



THE PEKAY NEWS FOCUS ***" FIRST Edition " 2013***

ALL BRANCHES

SALES CONFERENCE OCTOBER 11 – 13 2013

We have booked for a Sales Conference from October 11 (Friday) to October 13 (Sunday). The venue will be the Protea Ridge Conference Centre, which is in Honeydew, Johannesburg, approx 10minutes from Lanseria Airport.

At a later stage arrangements will be made for Air Tickets to be booked, but it appears that delegates from DBN and CT will be able to fly directly to Lanseria, while PE and EL will still go to OR Tambo.

The Conference will start on the Friday afternoon, and end on the Sunday morning.

It will be an opportunity to catch up with latest developments, meet with staff in Johannesburg and others around the country, and establish where the Company is going in the future! Further details will be sent out shortly.



BOKSBURG

NEW BRANCH OPENS IN BOKSBURG

Our new Pekay Depot in Boksburg on the East Rand has opened. Branch details are:

Address: Unit 3, 32 Steventon Road, Anderbolt

Telephone: 011 894 6299

Fax: 086 725 7848

Sales: Tumi Nembaleni

Email address: boksburg@pekaygroup.co.za

Our new Forklift has arrived....this came from Port Elizabeth and has done long service there. Looks like it still will do some more work for us!



The hard work put in by Natie Smit and Tumi is appreciated. It has helped us to maintain turnover at a time when the sales country-wide are sagging badly as a result of the poor economic conditions.

JOHANNESBURG

FAREWELL TO ANGELIQUE

Sadly Angelique Brophy has decided to leave Pekay (for the second time). She off to look after her baby son, and pursue her own interests for a while.

Fortunately she will spend some time to come doing the paperwork for Pekay Exports. This is a difficult job which needs lots of administrative work.

Since its all paperwork, she can operate from home and doesn't need to come in, even the paperwork can just be dropped off since she only lives 5 minutes away from the Factory.

So the last of the Brophy family finally leaves Pekay.....sad to see you go Angelique.

NEW MIXING POT FOR PVA IN JHB



This magnificent new heated pot has been recently installed at the Johannesburg plant, in order to increase our production of Waterbased wood glues (like W244) and carton closing adhesives (like 3081).

It has the capacity to produce up to 3000 kg for heated solution in 4 hours. This will help to clear all our backlogs...

NEW PU PACKING MACHINE

The Turello packing machine, ordered in November last year, is ready for shipment from Italy. If we are lucky, it should be up and running by the end of May. In the meantime the "old" machine is still going strong, although badly in need of a makeover. As soon as the new machine is up and running, we will strip it down completely and re-build it into a second machine, which can act as a back-up.

NICK BEARDOW'S VISIT

We are always happy to have Nick come to pay us a visit, because he stimulates interest in a wide range of Beardow products, and generally comes with such a positive attitude that enthusiasm follows naturally. Some of his major successes are detailed in this newsletter.

BAM FUTURA 51

Nick's visit has been a great success and we wish we had seen him sooner!

One of the first products that he has introduced to us is the Futura 51.

This product will solve many of our issues with one of most significant markets here, the sealing of flaps in the flour bag industry.

The attached picture shows the type of bags we are working on.

Antoni Pekay, Nick and Nello Vercellotti went to visit one of the largest flour mills in the country.

After a very fruitful meeting we all came away very enthusiastic, and we will be tested shortly with a view with a total switchover to a single product.....Futura 51!



CAPE TOWN

KLICKLOCK – BAMFutura 51

The BAM Futura 51 is going to be a winner. It has excellent adhesion properties, flow characteristics and flexibility. It has proved to be the solution for the Klicklock machine, recently introduced at a fish packing company. Until now the fish boxes were folded closed, and then hot air was used to seal the wax boxes, this of course led to many boxes opening. The introduction of the Klicklock system has allowed an adhesive hotmelt to be used which ensures the boxes stay closed...



Shown is a picture of the box of fish fillets as they exit the machine.

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DURBAN

THE BEST TRUCK IN THE GROUP

We decided to replace our Durban truck. The UD40 was looking a bit tired after many years of service in Natal, and in addition it had been stolen (once) and recovered with the engine damaged. So this time we went for a Hino, with Air-conditioning AND Automatic transmission! That makes it better than a lot of cars people drive around. I suppose it had to come with the kind of heat we get in Durban in February.



DANNY CHIN 25 YEARS

We have had a long and pleasant relationship with Danny Chin....he has reached his 25 year service with Pekay Natal. Not only that but he has now taken over as Branch Manager and it has been a very smooth transition. Reports are that Danny is well accepted by all his peers who have known him as a hardworking guy who started as a sales clerk many years ago. Congratulations Danny!



BONGAPA BOTSWANA

FUTURA 51

Botswana is suffering from some slow sales at the moment and we need to pick up some new accounts.

We have had business on and off at a flour mill over many years, but recently they stopped buying the Futura 1, and when we asked them why, they told us that it doesn't work on some of the paper bags that they use.

It seemed like a good time to visit them and introduce them to our new wonder product BAMFutura 51. We were given a good reception, but of course they will need to do extended trials if this product is going to take off.

WATERSTOP CONTRACT FOR BOTSWANA

There is a major contract for Waterstop to be supplied to Botswana.

The tender calls for around 5 Km of water bars, to be used in the construction phase of the North – South Water pipeline that is planned to run down the entire length of the Eastern side of Botswana, feeding water from the Okavango swamps to Gaborone, and possibly in time to come, Gauteng as well.

So the 5km now Tendered for is just a small part of the project. Natie has done major work in getting Jayco's waterstop approved for this project, and the indications are that our products will be used. They will be supplied ex-Gaborone.

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PORT ELIZABETH

KNEE OP #3 FOR ROBIN

Robin's years of playing championship squash are starting to catch up with him. His knees are stiffening up so he can't walk to well.

All us old guys know about these kind of problems. At least these days there are ways of fixing the problem, and Robin has been three time for keyhole surgery. This is high-tech stuff, and the best part is that it is a quick operation that doesn't leave you disabled for weeks and weeks.

It remains to be seen just how effective it is though.

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BLOEMFONTEIN

NEW FORKLIFT AND NEW BAKKIE

The forklift truck in Bloem was in very bad shape. It was leaking oil badly and sent out smoke when it ran. Its time was up, so we took one of the Johannesburg forklifts and sent it down there.



The picture shows it getting offloaded by a mechanical crane...very easy.

Our delivery vehicle needed to be replaced too. It came from Durban when Eric passed away, and was starting to give lots of mechanical problems, which are a major problem especially when we have to deliver far away from home. So we have decided to invest in a much more reliable vehicle:



The new Ford Ranger for Bloemfontein

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NELSPRUIT

FRUIT PACKERS MPUMALANGA

Dwight went down to do some tests with our two new Hotmelts, HM2600 and S3885. These metallocene type products are variations of each other and are particularly suitable for the carton closing industry. After extensive testing , we are most satisfied with the S3885. This product runs at 160C and approx 3 Bar pressure, and comes out exceptionally strong with a quick bond, and very low usage. We are now highly competitive and should soon see lots of sales with this product!



All these boxes were done with one bag....and there was still lots left over!

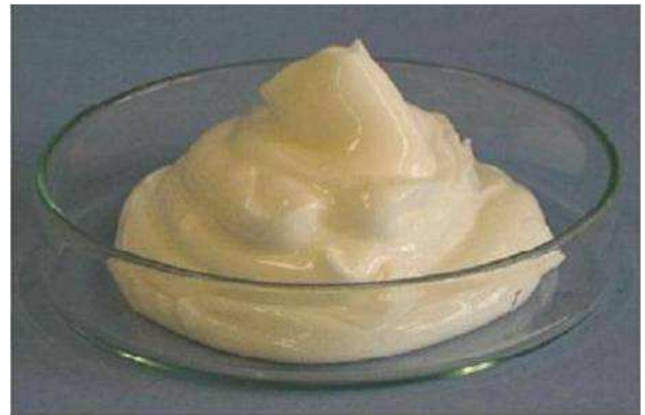


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TECHNICAL NOTES

CREAM D SILICONE DAMPSEAL

The stock of raw Material has arrived and we are able to pack 290 ml cartridges at this stage. At a later stage when our new packing machine arrives, we will also make this product available in sausages. In the meantime we are testing this product in a number of places, and we look forward to getting some big orders soon!



UPGRADES TO PR360, HR AND PR361

We have realized that we are starting to lose sales with the products we make for Foil lamination.

The reason is because they are all too thin and tend to soak into the wood surface after spraying.

We have decided to add a very special thickening system to this product.

This brings up the viscosity from the current 200 cps (water thin) to around 1500 cps, and it now wets out better and sprays more evenly.

This product has now been introduced country-wide, we are looking forward to some feedback, and maybe getting some old customers back.

W602 REALLY WORKING WELL

The W602 is now working very well on even the most demanding applications.

Here it is shown being hand applied to mattress interlinings. The adhesive is sprayed onto the surface and then the interlining is flipped over, and there must be an instant one-way stick.

W602 does this just as well as the imported product. We will be able to use it in many applications in the future.



P8J NOW AVAILABLE IN BULK PACKING

The demand for P8J still outstrips supply and this product remains one of our top sellers. We do find that many of the bulk users are not happy to take stock in the 15kg packs. We have therefore introduced the 75kg bulk packaging.

The Cement part is now available in a bag (just like the usual "Admac" hotmelt bag) which weighs 50 kg, and the liquid is available in a 25 kg plastic bottle (like Jayconcrete).

The price in this bulk packing is accordingly cheaper!

GB878 REINTRODUCED

The GB878 PU Bookbinding adhesive was introduced last year, and after an initial interest it was no longer ordered. It was discovered that our competitors had offered a product that had a melting temperature of 95°C, and our product, at 110°C was rejected because of the extra smell it generated while in the glue bath. The first new batch of GB 878 has been made, and sample material is available.

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