



The Waterproofing Trade Association of Southern Africa
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Website: [WTASA\(Waterproofing Association Of South Africa\) – SAPMA – The South African Paint Manufacturing Association](http://www.wtasa.co.za)

Value Proposition - “Why Join the SAPMA Coatings Confederation?”

Imagine your business, powered by the full backing of an industry umbrella designed to safeguard your interests, elevate your credibility and help you stay ahead of regulation, training and standards.

By becoming a member of SAPMA’s Coatings Confederation, your waterproofing company obtains access to a bundled suite of strategic, operational and reputational advantages:

1. Strategic Advocacy & Representation

- A unified voice around labour issues, bargaining councils, compliance certification, and dispute management at the Commission for Conciliation, Mediation & Arbitration (CCMA).
- Direct engagement with government and industry bodies - including the Department of Trade and Industry (DTI), Department of Labour (DOL), Department of Forestry, Fisheries and the Environment (DEFF) and the South African Bureau of Standards (SABS) - so that your voice matters when standards, regulations or supply-chain conditions change.
- Because you’re aligned with SAPMA and its Confederation, you benefit from its reputation and access.



2. Compliance, Certification & Standards Leadership

- You'll receive expert BBBEE and Charter Council support via an in-house specialist, helping you navigate the compliance landscape with confidence.
- Our specialist will be available to prepare your company for BBBEE Verification and the final audit, making it a seamless and cost-effective experience for SAPMA Members.
- Access to standard development, technical forums and professional recognition programmes within the coatings and waterproofing sector - meaning your company is seen as a recognised, credible practitioner.
- Through our confederations collaboration and externally with SABS, Insurance Bodies and other authorities, we align with accepted industry benchmarks and help raise the bar across the field.

3. Professional Development & Talent Management

- Through our Professional Body, you are supported with training, accreditation of training providers, and professional recognition for employees at technical, operational, professional and master levels, delivering a pathway for skills and talent development in your organisation.
- These programmes help guard against fly-by-night providers and ensure your workforce is competent, recognised and confident.
- In the first quarter of 2026, the Professional Body for the Coatings Sector (PBCS) will be piloting the first two Designations for Waterproofing, namely those of:
 - Professional Waterproofing Practitioner
 - Professional Waterproofing Technician
- Waterproofing Members are free to nominate employees who qualify for the following existing Generic Designation:
 - Senior Executive Leader – Designed for CEO's and Senior Management Executives

4. Business Opportunity & Market Positioning

- Via the DTI's Preferential Supplier Database and SAPMA-led research you benefit from improved market visibility and stronger supply-chain credentials.
- By aligning with the coatings confederation you signal to clients, specifiers and regulators that your business is credible, compliant and committed to best practice, and in this way differentiating you in a competitive market.



- Membership of other respected associations in the waterproofing sector, for example the Waterproofing Trade Association of South Africa (WTASA) under SAPMA's umbrella, further strengthens your standing.

5. Ethical Standards & Sector Reputation

- By committing to SAPMA's Code of Conduct and Ethics, you join a community that holds its members to high standards of workmanship, materials and professional behaviour, improving trust among clients and specifiers.
- Because SAPMA acts as a "watch-dog" for the sector, you are supported in avoiding reputational risk, non-compliance issues and the pitfalls of unregulated players.

6. Specific Labour Relations Representation

- Within the Coatings Confederation, is the Surface Coatings Employer Association (SCA), a body dedicated to ensuring that our Members are professionally represented either at the CCMA or any of the Bargaining Councils which you may be a member of.
- Any SAPMA Member automatically becomes an Associate Member of the SCA, providing you are not currently a full SCA Member already.
- This means that in-terms of Rule 25 of the Labour Relations Act, you have the right to be represented in either Mediation or Arbitration sessions by the SCA.

7. What this means for your company

- **Reduced risk:** You stay ahead of regulatory or standards changes, labour issues or certification matters and are less vulnerable to "surprise" compliance costs or reputational fallout.
- **Enhanced credibility:** Clients, specifiers, contractors and authorities see you as a trusted member of a recognised industry body, helping you secure bigger, better projects and improve your competitive edge.
- **Growth-ready organisation:** Through training, professional recognition and access to accredited services you build stronger internal capability, enabling your business to scale with confidence.
- **Strategic advocacy:** You don't just react, you influence: As part of SAPMA you have a say in regulation, standards development and industry forums.
- **Differentiation & market access:** Particularly via the DTI Preferential Supplier Database and through association with other recognised actors in the waterproofing sector, you gain access and visibility you might not otherwise have.

