

EXCELLENCE IN PERFORMANCE

YOUR PERFECT PARTNER

www.ps23.co.za

COMPANY Profile 2018

EXCELLENCE IN PERFORMANCE

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ALES

We aim to produce the highest quality at the best possible price. We have a small but highly efficient team, which enables us to be highly competitive.

At PS23 Manufacturing & Distribution, we focus on Research and Development of products for specific industrial and consumer applications in lubrication, corrosion protection and cleaning situations.

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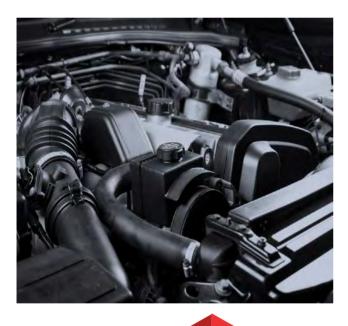
INTRODUCTION

Our motivation is to deliver "Excellence in Performance" in an ever changing and demanding business environment.

Established in the early 1990's, PS23 Manufacturing & Distribution (Pty) Ltd aims at providing all light and heavy industries with problem solving products in specialized chemicals, coatings, cleaners and lubrication.

Our Research and Development (R \Leftrightarrow D) department has over the years developed more than 35 products that are currently leaders in terms of quality and efficiency. We are continuously developing new products as technology moves forward and new opportunities arise.

Our clients include mining houses, engineering firms, equipment manufacturers, agriculture, the transport industry and retail outlets.



WHAT WE DO.

Since the company's founding it has lived up to its credo "Excellence in Performance". We aim to maximize cost value benefits for our customers by extending component life and reducing breakages and down-time. Our focus is on supplying our customers with the right product for the right application. The performance of our products is validated by the Council for Scientific and Industrial Researches (C.S.I.R.), The South African Bureau of Standards (S.A.B.S.) and Universities in South Africa and Florida, U.S.A. Users of our products over the years include organizations such as Impala Platinum Mines, Foskor, Consol Glass, Sappi, Thomas Foundries, Mine Mechanization, Sasol Agri, Fry's Metals, Phalaborwa Mining Co., JCI Cons. Murchinson, Northern Timbers, AutoZone, Midas, Goldwagen etc. to name a few.

OUR COMPANY

We are a solution driven company who passionately provides Lubrication, Cleaning, Corrosion Prevention and Automotive Performance Enhancing solutions.



OUR VISION

To be the partner-of-choice for best-in-class Lubricants, Cleaners, Corrosion Prevention and Additives in the Retail, Industrial and Manufacturing sectors of South Africa.

OUR MISSION

To enable economic growth by providing products of superior quality and value that assist our business partners in building infrastructure, products, services and solutions that support our communities.

COMPANY ETHICS & CODE OF CONDUCT

- We recognise and acknowledge that our achievements as a Company are the result of the combined efforts of each individual in the organisation working towards shared common objectives.
- We believe that success will only be possible by having highly motivated, capable and innovative people at every level in the Company. Every person must have the opportunity to upgrade their skills and capabilities through a process of continued education and training.
- We recognise that even skilled people cannot optimise their talents without effective co-operation and teamwork.
- We also believe in shared leadership, which creates commitment, opportunity and enthusiasm at every level. An all-important adjunct is the opportunity to have fun, joy and excitement in our work.
- Finally, we subscribe to uncompromising integrity and the highest standard of business ethics in all our dealings, both within and outside the Company. This integrity is founded on a basis of openness and trust without which we could not operate.

WE BELIEVE

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We continuously deliver excellence and strive to exceed our customer's expectations

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Accountability

We take personal ownership and pride in all our actions

Teamwork

We value and support our colleagues and work together as a team in an honest way

THE LEADERSHIP TEAM

Meet our professional team who have the perfect skills & experience to help your business grow.



Jaco Malan Director

We aim to take care of our customer's needs by providing and delivering professional, helpful, high quality service and assistance before, during and after our customer's requirements are met. We take customer service excellence very serious and see this as one of the critical competitive advantages of our company.

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Success in our Industry requires learning as fast as the world is changing"



Tiaan Cronje Director

At PS23 we believe that quality is never an accident but it is the result of high intention, sincere effort, intelligent direction and skilful execution. Our customers are our most

important assets and we will do what ever it takes to provide them with products that solve their problems.

"

Excellence is not a destination; it is a continuous journey that never ends"



Danie van Rooyen National Sales Executive

We want to build trust through the best customer service in our industry. This is important for us because it could mean the difference between customer loyalty and a customer who jump ship and move on to the next supplier. For us, customer service is more important than price.

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Even small changes can make a huge difference. No improvement you can make will ever be too small"



27 Years experience of working excellence.

EXCELLENCE IN PERFORMANCE

This is our mantra, our motivation and our goal in everything we do. It is embedded in products and service, it dominates our thinking when researching and formulating a product, it drives our team to achieve and deliver nothing but the best to our customers and clients. It is the undeniable benefit of the continued use and application of our product range in your vehicle, fleet or equipment.

WHAT WE DO

Grow your business with our excellent products



Lubricants

Enhance the life of all metal to metal components, giving you machinery.



Cleaners



Car Care

improved performance, extended engine life and more dependable Unique formulation, highly effective in their applications. Industrial and Household use including Food Friendly Anti-bacterial cleaners

Our desire to produce the worlds best auto care products has led to unsurpassed standards of quality



Corrosion Protection

PS23 Anti-Rust Fluids have no equal when it comes to preventing or treating rust prone surfaces.



Greases

Greases for every application imaginable. From high/extreme pressure, to high conductivity, high water resistance, low speed or high speed and Food Friendly NSF approved greases.



Machining Fluids

Significantly extend the life of machining tools and can greatly reduce machining costs by improving efficiency.

OUR MARKET SEGMENTS

Quality Management Policy

- We provide customers with the assurance that the development, manufacturing, delivery and support of our products will comply with national and international standards.
- 2. Implementation, managemnt and adherence to our SOP, in line with ISO 9001
- To constantly improve communication and cooperation between all departments, functions and customers.
- 4. To constantly improve managerial and technical skills and to instil the need for self-discipline and attention to detail
- 5. To constantly increase quality assurance consciousness and application in all personnel.



RETAIL

One of our key priorities is to provide the best possible service to our growing number of retailers, provide them with the best merchandise and help them grow their business with our world class products.

There is little that match the ability to talk about a product with a staff member in a store. A storefront gives customers the opportunity to ask questions and staff members to recommend complementary products or alternative uses for an item a customer is considering buying. Real people, overall, tend to add to the positive nature of a shopping experience which will keep customers coming back. We provide product training to all sales staff on

the floor in order to enable them to have informed conversations with the end user about our products and to enable them to add value to the "shopping experience".

All our products are available in convenience packs that are competitively priced for the retail market. These products offer an alternative offering which will satisfy the needs of a wide range of consumers.



AGRICULTURE

We have specialized products for different needs in the agricultural sector. This includes waterproof greases, food friendly greases and lubes, Hydraulic oil etc. For the serious farmer/business who wants to protect their equipment PS23 provides the perfect solution



Economic activity in modern-day South Africa has been centred on mining activities, their ancillary services and supplies. For this reason we developed products that deliver in performance under extreme conditions. Our extreme pressure greases, hydraulic fluids, engine oils etc. are ideal for any mining job in South Africa. Our products are Ideal for use in Gold, Diamond, Platinum or Coal mining operations.



MOTORING & TRANSPORT

With our strong brands, PS23 is able to protect your vehicles engine and improve its performance while reducing maintenance cost. Our world famous Metal Treatment will reduce wear and tear, extend the life of your engine and maximise your profit in any commercial fleet.



MANUFACTURING

PS23 brings new technology which provides our customers with machining fluids, lubricants, greases, corrosion protection and cleaners that performs and protects equipment under extreme working conditions. This enables our customers to manufacture at full capacity with less downtime due to breakages, resulting in improved efficiency, productivity and profitability.

BUSINESS SOLUTION

We bring new Innovation with new Technology



Product Research

Research and Development at PS23 is an essential part of the solution in providing cost saving, performance enhancing Lubricants, Greases, Cleaners, Corrosion Protection and Machining fluids in a wide variety of Industries. While tremendous progress has been achieved in several areas in manufacturing and raw materials we will continue to make progress in using new technologies and processes. R&D has a multiplier effect. It not only improves our lives, but also creates cost savings, drives economic growth, and enhances global security.



Using new Technology

Why use Technology? new Technology has boosted every industry. Businesses have grown and created more employment opportunities. Technology has brought advancements in industries like agriculture, which leads to increased food production. Owing to the developments in engineering and architecture, building robust civil structures has been possible. It has changed every sector; be it medicine, tourism, education, manufacturing or any other. Technology has touched every aspect of life, making it easier, better and different. Technology has changed living.



Innovation

At PS23, Innovation involves deliberate application of information, imagination and initiative in deriving greater or different values from our resources, and includes all processes by which we generate new ideas and convert this into quality products. This process of translating an idea or invention into our products creates value which our customers are willing to pay for.

ADDITIONAL COMPANY INFORMATION

Company Registration No: 2006/010375/07 VAT no: 4890228499 BEE Level: 4 Bank: First National Bank Website: www.PS23.co.za Facebook: @PS23Performance

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OUR CUSTOMERS

What does our customers say?

For us at PS23 the essence of good customer service is forming a relationship with customers – a relationship which our customers feel that they would like to pursue.

How do we go about forming such a relationships? By remembering the one true secret of good customer service and acting accordingly; "You will be judged by what you do, not what you say."

What does our customers have to say about PS23 and our products?

Some of our PS23 Customers

•	Consol Glass	
	AutoZone	
•	Midas	
•	Goldwagen	
•	Gans Spares	
•	Team Cars	
•	Gaydons	
	Umusa	
•	Northern Timbers	
	ChromeCrete	



Johan Marais Director - Stuttaford van Lines

We tested PS23 on a Mercedes with an ADE422T engine with Castrol 20W/40 oil:

- The reduced engine wear can be seen directly from the reduction in the various metal component deposits and other corrosion inducing compounds.
- Fuel consumption improved from 2,5 to 2,7 Km per Lt to 2,8 to 3,1 Km per Lt.
- Extended oil life 68 962 Km without an oil change.
- Vehicle operator was happier with performance due to better responsiveness and quieter engine noise.

More customers are trusting us with their businesses every day

Wimpie Steyn -

Mass Movers Johannesburg

We would like to congratulate you with your excellent PS23 products. Our problem truck had an overheating problem and was running at 75°C with no load. After adding PS23 Metal/Oil Treatment the temperature plummeted to 58°C with no load. The truck is running with load and has no heating problems.

We decided to put our whole fleet onto this magic potion and added PS23 Metal Treatment and Diesel Conditioner. We achieved a 15% fuel saving on the fleet!!

We then tested my Isuzu 4x4 Diesel - after adding PS23 to the engine, Gearbox and Diff fuel consumption reduced to give 11,3 Km per Lt from 9,1 Km per Lt. We also experienced much less vibration and noise with much more power.

Our EH 100 Hino truck had a breakdown in Bloemfontein where 3 piston rings broke. The truck drove back to Johannesburg on 3 cylinders (500Km) When we stripped the motor we found no damage on the crankshaft, on the top or on the main bearings. The piston was slightly damaged. This speaks wonders for PS23. We have used many similar products in the past, but PS23 certainly surpasses all expectations.

Get in touch.

We would love to hear from you. Let us know what you need or share with us your experience using one of our fantastic products. We value your feedback and would appreciate any input from you.



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