. Haar vriendin vra: "Wat maak jy nou?"

Sy antwoord "My saal is te hoog!"



Left: Pretoria's obviously been raking in some serious cash to be able to afford their state of the art mobile aircons

Right: Guess who? Ladies, e-mail me the name of this heart-throb to win his number.

** things might have changed since photo was taken*



Above: The Pretoria branch. The palisades are not for keeping thieves out, but rather for keeping the staff in.

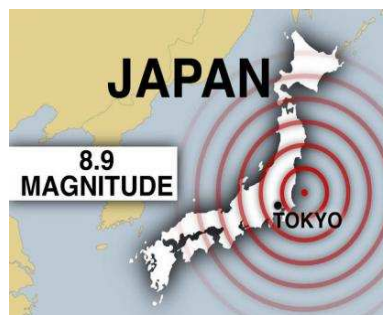
Below: Typical day at Pretoria: No-one in sight



Our thoughts go out to the people of Japan

On March 11, the largest earthquake on record struck Japan and generated a thirty-foot tsunami that inundated the country's northeast coast. The death toll is estimated at over ten thousand and thousands more are missing, and the country is grappling with power shortages, search and rescue efforts, and the need to provide shelter and other services for victims. The disaster also caused a set of catastrophic events at the Fukushima Daiichi nuclear plant. Thousands of people have been evacuated in the area surrounding the plant. Some are already suffering from radiation exposure, and officials have yet to bring the nuclear situation under control. The triple-fold crisis has ignited debate over the prospects for the Japanese economy and has significant implications for the future of nuclear power in Japan and around the world.

Below: First earthquake, 11 March

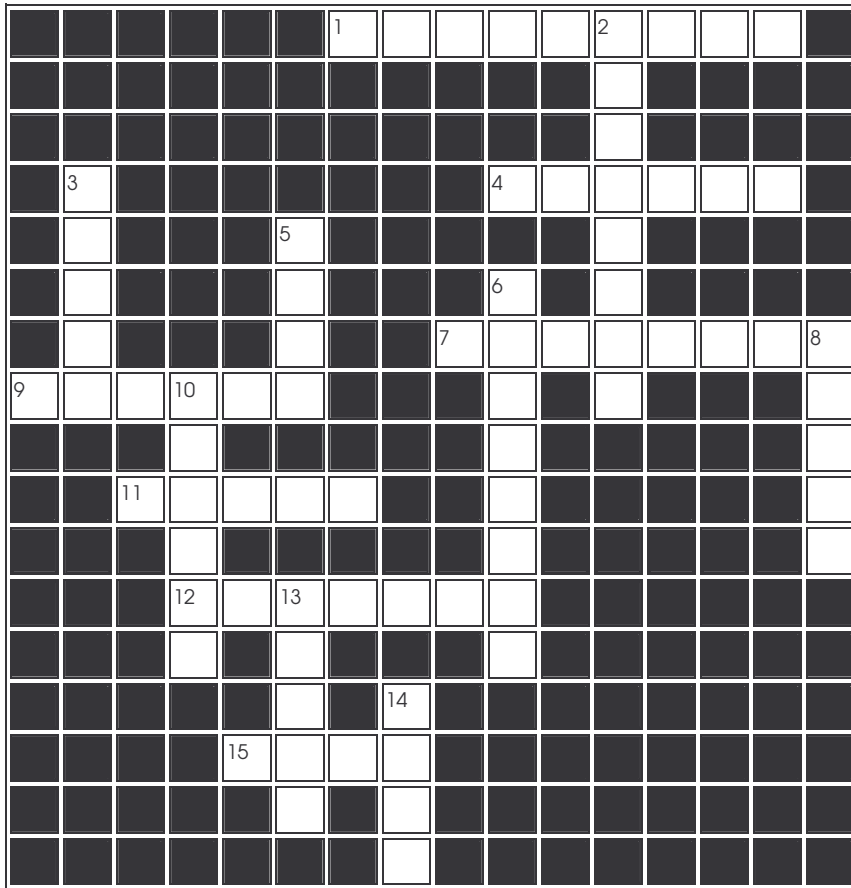


Below: Aftershocks on 13th and 14th of March



Digi Crossword

Complete and return this puzzle to gain entry into the draw for a case of Beer.



Across

1. Pieter @ Durban now eats this for breakfast
4. Which public holiday has been declared for 18 April?
7. Teraoka S.A. Bull riding champ
9. New East London branch manager
11. Larry's father has five sons named Ten, Twenty, Thirty, Forty... Guess the name of the fifth?
12. Seven letter word spelled the same backwards and forwards (palindrome)?
15. # of public holidays that fall on work days in April & May

Down

2. ____ No.1 = Digi No.1
3. The most stylish guy in software
5. Number of times Jan (AKA Morne) has his hair cut in a year
6. Who won branch of the year?
8. New mall opening with 4 stores ordering our machines
10. What goes up and down, but still remains in the same place?
13. Teraoka's own Hoff
14. Willem's height is six feet, he's an assistant at a butcher's shop, and wears size 9 shoes. What does he weigh?

CROSSWORD WINNER!!!

Left: Plaatjie Lima, with his case of beers... and his Teraoka Times newsletter autographed by none other than the famous Craig Peters! At the time of print, Plaatjie could not yet confirm whether he will be auctioning the autographed newsletter on E-bay in order to get the yacht and retire to the maritime lifestyle he has been dreaming of.



Branch of the year award - Randburg

As the Branch Manager of Randburg, which won Branch of the Year for 2010, my wife and I were awarded a trip to the beautiful island of Mauritius. It was an unforgettable holiday, with everything as wonderful and exotic as the name of the island promises.

We stayed at La Mauricia Hotel in Grand Bay, on the North of the island. Grand Bay itself is a busy shopping district and the Hotel is situated a few minutes walk (along the beach, I might add!) from the main road in town. The Hotel was superb, and the food was something to write home about! They put on a theme night in the Hotel Restaurant most nights, so we had a Chinese evening (the island boasts a large Chinese community), an Indian evening and a Mauritian evening, all of which surpassed expectation.

It was extremely hot, to say the least, and days were spent in the pool, on the beach, or having a sleep with our otherwise very busy little Joshua, who thought that he had gone to toddler heaven!

I would like to thank Teraoka management for the trip, and would also like to extend my heartfelt gratitude to my staff who worked so hard in 2010 to make Branch of the Year reality once again. I am truly blessed to have such a team to work with.

Jim Pinder

Below: The breathtaking view from La Mauricia

(Jim's wife heading off into the sunset on a yacht, leaving him and his backbrace behind)



Easter recipes for the kids

Jelly Bean Nests Cookies

4 Cups Chow mein noodles
 ½ Cup light corn syrup
 ½ Cup sugar
 ¾ Cup peanut butter

Jelly beans / chocolate speckled eggs (available at Woolworths)
 Have kids break chow mein noodles in small pieces. Put in large bowl and set aside. In saucepan add corn syrup and sugar on medium-low heat. Stir until sugar dissolves. Add peanut butter. Stir until melted. Pour peanut butter mixture over chow mein noodles. Stir to cover noodles. Lay out a sheet of wax paper. With a spoon drop tablespoon of noodles on waxed paper. Flatten middle with back of a spoon to make a nest shape. Have kids add jelly beans or speckled eggs.

Coconut Nests

1 1/3 Cup flaked coconut
 1/3 Cup sugar
 2 Tablespoons flour
 1/8 teaspoon salt
 2 egg whites
 ½ teaspoon vanilla

In mixing bowl, combine coconut, sugar, flour and salt. Stir in egg whites and vanilla; mix well. Drop by spoonfuls onto greased baking sheet. Press thumb into each cookie to make an indentation. Bake at 160°C for 18-20 minutes. Let cool add a drop of frosting and add jelly beans or chocolate mini eggs in center.

Easter kids colouring competition

E-mail the editor for some Easter colouring pages to keep the kiddies busy at home or on the road. Scan & forward them during the first week of May – the winner will get an awesome prize!



Above: the bunny who gave us all the cocktail recipes

Easter cocktail recipes

Here are the Best Easter Drink Recipes and Cocktails for you to try this year! Enjoy, and Happy Easter!!

The Easter Egg Drink Recipe

30ml blue curacao
 30ml white creme de cacao
 whipped cream
 Pour blue curacao and creme de cacao into an old fashioned glass filled with ice, then float whipped cream on top

White Rabbit Drink Recipe

15ml Amaretto
 15ml Coffee Liqueur
 30ml Cream
 15ml Irish Cream
 30ml white Rum
 Shake all ingredients together and pour into an old-fashioned glass and enjoy!

Bunny Bonanza Drink Recipe

15ml fresh Lemon juice
 .75 tsp Maple syrup
 60ml Tequila
 3 dashes Triple sec
 30ml Apple Brandy

Easter Bunny Cocktail

15ml Dark Creme de Cacao
 15ml Vodka
 1 tsp. Chocolate Syrup
 1 tsp. Cherry Brandy
 Shake creme de cacao and vodka with ice. Strain over ice in an old-fashioned glass. Top with a float of chocolate syrup and cherry brandy.



Drunken Bunny Drink Recipe

30ml Blue Curacao
 15ml Whipped Cream
 30ml Melon liqueur
 30ml Orange Rum
 Mix all ingredients together with crushed ice in a glass and garnish with mint leaves.

The Easter Bunny Drink Recipe

45ml dark creme de cacao
 15ml vodka
 1 tsp chocolate syrup
 1 tsp cherry brandy
 Pour the creme de cacao and vodka into a cocktail shaker with ice. Strain into an old fashioned glass with ice cubes. Float chocolate syrup and brandy on top.

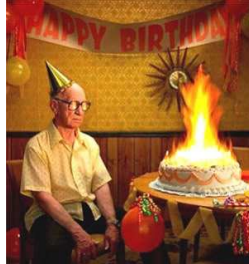
The Jelly Bean Shot Recipe

15ml blackberry brandy or grenadine
 15ml Southern Comfort
 15ml Anisette or Sambuca
 Pour brandy/grenadine into a shot glass. Float anisette or sambuca on first level. Float Southern Comfort on second level.

Egghead Drink Recipe

1 Egg
 120ml Orange juice
 45ml Vodka
 Place all ingredients and 3 or so ice cubes in a blender and blend until smooth. Pour over ice into a glass and enjoy!

Birthdays & upcoming events



APRIL

01 April Jacques Damons
03 April Mark Armstrong
05 April Peter Nkejane
06 April Deagan Villet
06 April Zain Sheik
06 April Aaron Sibanyoni
09 April Brian Ngxongo
21 April Thando Zitha
22 April Ellen Zwane
22 April Fred Fisher
23 April Randall Gallant
26 April Harvey Namane
29 April Chantel Herbst
30 April Paul Bereschaut

MAY

01 May Ian Van Wyk
02 May Plaaitjie Lima
03 May Freddy Masia
04 May Americo Machaieie
08 May Pieter Pretorius
10 May Riaan van Wyk
16 May Maria Petoors
18 May Preolin Naidoo
19 May Solomon Mofokeng
22 May Isaac Makhanda
25 May Jim Pinder
25 May Jakobus van Staden
26 May Donovan Lawrence
27 May Riette van der Merwe
28 May Joseph Maake
31 May Sivendren Nayager

JUNE

01 June Nhlanhla Tshabalala
02 June Antionette Sanderson
06 June Henry Bidi
11 June Jaco Wessels
15 June Nhlanhla Mazibuko
15 June Gerhard Moggee
15 June Elmon Thobela
17 June Eustone Malaya
21 June Charlene Portela
21 June Fernanda Sardinah
22 June Jamie-Leigh House
24 June Akha Jordan
24 June Alice Nxumalo
26 June Jesicca Steyn

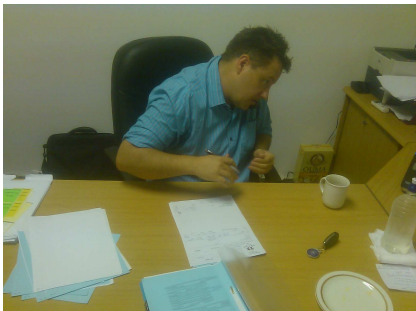
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12	13	14	15	16	17	18
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26	27	28 PTA AUD	29	30		

Singles corner

PIETER DU PLOOY, Pretoria (Voetstoots)

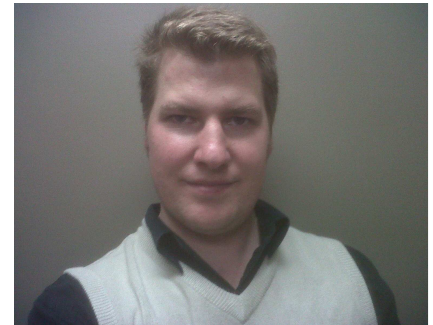
He is dedicated, loyal and handsome
Hardworking and eager to please
He's any desperate women's dream
He loves attention but gives little back
But overall a fun, loving guy
A tip for the ladies who want to win his heart:
He loves Ouma rusks, and his Audi needs a wash

To take Pieter on a date, contact Pretoria branch.
His social dairy is open for..... the next year.



Above: Pieter has no time for drunkards, and totally ignores them whilst impressing the ladies with his 'invisible barcounter' illusion

Left: Pieter is a hard worker and just loves his paperwork. As shown here, Pieter does have a nasty neck twitch and will require a lot of TLC and massages.



We hope you enjoyed the second edition of our newsletter. 2011 kicked off with a blast and these first three months have flown past. Luckily there's a whole lot of public holidays during April to slow things down a notch! Please remember to document all interesting happenings at your branch so that we can add it to the following edition.

Have fun and enjoy some valuable family time during this Easter period, and travel safe.

Ed.

Easter wishes from management...

God bless you at Easter
and keep you all year through.
God give you all the faith it takes
to make your dreams come true.
May His love and wisdom always help
to guide you on your way,
And His light shine down upon you now
To bless your Easter Day.



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