

Maxidor
OUR STRENGTH IS YOUR SECURITY

Domestic | Commercial | Industrial
Expandable Safety and Security Barriers

Maxidor (Pty) Ltd
Company Profile



- **Maxidor (Pty) Ltd** occupies a call centre in Bedfordveiv and six commercial/industrial buildings in Johannesburg, Cape Town and Durban and a branch office in Pretoria. (the total sqm : Land : 30,650 meters , Buildings: 20,519 meters).
- The operations include 16 national and international agents and franchises, as well as an extensive export network.
- Exports are done to all major African countries such as Botswana, Kenya, Ghana, Angola, Madagascar, Nigeria, Zambia, Namibia, Mauritius and Mozambique. Other countries include New Zealand, UK and Israel.
- Since 2002, **Maxidor (Pty) Ltd** has received nine (9) 'Top 300 Companies' awards (In association with the South African Department of Trade and Industry).
- From 2004, **Maxidor (Pty) Ltd** has consistently been in the Top 50 of the annual 'Deloitte & Touche' 'Best Company to Work For' survey.
- **Maxidor (Pty) Ltd** has a mission to provide the best possible security to as many families, individuals and groups as possible. Maxidor's commitment to that mission is evident in their remarkable growth of over 300% since 2001.
- **Maxidor (Pty) Ltd** has set the standard in the Physical Security Barrier Industry, (e.g. Slamlock (invented by Maxidor) and Buy-Back Guarantee, are widely recognized by the market as the highest standards available).
- **Maxidor (Pty) Ltd** today is the product of remarkable vision and the resolute application of business principles. Every resource and infrastructure component listed below forms part of an intricate synergy which continues to achieve dramatic success.



Maurice Pretorius
CEO



Tertius Venter-Davies
Managing Director



Miklos Hegyi
Chief Financial Officer



Solomon Tsoetsi
Production Director

TRADE PARTNERS:

Maxidor (Pty) Ltd is strategically affiliated to the following businesses or associations:

- | | |
|-----------------------------------|--|
| • Maxidor International (Pty) Ltd | • Standard Bank Ltd |
| • Maxidor Africa (Pty) Ltd | • Robor Precision Tube (Pty) Ltd |
| • MPPI (Pty) Ltd | • Pride Tools (Pty) Ltd |
| • Maxidor Australia (Pty) Ltd | • SB Plastics (Pty) Ltd |
| • Slamlock (Pty) Ltd | • Boltfix (Pty) Ltd |
| • Pineroy (Pty) Ltd | • Ferro Powder Coatings (Pty) Ltd |
| • Topcoat 9 (Pty) Ltd | • Assa Abloy (Pty) Ltd |
| • Panamo 117 (Pty) Ltd | • ABSA one Call Home Solution (Pty) Ltd |
| • Panamo 118 (Pty) Ltd | • Global Choice Lifestyle (Pty) Ltd |
| • Panamo 130 (Pty) Ltd | • Homemakers Fair (Pty) Ltd |
| • Galencia 1048 (Pty) Ltd | • Oracle (Pty) Ltd |
| • Galencia 1078 (Pty) Ltd | • Primedia Broadcasting (Pty) Ltd |
| • Galencia 1081 (Pty) Ltd | • Remata Inathi Communications (Pty) Ltd |
| • Sycol Properties (Pty) Ltd | • Proformance Media & Business Forms cc |
| • Top Coat 10 (Pty) Ltd | • Macsteel (Pty) Ltd |
| • Yo-Art (Pty) Ltd | • Robor Steel (Pty) Ltd |
| • Bosal Africa (Pty) Ltd | • Robor Open Section (Pty) Ltd |

MEMBERSHIPS:

Maxidor (Pty) Ltd has chosen to be a member of the following South African organisations:

- SABS (South African Bureau of Standards).
- ISO (International Standards Organisation).
- SASA (Security Association of South Africa).
- DMA (Direct Marketing Association of South Africa).
- SEIFSA (Steel and Engineering Industries Federation of South Africa).
- Makrosafe Holdings (Pty) Ltd (Health, Safety & Environmental programme).
- PSIRA (Private Security Regulatory Authority South Africa).

AWARDS:

Maxidor (Pty) Ltd has received numerous awards, some of the more significant awards are:

- Gold Category (International Star Award For Quality) in Geneva 2008.
- 2006/7 1st place in the security sector – (Deloitte Best Company to work for in SA 2006/7).
- 2004/5 1st place in the security sector and 2nd place in manufacturing the sector and – 28th overall (Deloitte Best Company to work for in SA 2004/5).
- 2005 'Sandton Chamber of Commerce & Industry Award' as 'Top Independent Entrepreneur'.
- 2005 'The Star' newspaper 'Best of the Best': Voted by the readers as the best supplier of Gates/Fences.
- 2005 International Quality Award for 'Excellence and Business Prestige' (Diamond Award).
- 2005 'International Arch of Europe Award' for 'Quality and Technology' (Diamond category) .
- 2004 'Impumelelo' (South Africa's Top 300 Empowerment Companies) As a result of **Maxidor (Pty) Ltd's** 'Contribution to Broad Based Black Economic Empowerment and Transformation'.

COMPANY STATISTICS/ DEMOGRAPHICS/HISTORY

Year founded: **1985**

Founder:

Mr. Izak J. Pretorius

Number of employees:

Between 300 and 400

Number of Sub-contractors:

15 National Installation Sub-contractors

Branches:

Johannesburg, Bedfordview, Cape Town, Durban and Pretoria

- 2004 'Impumelelo' (South Africa's Top 300 Empowerment Companies) 'As a Result of Maxidor (Pty) Ltd's Impact and Extent of Maxidor (Pty) Ltd's Corporate Social Investment' initiatives.
- 3 annual awards - 2004, 2003 and 2002 (South Africa's Top 300 National Companies) 'As a Result of Maxidor (Pty) Ltd's Contribution to the Growth of the Economy and Job Creation'.
- 'Deloitte Best Company to work for in SA – 2003' - 82nd overall (First time entrant).
- 2003 'Impumelelo' (South Africa's Top 300 Empowerment Companies) As a result of Maxidor (Pty) Ltd's 'Contribution to the Growth of the Economy, Job Creation and Transformation'.
- 2003 'International Quality Award for Excellence and Business Prestige' (Platinum Award) for 'Commitment to the QC 100 Total Quality Management'.
- 2003 'Silver Assegai Award'. Marketing award for 'Incontestable Results, Exceptional Creative Innovation and Strategic Genius'.
- 2002 'Impumelelo' (South Africa's Top 300 Empowerment Companies) for Maxidor (Pty) Ltd's 'Contribution to Upliftment and Development through Corporate Social Investment'.
- 2001 'Business Initiative Development' 'International Gold Star Award in Recognition of Quality'.
- 1999 'Raptor Award' and 'Grand Raptor Award' for 'Best First time Sponsorship' for the adoption of Max the Gorilla at the Johannesburg Zoo.



From top to bottom:
Branch Offices in Bedfordview, Alberton,
Cape Town, Durban & Pretoria

RECENT MAJOR CONTRACTS:

- | | | |
|-----------------------------------|---------------------|------------------------------------|
| • Airport Maintenance Company | • Mr. Price | • Legal Aid Board Company |
| • National Intelligence Agency | • Coca Cola | • Hollard Insurance Company |
| • Bites Technologies | • Netcare | • The Property Development Company |
| • Botanical Gardens | • Coca Cola | • Hykue Supply Company |
| • Cement and Concrete Institute | • PAM Golding | • Allianz Insurance Company |
| • Mercedes Benz | • REMAX | • Lifting and Mining Company |
| • Daimler Chrysler | • Rennies Travel | • Company of Africa |
| • Wynberg Military Hospital | • SANDF | • Matlapeng Housing Company |
| • Mowbray Maternity Hospital | • Anglo Building | • Mutual & Federal Insurance |
| • Bergzicht Trust Property Dev | • Samsung | • Regent Insurance |
| • Jack's Paint and Hardware | • SAPS | • Robbie's Company |
| • Dept of Justice & Cons Dev | • Shoprite Checkers | • Atlantis Construction |
| • Embassy of Israel | • Siemens Ltd | • The Lion Match Company |
| • Red Cross Children's Hospital | • SOS International | • Midnight Masquerade Properties |
| • Incredible Connection Centurion | • Unisa - Pretoria | |
| • MAN Bus and coach | • DSVH Projects | |
| • Malawi High Commission | • Nike SA | |
| • Zodiac Baracuda | • Mittal Steel | |
| • Greek Embassy | • Ellerines | |
| • Rawson Properties | • Wesbank | |
| • Dekon Construction | • KFC | |
| • Seeff Properties | • Hirsch's | |
| • Meatrite | • FNB Cape Town | |
| • LGM SA | • JD Group | |

RECENT EXHIBITIONS / TRADE SHOWS / CONVENTIONS:

Maxidor (Pty) Ltd are expert marketers and have established a nationally recognized brand. One method used is 'Specialist Trade Shows':

- Maxidor's Annual Sales Conference (Johannesburg) February 2009.
- Franchise's Annual Sales Conference (Johannesburg) March 2009.
- Sales Conference (Johannesburg) May 2009.
- Maxidor Achiever's Pause (Sun City) August 2009.
- Mador Annual Sales Conference (Johannesburg) February 2011.
- Homemakers Expo (Johannesburg) 2011.

INTERNAL AND EXTERNAL TRAINING PROGRAMMES:

At the heart of Maxidor (Pty) Ltd's growth and development are advanced training programmes for all employees. A culture of constant and never-ending improvement is passionately driven by Maxidor (Pty) Ltd's directors and senior management in an effort to see every individual employed by Maxidor achieve success. Some of the training programmes utilised are:

- The majority of our training is developed and provided by MPPI International (Pty) Ltd

BUSINESS & FINANCE

Subsidiaries:
None

Holding company:
The Garfield Arnold Trust

Bank:
Standard Bank of South Africa

Accountants/ Auditors:
Cilliers Martin and Associates (Pty) Ltd

JSE:
Not Listed

Current customer base:
Domestic and Commercial (Installations)

EMPOWERMENT STATUS

- Previously Disadvantaged Director Development
- MPPI – MLD Management and Leadership Development training
- MPPI – EAP Employee Assistance Programme
- Supplier BEE Status prerequisite to engagement
- Previously Disadvantaged Finance Project
- Corporate Social Investment



- Life Skills:
 - 3-day 'Managing Professional and Personal Interaction' workshop.
 - Anthony Robbins – 'Personal Power' Course.
- Staff Training Programmes implemented:
 - MLD – Management and Leadership Development training.
 - HRM – Human Resource Management Training.
 - ERT – Employee Relations Training.
 - EAP – Employee Assistance Programme.
- Specialised Training Modules Utilised:
 - Work Skills: Time Management, Quality Management, Writing Skills, Basic Delegation, Attitude and the Workplace.
 - Advanced Work Skills: Performance Evaluations, Delegation, Managing Dissatisfied Customers, Effective Meetings, Conflict Management, Chairing a Disciplinary Enquiry.
 - Organisational Knowledge: Disciplinary Procedures, Employment Equity, Grievances and Non-conformances.
 - Health, Safety and the Environment: Stress Management, Diversity Management, Cultivating Good Habits, HIV and AIDS Management.
 - Senior Management Business Fortification.
- Sales Training Implemented:
 - 1-day Advanced Sales Skills Workshop.
 - Tom Hopkins "Building Sales Champions" Training Programme.
 - Brian Tracey 'Sales' Training Programme.
 - Director development (training by Institute of Directors).

EMPOWERMENT INITIATIVES:

Maxidor (Pty) Ltd had a (HDI – Previously Disadvantaged) Supervisor Development Programme in place in the late 90's already (Prior to the current Government) Current empowerment initiatives are:

- MPPI – MLD Management and Leadership Development training.
- MPPI – EAP Employee Assistance Programme.
- Supplier BEE Status prerequisite to engagement.
- Previously Disadvantaged Finance Project (Maravedi Financial Solutions).
- Current BBBEE (Broad Based Black Economic Empowerment) Rating is being attended to by rating agency Empowerdex.

CORPORATE SOCIAL INVESTMENT INITIATIVES:

Maxidor (Pty) Ltd is committed to educating the South African public into security routines and disciplines coupled with Physical Security Barriers. Initiatives include:

- Free security tips for the public on the website (www.maxidor.co.za) regularly advertised in the media.
- Training of Maxidor Consultants as Physical Security advisors.
- Training and development of small black businesses (installers).
- The Johannesburg Zoo Sponsorship.
- Regular donation of physical security barriers to "Section 21" Organisations.

NATURE OF BUSINESS

Description of activity:

- Marketing, Sales and Manufacturing of Physical Security and Safety Barriers.

PRODUCTS/SERVICES OFFERED

- Manufacturing, Supply and Installation of: mild steel expanding security doors, security gates, security grills, roller shutter doors and safety barriers.

ACCREDITATION

- Industrial standards: South African Bureau of Standards - SABS ISO 9001: 2000.

DIRECTORS AND SENIOR MANAGEMENT

- Maxidor Chief Executive Officer: **Mr. Maurice J. Pretorius**
- Chief Financial Officer: **Mr. Miklós Hegyi**
- Managing Director: **Mr. Tertius Venter-Davies**
- Sales Manager - Africa: **Mr. Wesley Paul**
- Production Director: **Mr. Solomon Tsotetsi**

CONTACT DETAILS

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