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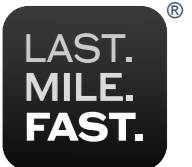
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Grocery evolution 2023: Navigating challenges, embracing innovation and the threat of port congestion in SA's thriving FMCG sector



Helen Maister

In the early months of 2023, grocery retailers stepped beyond the lingering disruptions of the Covid-19 pandemic. While challenges persisted, including price inflation and supply shortages, this period marked a notable surge in innovation. Online

shopping, home and curbside delivery, and a heightened focus on sustainable foods became staples. Technological advancements played a pivotal role, automating key aspects of the grocery business and promising benefits like cost reductions, increased revenues, and improved customer experiences.

Shoppers, responding to inflation, adapted by gravitating toward private-label items, buying in bulk, and exploring new channels such as online outlets and subscription services. Simultaneously, the spotlight on sustainable living and healthy eating intensified, resulting in expanded offerings of organic produce and meat substitutes. Technological integration into the grocery shopping experience saw enhancements, featuring AI-powered smart carts and digital kiosks. The adoption of seamless omnichannel tactics became central to grocery retailers, effectively blending physical and digital options.

Amid these changes, smaller retailers thrived by offering personalised services, while sustainability and

healthier choices took precedence. The momentum of online grocery shopping continued to rise, with individualised offers bridging the online and in-store experience. Evolving delivery models, incorporating advanced features and utilising AI, machine learning, automation and streamlined operational efficiency. Notably, dark stores and micro-fulfillment centres emerged as dedicated hubs for online grocery orders, contributing to a dynamic and evolving landscape for the grocery industry in 2023.

Transitioning to Q3 2023, South Africa's FMCG sector celebrated a significant milestone, achieving R631 billion in annual sales – a robust 14.7% increase from the beginning of the year. This remarkable growth was propelled by innovation, particularly in the Liquor category, which surpassed Ambient Food sales for the first time in three years. Liquor saw a substantial 21.3% year-on-year increase and a robust 28.5% surge in Q3 compared to the same period in 2022. The Alcohol industry showcased resilience by introducing new brands and flavours, especially in Beer Premixes, Brandy, Wine, Whiskey and Gin.

In addition to Liquor, Non-Alcoholic Beverages and Personal Care, Biscuits, Snacks and Confectionery experienced notable sales increases of 21%, 20.8%, and 14.4%, respectively. Private Label products gained traction, accounting for over R89 billion in value sales, approximately 24% of Modern Trade. The evolving

private label sector, encompassing Ambient Food and Baby Care, exhibited a significant 14.7% increase in value. Despite inflationary pressures impacting consumers, with 15 out of the top 20 FMCG categories experiencing annual inflation exceeding 10%, the industry showcased adaptability in the face of changing consumer habits amid economic challenges.

Regrettably, as the grocery industry thrives, port congestion poses a significant threat to South Africa's holiday distribution and shopping season. This challenge coincides with a 336% increase in shipping prices globally, posing additional hurdles for retailers and consumers. Port congestion, compounded by the need for restocking following the July 2021 looting, is expected to persist. South Africa's importers must navigate longer lead times, increased inventory, and currency volatility for effective cashflow and working capital management.

While the port congestion poses challenges, the grocery industry's resilience and innovative spirit will likely pave the way for solutions to navigate these obstacles. This continued adaptability ensures a positive future for both retailers and consumers alike, even in the face of external challenges. As the industry evolves, it remains well-positioned to overcome hurdles and continue its trajectory of growth and innovation.

Helen Maister

Helen Maister

The surprising way that convenience and certainty drive decisions

Image courtesy of www.gq.com

This is the next article in a short series on how behavioural economics and 'being human' affects your business.

I stopped going to one of my favourite restaurants recently. Nothing bad really happened. The food has always been great, and the people have literally become friends over the years. So what went wrong?

In their 'wisdom', the municipal authorities decided that they were going to build two seriously difficult speed humps in the suburban road where the tiny strip mall (which contains a total of nine stores) is located. Never mind that there are an estimated 40 million potholes in South Africa, they decided that they would further inconvenience citizens by building these.

I asked four of the store owners or managers if they knew anything about this, or had even perhaps requested this, so that people crossing the road could do so more safely. They were just as mystified as I was. Indeed, the owner of my favourite restaurant reported that he had actually seen that the number of customer visits had reduced in the past six weeks.



Customers hate being inconvenienced and are notoriously fickle when they are hassled. One famous fast-food brand estimated that they lost turnover of around R200 000 every month because the franchisee wasn't patient enough to wait six months for the site on the corner to become available. His store was literally two shops down – and he paid a hefty price for that, because customers just didn't want to turn into the side road off the main road.

And speaking of fast food, did you know that Usain Bolt once got a little ill from eating street food just before an Olympic event? He vowed then that he would never jeopardise another race by eating food that was dodgy – and for a week before every major athletic episode, he eats nothing more than ... Chicken McNuggets!

Here is someone who has an almost perfect body, a temple of physical beauty, and he 'pollutes' it with an estimated 1 000 nuggets before each race.

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Why? Because McDonalds has never presented itself as a gourmet restaurant with a Michelin Star. Instead, one of its key values is on hygiene. Not many people get a stomach ailment from them, while many people get ill in fancy restaurants.

My doctor moved premises from the ground floor to the first floor in the same building – and with stairs and a lift, but saw his patient visits drop. Everything in the practice was better ... new décor and nicer waiting area. The staff were more enthusiastic with their new surroundings, but it became a schlep to go up one floor.

And how often have you driven past your own favourite retailer, found no parking first time round, and then driven straight out again. The same happens when supermarkets and retailers rearrange their products from their familiar places on the shelves into 'more convenient' aisles. The resistance from customers is not proportional to the small changes.

Now, it would be easy to blame this on human laziness, but it is far more deep-rooted, instinctual

and psychological than that. As I've said before, your customers may be reading your content on the most sophisticated devices ever invented, but you are working with software that is around 400 000 years old – the human brain. They aren't logical like economists, engineers and other scientists.

In a world where we are bombarded with literally thousands of inputs and stimuli every day, it's impossible to keep in touch with all of these in order to respond to each one separately. So we have developed shortcuts and 'heuristics' to cope. (Awful word, by the way.)

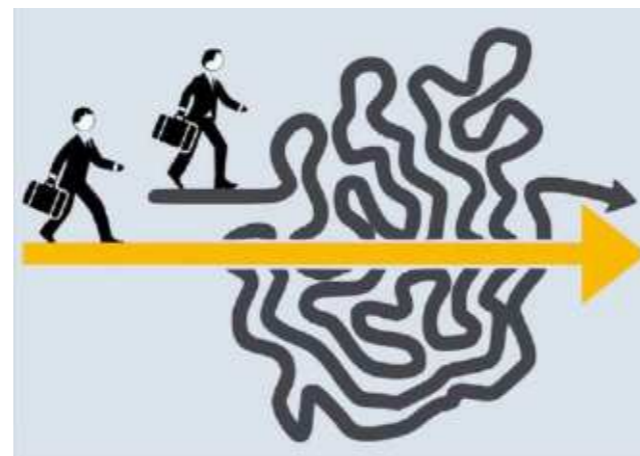


Image: <https://paleofoundation.com/>

Heuristics

Heuristics are defined as "mental shortcuts that can facilitate problem-solving and probability judgments. These strategies are generalisations, or rules-of-thumb, that reduce cognitive load. They can be effective for making immediate judgments. However, they often result in irrational or inaccurate conclusions."

From The Decision Lab.com

Here's an example ... you are walking down a dark alley and you see someone wearing a hoodie approaching you. Your immediate reaction is to

anticipate danger and you prepare yourself for an attack, or to run away. It's not rational, but that is your inevitable response to the perceived menace. As you walk past each other, he flashes you a warm smile and you feel a bit stupid for overreacting. Still, you can't be too careful, can you?



Image : www.britannica.com/



Image courtesy of www.londontopsightstours.com/

On a somewhat less anxious level, however, we don't like uncertainty, randomness and confusion. There's a famous case study carried out in the UK where they discovered that most rail passengers don't like waiting for trains when they don't know when the next train is due. They prefer to wait 10 minutes for a train, knowing that it will be there in 10 minutes, rather than wait half the time and not knowing.

They express higher levels of satisfaction, which sounds really weird. So, one of the greatest added-value services that the London Underground introduced was not more trains or more frequent journeys, but a small digital light board that announces, "Next train in 6 minutes." It probably cost a fraction of the price of introducing more trains but worked even better.

Here's another favourite example: you and I have been able to order a taxi by phone for more than 100 years now, but before Uber it was a stress-filled process. Once you put the phone down, a number of questions came to mind. Did they get my address right? Is he here, but waiting around the corner because there was no parking? Maybe he's already gone? Am I going to miss my flight?



Image courtesy of www.uber.com/

But Uber changed all that by creating certainty. Research shows over and over again that reliability and human happiness are directly correlated with each other.

Remember that we always assume that we can only increase value for customers in the factory

(with enhanced features or improved quality, for example) ... or in the board room (with added discounts, for example). But in reality the best place to add value is in the human mind. The moment you can change their perceptions about your offer and your service, you get them on your side.

Oh, and it doesn't have to cost a fortune. In fact, it could be really cheap or even free! **SR**



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NEW!



The Tesco model leads in Great Britain and stands out in Europe

Tesco, a pioneer of supermarketing in the UK, based in Cheshunt and founded in 1919, today holds almost a third of its national market (27.3%) and manages eight types of distribution formats, all different in size and service levels.

With 4 859 outlets (United Kingdom and Ireland) it also trades in Central Europe (Czech Republic, Slovakia and Hungary), while employing 330 000 people.

The diversification of distribution formats

Tesco considers the differentiation of each store concept adapted to the specific territory of operation, as the focal point of its entire value strategy.

According to the latest annual report, the group produces sales of around €66 billion (R1 518 billion), up 5.3% on the previous year and with a net profit of 6.3%. The eight store concepts are:

Tesco Extras are generally large hypermarkets, located outside the city. They have an average surface area of at least 6 000 m² and provide the entire range of products available at Tesco, in addition to specific services such as pharmacies, opticians and locksmiths.



“Operational flexibility and adaptability to each European territory, great attention to cost control, intense collaboration with suppliers and placing consumers first are the hallmarks of Tesco’s strategy.”

Main photo: Outside a Tesco Extra store ... with the typical winterish weather for this time of the year.

Below left: Queue at a service kiosk.

Below right: John Allan, Chairman of Tesco from March 2015 to June 2023.



Traditional '**Tesco supermarkets**' have an average floor area of around 3 000 m² and offer a wide range of food, with smaller portions of clothing and everyday household items. Basically, they are 'superstores' which include bakeries and a good variety of fresh products.

Tesco Metro's are supermarkets with average surface areas of around 1 000 m². Operationally, they are similar to larger formats and provide many of the same services (though, usually, without a full bakery).

Tesco Express are high-level convenience stores, with an average surface area of around 200 m². They sell a fairly limited range of food products, mainly with a higher margin. Here, the products cost more due to the high costs associated with property management, primarily the specific characteristics of certain locations (main streets in the city centre, where properties are expensive).

Tesco petrol filling stations are operated as an extension of a larger store, but legally operate independently to allow for extended opening hours.

Jack's Stores are discount stores of similar size to the Tesco Metro stores (1 000 m²), designed to compete with the well-known German discounters now widespread everywhere in Europe (Aldi and Lidl).

One Stop, on the other hand, is a convenience store chain that is even smaller than the Express stores (on average, only 140 m²). Here too, products are sold at higher prices compared to other formats.



The fresh produce department uses slanting displays of produce crates – saving labour ... from delivery vehicle to cold room to the display unit.



Beer, wine and liquor are afforded sufficient space to make a statement.



Tesco serves a multi-ethnic British audience. In this case, the Hindu festival of Diwali is recognised via a range of displays of suitable products for the event.



Rice offerings and other Indian recipe requirements are available on this dedicated Diwali display.

DIY car accessories.

Finally, **Dotcom** are e-commerce fulfillment centres with the six 'dark stores' that support regular ones, processing orders via 'Tesco.com'. They have an average surface area of 11 000 m², are not open to the public and vary in logistical structure, ranging from a typical 'Extra layout' to highly automated and mechanised operations.

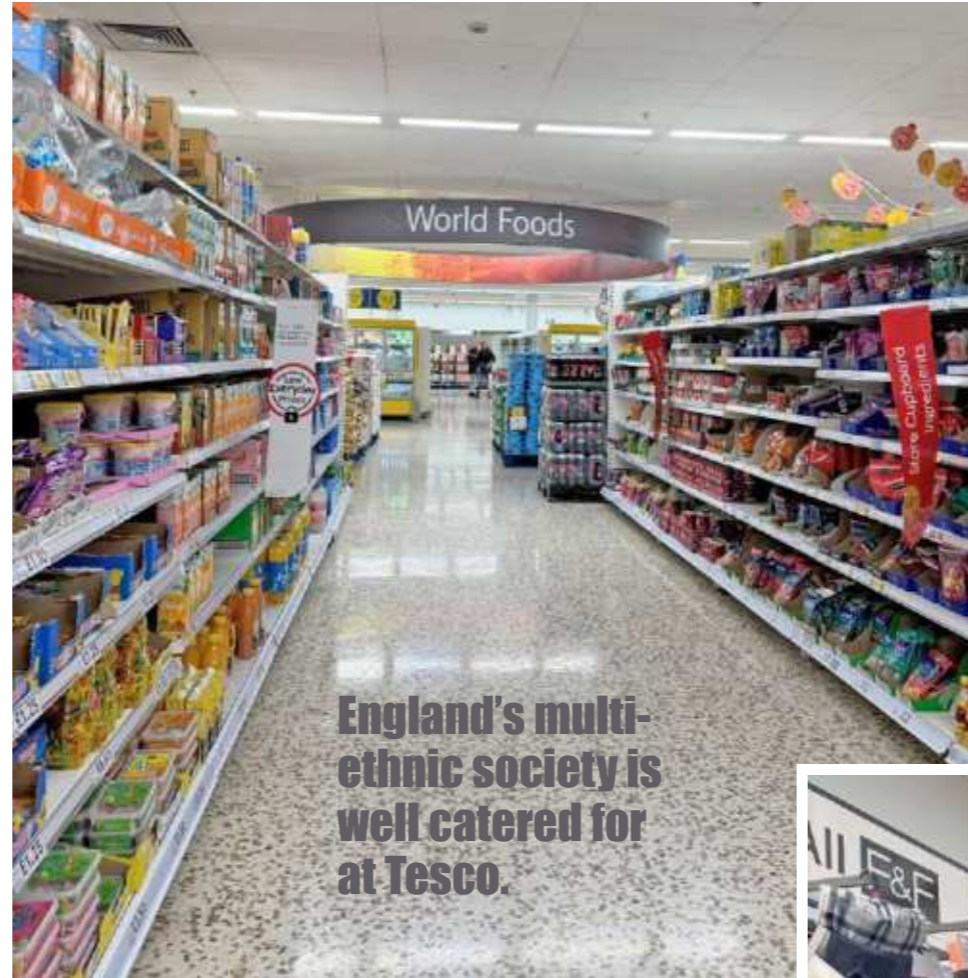
Strategic priorities

John Allan, Non-Executive Chair in Tesco in April 2023, summarised the company's objective ...

“ By delivering value for customers, we create sustainable value for shareholders. ”

More detail includes ...

- Consolidate convenience, quality and sustainability in the execution of the operations
- Intensify the focus on healthy food
- Collaborate with foresight, alongside suppliers, to create and distribute excellent products
- Make positive and recognised contributions to all the communities served in the territories in which the various stores are located
- Conceive and enable personalised shopping experiences through the digital platform 'My Tesco Clubcard'
- Simplify processes to make numerous activities further productive and less expensive
- Spend money only where the allocations really serve customers to really make a difference.



England's multi-ethnic society is well catered for at Tesco.



Refrigerated space dedicated to meals and snacks, including regular and energy drinks.



Located near the store entrance, consumers make use of self-scanning devices to keep track of their purchases and budgets.



Textiles and clothing feature prominently at larger Tesco Extra stores.



Customer's point of view

Most users who shop at Tesco to do their weekly shopping, prefer locations close to their home or workplace. The products in the range stand out for their 'quality-price' ratio – in particular, the 'Tesco Finest' range is of great quality and is well supported by the customers. There is a good selection of cheeses and cured meats, which includes both Italian and Spanish ones, while the organic products (especially fruit and vegetables) are also of excellent quality.

The promotional activity covers a very wide range of products throughout the chain. The promotional calendar pays special attention to all major holiday events covering the full spectrum of its clientèle's needs.

Other than Christmas and New Year promotions (which are covered with commitment and excellent displays), Tesco ensures that localised holidays, such as Diwali for its Hindu customers or Ramadan for its Muslim shoppers get the full attention of all stores in the chain.

Another celebration that is usually emphasised in Tesco stores is the 'Bonfire Night', which takes place on 5 November where the sale of fireworks is promoted.

The loyalty system

The Tesco Clubcard is the fulcrum of every activity designed to stabilise relationships with consumers. It allows one to collect points that can be converted to shopping vouchers and, at the same time, allows access to discounts



Muslim customers are also catered for (although the counter was not operating on the day of our visit).



Pharmacy area with OTC's and prescription drugs, as well as a consulting area. Pharmacy hours can vary from the stores' trading hours.



Above & top left: Attractive bakery displays with signage reminders that fresh products are baked throughout the day.



Textiles and clothing featured prominently at larger Tesco Extra stores.

reserved only for holders of the card.

The card is well supported and the growth in membership is testament to Tesco's successful customer conversion into added sales and margins.

In essence, operational flexibility, simplification of organisational processes, rapid and consistent adaptability to demand from the territories covered, digital innovation, reliable partnership with suppliers, reduction of expenses that are less useful to customers and excellence of food products sold at the right prices are the crucial characteristics of a distribution model that Tesco likes to draw inspiration from and is the basis of its volumes and economic results.



Huge amount of space dedicated to ice creams, both tubs and count lines.



Confectionery and 'reward' shelves have been tilted to allow a better display of the merchandise.



Greeting card section.



Talking signs lead the consumer towards a targeted purchase.



Selection of 'Tesco Finest' products.



General merchandise displays.



Wide aisles allow free movement for the shoppers at the refrigerated cabinets.



1919. Jack Cohen began selling surplus groceries from a stall in the East End of London in 1919. He left the Royal Flying Corp at the end of the Great War and used his demob money to buy the first day's stock. From day one, Jack believed in putting affordable food in the reach of everybody. At the end of the first day Jack Cohen made a profit of £1 on sales of £4.

1924. The name 'Tesco' is born
The first own-brand product sold, which Jack promised would bring unequalled value, was Tesco Tea – before the company was called Tesco. The name comes from the initials of TE Stockwell, who was a partner in the firm of tea suppliers, and CO from Jack's surname.

1929. The first Tesco store
Jack Cohen opened the first Tesco store in Burnt Oak, Edgware, north London. The store sold great value dry goods and the first ever branded product, which, unsurprisingly, was Tesco Tea!

Middle Street / Bond Street old London. c. 1975.

This 1970s photograph of Yeovil's first Tesco store is instantly dated by the clothes and signage of the period. Tesco was offering double Green Shield stamps and there is not a shopping trolley in sight. Goods purchased were often taken home by cars parked in one of the prestigious new car parks.
Martin Whittle, Pinterest.



Serves: 4-6
Preparation time: 20 minutes
Cooking time: 1 hour

GOLDI, COUNTY FAIR, FESTIVE or MOUNTAIN VALLEY Braai Pack

The flavour combo reminds of Middle Eastern fare yet fits right into summer. A must-try!

INGREDIENTS

Chicken:

- 4 Tbsp (60ml) olive oil
- 3 Tbsp (45ml) finely grated fresh ginger
- Juice & zest of 1 orange
- 1 ½ Tbsp (20ml) ground cinnamon
- 1 Tbsp (15ml) dried thyme
- 2 tsp (10ml) ground cumin
- 2 tsp (10ml) salt
- ½ tsp (3ml) ground black pepper
- 1 x Chicken Braai Pack

INGREDIENTS

Sweet potato mash:

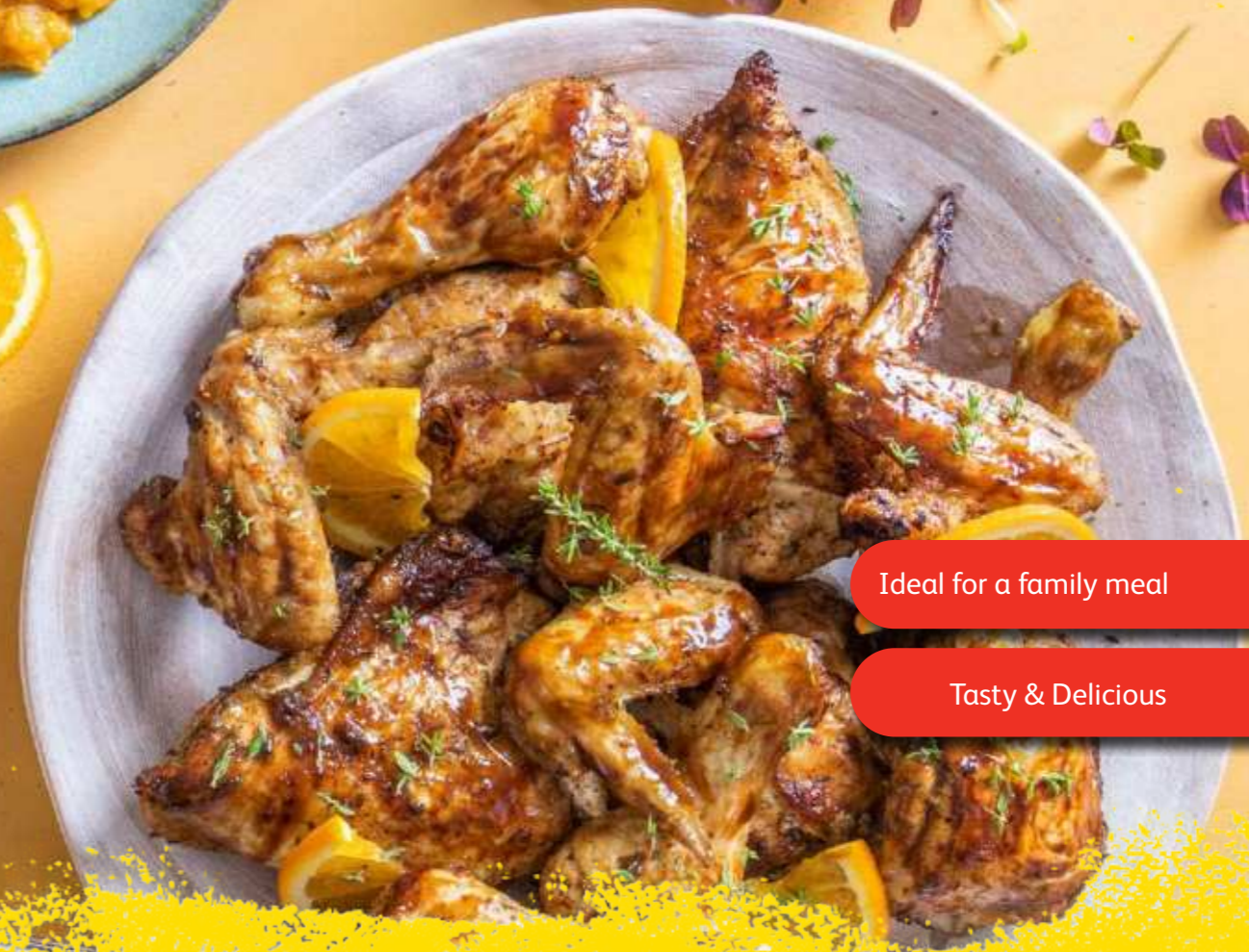
- 1.5kg orange sweet potato, peeled and cut into rough 3-4cm chunks
- 3 Tbsp (45ml) olive oil
- 1 tsp (5ml) salt
- ½ tsp (3ml) cinnamon
- 30g butter
- 1/3 cup (80ml) milk, warm

CINNAMON AND GINGER SPICED CHICKEN PIECES WITH SWEET POTATO MASH

Method:

Chicken:

- Prepare the chicken: Place the olive oil, ginger, orange juice & zest, cinnamon, thyme, cumin, salt and pepper into a large bowl and mix well. Add the chicken pieces and toss to coat, massaging the marinade into the chicken. Cover and refrigerate for at least one hour.
- Preheat the oven to 180°C.
- Place the chicken pieces skin side up in a roasting dish. Roast in the oven for 1 hour until golden and cooked through.
- For the sweet potato mash: Preheat the oven to 180°C.
- Place the sweet potato chunks onto a lined roasting tray. Drizzle over the olive oil, salt and cinnamon. Toss well.
- Roast for 25-30 minutes, until soft.
- Place the warm sweet potato into a bowl and mash. Add the butter and enough milk to get a creamy, smooth consistency. Serve the warm creamy sweet potato mash with the chicken pieces.



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Serves: 4
Preparation time: 30 minutes
Cooking time: 1 hour

GOLDI, COUNTY FAIR, FESTIVE or MOUNTAIN VALLEY Braai Pack

INGREDIENTS

Chicken:

- 1 Tbsp (15ml) butter
- 1 tsp (5ml) olive oil
- 5 chicken pieces braai pack
- 1 small onion, finely chopped
- 2 cloves garlic, finely chopped
- ½ tsp (3ml) thyme leaves, preferably fresh
- 1/3 cup (80ml) red wine
- 340g fig preserve
- ¼ cup (60ml) orange juice
- ¼ cup (60ml) balsamic vinegar
- 3 thyme sprigs

INGREDIENTS

For the salad:

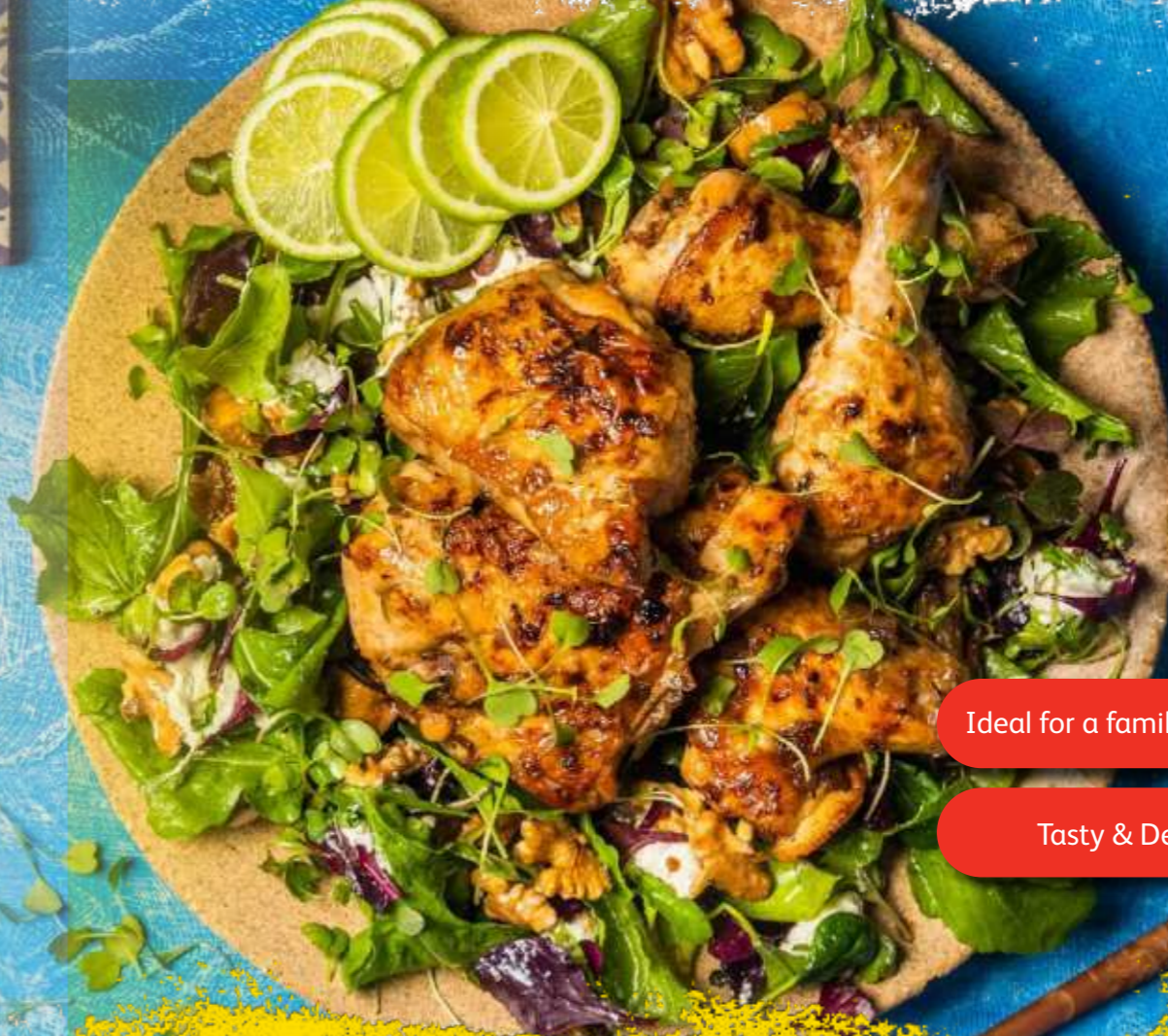
- 50g rocket leaves
- 6 medium-large figs, sliced into wedges
(if figs are not in season, you can use dried figs)
- 100g goats cheese
- 50g toasted walnuts
- 1 Tbsp (15ml) olive oil
- 1 ½ Tbsp (20ml) orange juice
- 1 Tbsp (15ml) balsamic vinegar
- 1 Tbsp (15ml) honey
- Pepper, to taste

BALSAMIC AND FIG ROASTED CHICKEN WITH FIG AND GOATS CHEESE SALAD

Sticky, sweet and utterly satisfying – this is a must-make recipe.

Method:

- Preheat the oven to 180°C.
- Heat the butter and olive oil in a pan. Add the chicken pieces skin side down and allow to render until lightly golden, then remove from the pan.
- Add the onion to the pan and sauté for 4 minutes. Add the garlic and thyme and sauté for a further 3 minutes. Deglaze with the red wine and allow to simmer for 3 minutes.
- Add the fig preserve, orange juice and balsamic vinegar. Simmer for 5 minutes.
- Place the chicken pieces in a casserole dish and pour over the sauce.
- Place the thyme sprigs on top. Cover with a lid or foil and bake in the oven for 45 minutes.
- Remove the lid or foil, and bake for a further 15 minutes, or until cooked.
- In the meantime, prepare the salad – Lay the rocket down in a bowl or platter.
- Top with the fig wedges, crumble over the goat's cheese and scatter over the walnuts.
- Whisk together the olive oil, orange juice, balsamic and honey.
- Just before serving, drizzle over the dressing and season with pepper.



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Working with suppliers to reduce food waste.

Tesco is partnering with suppliers to halve food waste in their supply chains by 2030. So far, 108 suppliers have answered the call to disclose their food waste data, which will help Tesco measure progress towards their goal.

Other ways Tesco reduces waste in partnership with suppliers includes stocking 'wonky' fruit and veg, selling bumper crops at great value and helping suppliers distribute surplus food to charity.



Tescofood.

One-pan kedgeree-style rice.



Commitment to the planet.

Achieving zero net deforestation in forest commodities will require transformational change. To support this, Tesco is ...

- Providing £5m of investment to make low interest loans available to farmers who agree to growing soy without deforestation or conversion.
- Calling for a coordinated UK policy on food to drive the transformational changes needed in its food systems.
- Working with WWF to restore nature in food production with the WWF's Retailers Commitment for Nature.



Tesco magazine.





Help Children Thrive.

Tesco colleagues in each store will help select those needing a little help in their local area. When Tesco customers are given a blue token (at the checkout in any Tesco store) they can vote for their favourite charity to receive a grant.

British Red Cross Disaster Fund.

Tescofood supports the British Red Cross Disaster Fund to provide financial assistance to countries impacted by disasters or crisis situations such as those affected by the disasters in Morocco and Libya.



Scotty's Little Soldiers. Tesco helps support this charity that wants every bereaved British Forces child to have access to the very best emotional support, outstanding development opportunities and the chance to smile again.



Climate change. Reduce. Recycle.

Tesco are committed to help reduce food waste on farms, in their stores and at home – with the aim of halving food waste by 2025. They have achieved zero waste to landfill since 2009 by working closely with their waste providers to follow the waste hierarchy, segregating waste

in their stores, distribution centres and head office to ensure they can reuse, recycle recover and finally dispose of waste in the right ways. In Ireland, they were the first Irish retailer to publish the amount of food wasted in their operations – and also the first to partner with FoodCloud, an Irish social enterprise that links businesses who have too much food with those who need it most.

Tesco are committed to be carbon neutral in their own operations by 2035 and net zero across their whole footprint by 2050. Where Tesco can't remove packaging, they try to reduce it to an absolute minimum. So far, they've reduced the size and weight of the packaging they use in a year by more than 4 500 tonnes. Their goal is for the packaging they use to be fully recyclable and contain recycled content wherever possible. **SR**



Last Mile Fast is an award winning industry first, and set to transform the on-demand delivery sector with features never seen before and adaptable to any business. **Last Mile Fast is your solution... Get On-Line!!!**

A first of its kind, LMF was built after years of research in the B2B and B2C on-demand delivery sector, focusing on consumers, merchants, couriers and logistics providers. With e-commerce booming and playing a major role in retail economic activity, merchants are under pressure to offer an online solution to their customers' delivery on-demand. The LMF solution is ESG focused and provides a sustainable solution to our customers.

Traditionally the cost of 'going online' and offering an 'on-demand delivery solution' has been incredibly expensive with a high cost per drop and fees totalling up to 30% of the basket value, and a platform subscription fee! The LMF solution uses unique technology and exclusive products to deliver an exceptional customer experience at low cost which is both adaptable and scalable.

The LMF solutions include ...



1. Hero Motorcycles – The largest manufacturers of motorcycles with a platinum rating from the GBC and a leading ESG scorecard. The Hero ECO 150 is rated the safest commercial motorcycle in South Africa with the lowest total cost of ownership (TCO). The Hero range has the lowest emissions score in the sector and are built for purpose and not a price point. Hero motorcycles offer leading rider ergonomics and factory fitted crash protection for rider safety and lower cost of repair.



2. Hero Connect – Developed in South Africa, the telematics device is motorcycle specific and offers custom solutions to the sector. The most complete motorcycle offering also boasts full API integration to manage route optimisation and live tracking without the use of handheld mobile devices. Hero Connect acts as the brain in our offering and offers extensive fleet management tools and business information. Hero Connect offers technology that is available for your mobile application offering live tracking (not dependant on mobile device), biometrics, rider behaviour scoring, scanning, payments and proof of delivery (POD) with the use of our MDM device partner MINT Solutions.



3. Smart Box – Designed and built in South Africa for the commercial sector, the Smart Box is injection moulded and offers Smart Features which include: temperature monitoring, tamper alert, open/close alerts, tracking, humidity monitoring and remote locking features linked to a mobile application or NFC technology. The Smart Box is IP55 rated, offering a solution that guarantees no food or parcel contamination from exhaust emissions, dust, gasses or water. The Smart Box offers users the ability to secure high-value items, documents or merchant specific requirements and is available in all colour combinations to meet your brand CI. Community projects are available for support as the box is 100% recyclable.

4. Route Optimisation →



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Ensure your ERP software is secure in the wake of sophisticated cyber-attacks



By Marius Wessels
Manager, Professional Services
SYSPRO Africa

There's no question about technology's role in driving business evolution and revolution, but it also creates new layers of cyber-threats to organisations. New technologies are driving up cybercrimes, and businesses should put the proper measures in place to safeguard their enterprise resource planning (ERP) systems against cyber-attacks, which can result in unprecedented and devastating effects.

ERPs, which are at the core of many businesses, house delicate and vital information on everything from customer data, stock levels, order entries, and production plans, to operational processes such as production planning and financial processes such as cash collection and payments. Therefore, their security should be on the forefront of any company's security preparations.

Executives ought to be mindful of how vulnerable their ERPs may be to attacks since attackers are upping their attacking game, shifting from



Some of the top aspects that present cybersecurity risks to an organisation include not knowing the data it has, not knowing which to protect, and not educating the workforce on the dangers and preventive measures to attacks, which can be executed through simple email phishing.

While cyberattacks often result in great losses to business – not only through ransom amounts demanded by the hackers but also downtime and loss of productivity and revenue – it is not all bleak news. There are several ways for companies to ensure their ERP software is cyber secure in the wake of these sophisticated activities by criminals.

encryption of databases and distributed denial-of-service (DDoS) attacks to disrupting productive systems through attacks that use artificial intelligence and quantum technology. It can only be worse for those using legacy ERP systems without protection.

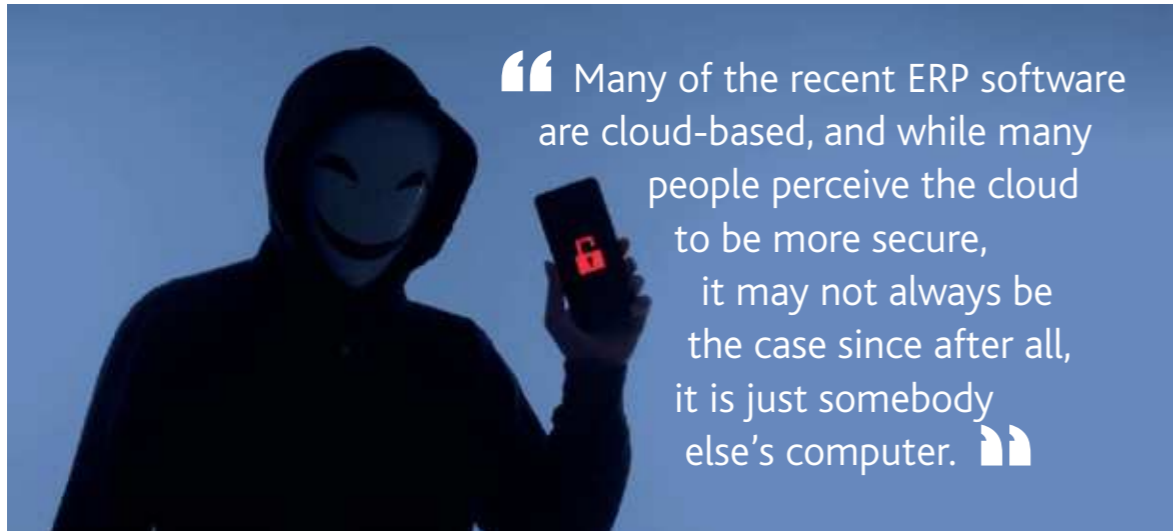
Identify the crucial data

The first step to securing an ERP system is identifying the most important data, and where it resides. While many businesses need to be more knowledgeable of their crucial and critical data

and systems, it is of great essence to have a clear view of the data that matters the most, where it is stored, and how it is accessed.

This data is typically stored in various places within an ERP, and it is therefore necessary to track it down to know how to protect it. By doing this, companies will not only be creating a roadmap of how data flows in their system, but also identifying the interfaces involved.

Limit access



“ Many of the recent ERP software are cloud-based, and while many people perceive the cloud to be more secure, it may not always be the case since after all, it is just somebody else’s computer. ”

It is crucial to ensure that cloud-based ERP shields the web-accessible ERP data from being compromised.

One way of ensuring the data is protected is by exploring your own ERP for vulnerabilities to seal all the loopholes that hackers can exploit.

Also, for these internet-facing ERPs, it is essential to restrict access to the system through a company VPN (virtual private network) connection or firewall. The number of people accessing crucial data points also needs to be limited, to eliminate

unnecessary access by employees, which at times proves to be the weak link for attackers.

Additionally, if companies rely on third parties to host or work with their ERP system, it is crucial to ensure they have the best security measures in place. Even with cloud-based security solutions, these companies must be evaluated case-by-case to vet the security measures they employ.

Ensure secure integration

ERP systems are frequently integrated with other applications of an entity. It is, therefore, essential to ensure these integrations are secure. Mapping of the integration interfaces and APIs routinely will ensure that customisation of the system does not compromise security. Here, the organi-

sation could consider installing middleware to reroute the interfaces, enabling easy management of data exchange

between the integrations, and making it easy to monitor and shut off when an interface is compromised.

There is also a need for regular assessment of the existing configuration of these interfaces and strong encryption where necessary to prevent data deciphering by hackers in the event of possession. With middleware in place, it can also assist in identifying the unsecure integrations, paving the way for their elimination or remediation, therefore reducing the number of vectors that attacks can emanate from.

Update systems

As aforementioned, cyberattackers keep changing their tactics and developing new ways of executing their malicious activities. With outdated security, an organisation’s system is more vulnerable and would offer little resistance to attacks. Software developers have a better understanding of the security threats to their applications and tend to address them in the form of software updates.

While many businesses need to learn about updating these systems, owing to their difficulty in updating



“ It is crucial to ensure passwords for the company’s system are very secure, by avoiding default passwords that are easy to guess. ”



due to complexity, keeping a system updated comes with enormous benefits.

However, it is more than just the system that needs to be updated. Companies need to ensure they are in the know about current ERP security trends. This involves educating employees on what to look out for and what to do to prevent attacks. Also, it is crucial to ensure passwords for the company’s system are very secure, by avoiding default passwords that are easy to guess.

Insure against the risk

With the increased cyberattacks in the recent past, it is only wise for companies to be prepared on how to deal with the aftermath of the event, since there is no guarantee that their system will never be hacked, even with the best security measures in place. Having cyber insurance can help mitigate the destruction caused, ensure quick return to production, therefore the survival of the company. **SR**

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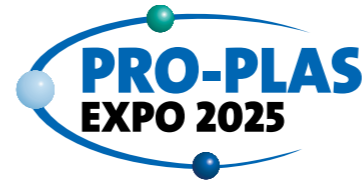
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Bakery: ovens – oven combustion solutions
Bakery: ovens – oven rack mnfrs
Bakery: ovens – Rotary rack oven mnfrs
Baking tin mnfrs
Blenders
Braai solutions
Butchery: full house equipment suppliers
Butchery: Ingredients
Butchery: meat cutting & processing equipment mnfrs
Butchery: meat rail system mnfrs
Butchery: service and solutions
Catering: service and solutions
Deli: service and solutions
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Extraction canopy installation
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Food prep – food prep table mnfrs
Food Prep – fruit and veg processing equipment
Food prep – hygiene and cleaning equipment
Food prep – ingredients
Food prep / full house catering equipment suppliers
Food prep: energy savvy
Food service and solutions

HMR service and solutions
Hot | Cold display
Kitchen fire protection equipment
Label manufacturers
Modified Atmosphere Packaging (MAP)
Poultry: ingredients
Pre-packaging – automatic wrapper / labellers
Scales
Snacks & bites solutions
Specialist ingredients for HMR / food service
Vacuum packaging
Vacuum pumps
Vacuum solutions

Packaging Solutions

Beverage packaging
Closure solutions
Dairy packaging
PET packaging solutions

Refrigeration

Air conditioning and ventilation contracting
Aircon duct cleaning
Cabinet display accessory mnfrs
Cabinet humidification & misting
Cabinet night blind and curtain strip mnfrs
COC certification
Cold and freezer room manufacturers
Cold and freezer room shelving mnfrs
Cold displays
Commercial & industrial refrigeration
Commercial heating & air conditioning

Compressor manufacturer agents
Containers – refrigerated storeroom rentals
Control and monitoring system mnfrs
Display cabinet remote mnfrs
Display cabinets self-contained mnfrs
Display cabinets self-contained water cooled
Energy saving – management | controllers | software
Fans
Glass door mnfrs
Humidity & airborne bacteria control
HVAC – design | installation
Icemaker suppliers
Insulated door mnfrs
Insulated panel mnfrs
packaged refrigeration plant unit mnfrs
Refrigerated truck bodies and trailers
Refrigeration – independent specialist consultants
Refrigeration contracting
Refrigeration parts and accessories
Refrigeration: energy savvy
Residential heating & air conditioning
Seafood live display units
Technical repairs and maintenance
temperature monitoring and cargo solutions
Temperature recorder mnfrs
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Barcode / label printers
Card payment services @ POS



Effective solutions to reduce the cost of in-store refrigeration

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- Polyurethane injected panels for superior insulation and adhesion.
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Cold & Freezer Rooms



Floors – Fabricated and Concrete

Fabricated Floors

- The inside floor finish is 1.5mm Aluminium tread plate glued and screwed to a marine ply base.
- Galvanised plate options available in lieu of the Aluminium Chequer Plate finish.

Concrete Floor

- Concrete floors are used for flush or step-up entry and in permanent structures. Usually a recess of 150–170mm is used to accommodate the foam slab insulation and the concrete screed.



Meat Rails

- Hot Dipped Galvanised system.
- Support structure integrated into insulated panels.
- Optional free-standing continuous galvanised system with bends and switch gear.

Aluminium Chequer Plate

- Installed as an option to protect panels from scratches and light impact damage.
- 1.5mm and 2.0mm thick options.
- Standard height 1 250mm AFFL.



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Efficiency At Work



Up to 40%
Energy Saving



New or Retrofit
Existing cases



Environment
Respect

Benefits of Airshield Glass Doors

- Reduce Energy consumption.
- Extend Product shelf life.
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- Optimal Product temperature.
- Glass doors have an option of Mullion lights. Quoted separate.
- Handles included.
- Up to 40% energy saving.
- Solution for new cabinets or retrofitted on existing cabinets.
- Doors are spring loaded.
- Less cold air spillage – warmer aisles.

Airshield Glass Doors



Ways to save

With energy cost rising and food retailers looking to improve the shopping experience environment for customers, Insulated Structures has developed an effective solution to reduce the cost of in-store refrigeration while enhancing the customer experience.

Insulated Structures doors are easy to retrofit on in-store cabinets to reduce the energy required to keep chilled foods at the correct temperature.

Meanwhile, customers are able to clearly see and access the products on offer. Reduced energy requirements means smaller refrigeration plant selection for new stores. These savings will off-set the initial cost of the doors. Up to 40% reduction in refrigeration requirement has been achieved.



Standard Airshield Glass Doors with a Black Frame.
Heated Hybrid also available in this design.
Heated Hybrid Glass Doors are fitted with a heater to reduce condensation on the doors in Coastal areas.
Heated Hybrid is fitted with soft closers.

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POS hardware mnfrs
POS software houses
POS solution providers
Prepaid and third party payment services
Scanner mnfrs
Stock replenishment management
Time attendance systems
Traffic counter systems
Transactional analysis software

Security, safety & cash handling

Access control systems
Alarms
Asset tracking
ATM's
Cash drawers
Cash handling and counting equipment
Cash-in-transit services
ccTV – remote offsite monitoring
ccTV – system design
ccTV – system design, supply, install
Counterfeit bank note detectors

Electronic article surveillance
Installation
Loss control / investigators
Loss control / shrinkage management
Pneumatic cash transfer systems
Retail cash automation services
Retail cash security services
Safes
Safety barrier tape
Security cash bags
Security fencing – conventional / electrified
Security fencing – maintenance
Smart cash deposit boxes

Services

Accredited training learnerships
Asset / Store finance
Category management
Click n collect
Corporate clothing
Customer storage
Distribution / Logistics – third-party
Enterprise and supplier development solutions
Financial
Food services
Franchising
GS1 barcode outsourced data control services
In-store promo & demo services
In-store radio and music – licensed
Key accounting – independent / third-party
Packaging recycling
Product pack shots / Retail ad design

Research – in-store pricing
Research – store location
Research: retail
Retail operation cost savings
Retail training and consulting
Risk management
Services: pest control
Skills development and training
Staff recruitment
Temporary employment services
Trade fairs and events

Shopfitting & the store

Checkout mnfrs
Cross merchandising systems / Accessories
Display – decorations
Display baskets
Electrical
Electricity generation – photovoltaic solar
Emergency battery power back-up systems
Emergency lighting
Energy management – equipment | service | products
Energy management – independent specialist consultants
Entrance mats
Flags & flagpoles
Floor cleaning – equipment / chemicals
Generators – supply | manage | mnfrs
In-store digital media
Kiosks
Lighting
Locks
Merchandising concepts



Music

PA systems, music, paging & phones

Photovoltaic solar energy – installers | contractors | suppliers

Price and promotion ticket display systems

Product space management

Queuing

Sanitary hygiene equipment and services

Shelf edge price label holders mnfrs

Shelving / Gondola system mnfrs

Shopfitters

Shopfitting & the store: energy savvy

Shopping trolley and hand basket mnfrs

Signs

Signs – plasma / LCD screens

Signs – programmable electronic

Special store display units incl. mobile racks

Stock securing platform

Store designers

Store flooring

Store refrigeration contractors

Store smart lockers

Trolley locks

Turnstiles – customer / staff

Used store equipment resellers / recyclers

Supply chain & logistics

Cold chain logistics

Commercial vehicles

Distribution trucks

Ecommerce

ERP solutions

Fleet management

Last mile fast

Logistics | Supply chain consulting

Logistics software solutions

Materials handling

Racking & shelving

Refrigerated transport

RFID

Robotics

Scanners

Storage solutions

Supply chain & logistics – design | supply

Supply chain software

Supply chain training

Tagging

Telematics

Warehousing solutions

Warehousing & logistics

Automated warehouse solutions

Balers / Waste management

Castors and wheels

Compactors / Waste handling equipment

Conveying and sorting

Conveyors

Crate washers

Dock levellers, seals, doors and shelters

doors and shelters

Fleet management

Forklifts

Goods lifts / hydraulic platforms

Hand pallet jacks

High-speed doors

Impact doors

Intra logistics systems

Logistics / Supply chain consulting

Logistics software

lugs & dollies

Mezzanine floors

Mobile warehouse racking

Narrow aisle forklifts

Pallets

Picking

Racking and shelving

Receiving scales

Returnable crates

Returnable crates, lugs & dollies

RFID readers and transponders

Rolltainers

Seals

Stock room doors

Stock trolleys

Stockroom racking mnfrs

Storage containers

Strip curtains

Third-party distributors

Transport refrigeration

Warehouse / Distribution centre floors

Warehouse racking mnfrs

Warehouse shuttle systems

Warehouse software

Workwear & uniforms

Overalls, coveralls, nurses uniforms, tracksuits, t-shirts



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R.O.C.S
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ATM's

Spark ATM Systems

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Hobart Foster | Gamko Servimate

Bakery: full bakery dept solution providers

Hobart Foster | Gamko Servimate

Bakery: ingredients

AGT Foods
Crown National
Deli Spices

Bakery: ovens – oven combustion solutions

Tombake (Pty) Ltd

Bakery: ovens – oven rack mnfrs

Tombake (Pty) Ltd

Bakery: ovens – rotary rack oven mnfrs

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Posiflex

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Bulkmatech Engineering (Pty) Ltd
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Dairy packaging

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Deli: service & solutions

Ubert

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MegaVision Media

Display baskets

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Euroshelf
KK Shelving
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Scan Retail Solutions
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Display cabinet remote mnfrs

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CGIS Refrigeration Group
Colcab (Pty) Ltd
Concord Refrigeration
Frigrite Africa (Pty) Ltd
Husmann
Insulated Structures (Pty) Ltd
Just Refrigeration Products
Multilayer Trading
V3

Display cabinets self-contained mnfrs

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Caterware Connection
CGIS Refrigeration Group
Colcab (Pty) Ltd
Concord Refrigeration
Euroshelf
Fricon
Frigoglass (Pty) Ltd
Frigrite Africa (Pty) Ltd

Just Refrigeration Products
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Ubert

Display cabinets self-contained water cooled

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Fricon
Husmann
Insulated Structures (Pty) Ltd
Multilayer Trading

Distribution | Logistics – third-party

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GLS – Supply Chain Equipment
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Electronic shelf edge labels

DCI Scanning
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UniSource Software

Events & shows

Hostex

Leegra

Securex 2024

Propak Africa 2025

Fans

BT-SA

Ziehl-Abegg South Africa (Pty) Ltd

Financial

EpicCo Accounting and Advisory Services

Retail Capital (JHB)

Trade Link Retail Systems (Pty) Ltd

Fleet management

MiX Telematics

Floor cleaning – equipment / chemicals

Cleaning World

Goscor Cleaning Equipment

Pathogen & Environmental Solutions

SP Cleaning Services

Food & drink packaging

Polyoak Packaging (Pty) Ltd

Food prep

Adam Equipment

AGT Foods

Astral Foods

Avocet Scales & Labels – Ishida

Baseline Scales

Biro Manufacturing Company

Bizerba

Cleaning World

Industrial cleaning solutions.

Floorcare

Performance Scrubbing and Sweeping Machines.

Hygiene

SABS Approved and Specialty Chemicals
Covering All Industries.

Brushware

Colour coded and HACCP Approved
Cleaning Utensils.

Services

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Training, Customized High Pressure Builds.

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Cape Town

021 788 3038

Durban

031 569 6874



For more information on
our products and services,
kindly reach us at
info@cleaningworld.co.za

VIEW OUR CATALOGUE



www.cleaningworld.co.za





Cater-ring Solutions
Catersmart
Caterware Connection
Cleaning World
Crown National
Culinary Equipment Company
Deli Spices
Freddy Hirsch Group (Pty) Ltd
Gerber Fresh
Goscor Cleaning Equipment
Hobart Foster | Gamko Servimate
ICE X (Pty) Ltd
– International Catering Equipment
iClean
Intelligent Cleaning Equipment
Macadams Food Service Solutions
& Baking Systems
OdorCure (Pty) Ltd
Pathogen & Environmental Solutions
Plastics SA
Polyoak Packaging (Pty) Ltd
Safari-Vac Vacuum Systems (Pty) Ltd
Sani-touch (Infection Protection Products)
Teraoka S.A.
Testo
Thermobake Systems
Tombake (Pty) Ltd
Vortech (Pty) Ltd – Just Soak It!
Vulcan Catering Equipment (Pty) Ltd
Water2go
Ubert

Food prep – coffee / machine specialists

Cater-ring Solutions
Culinary Equipment Company
Water2go

Food prep – combi steamer / thermofan oven mnfrs

Cater-ring Solutions
Culinary Equipment Company
Hobart Foster | Gamko Servimate
ICE X (Pty) Ltd – International Catering Equipment
Macadams Food Service Solutions
& Baking Systems
Tombake (Pty) Ltd
Vulcan Catering Equipment (Pty) Ltd

Food prep – fruit and veg processing equipment

Avocet Scales & Labels – Ishida
Biro Manufacturing Company
Culinary Equipment Company
Gerber Fresh
Macadams Food Service Solutions
& Baking Systems
Tombake (Pty) Ltd

Food prep – handling & packaging

Adam Equipment
AGT Foods
Astral Foods
Avocet Scales & Labels – Ishida
Baseline Scales

Biro Manufacturing Company
Bizerba
Cater-ring Solutions
Cater smart
Caterware Connection
Cleaning World
Crown National
Culinary Equipment Company
Deli Spices
Freddy Hirsch Group (Pty) Ltd
Gerber Fresh
Goscor Cleaning Equipment
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iClean
Intelligent Cleaning Equipment
Macadams Food Service Solutions
& Baking Systems
OdorCure (Pty) Ltd
Pathogen & Environmental Solutions
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Vulcan Catering Equipment (Pty) Ltd
Water2go
Ubert
Vulcan Catering Equipment (Pty) Ltd

EXPLORE THE UPGRADED TOMBAKE WEBSITE

Our newly refurbished website is officially LIVE! The improved Tombake site makes it easier for you to discover our wide range of baking, hot food and catering equipment, with comprehensive product listings, outlining the specific benefits of each of our high-quality solutions.



[Explore our new home on the web now](#)

ARE YOU LOOKING FOR THE BEST IN CATERING, HOT FOODS & BAKING EQUIPMENT & ACCESSORIES?

ENJOY 35–40% ENERGY SAVINGS DURING BAKING CYCLES WITH THE TOMBAKE TOUCHSCREEN OVEN



Enhanced with energy-saving technology, our 80/100 Touchscreen Oven drives improved energy efficiency through a range of smart features.

To highlight the savings this technology can provide, we compared the energy usage of our new touchscreen model against the old manual control model, which yielded some impressive results.



Browse all our products at www.tombake.co.za and get in touch with a Tombake representative in your city below.

Contact the Cape Town team: 021 951 2401

Contact the Jo'burg team: 011 397 6061

Contact the Durban team: 031 569 1517



Food Lover's Market recently conducted their own independent comparison of the electricity usage of the touchscreen model vs the manual control model, seeing 42.78% in overall energy savings.

[Click here to view the results of this independent test.](#)

START-UP 36% LESS USAGE

Both ovens were started at an initial temperature of 28°C. The manual oven reached the desired temperature of 25 minutes, compared to the touchscreen model reaching the desired temperature in just 17 minutes.

BAKE CYCLE 46% LESS USAGE

Our touchscreen model utilises a specialised temperature control algorithm that ensures constant temperature control with minimal usage of the heater elements, resulting in 46% less usage.

IDLE 95% LESS USAGE

When on standby, the touchscreen model refrains from driving unnecessary heaters and motors, seeing 95% less energy consumption. The display has a standby time and the oven notifies you if you have left the door open.

[Click here to discover the full range](#)





Food prep – hygiene & cleaning equipment

Cleaning World
Goscor Cleaning Equipment
Hobart Foster | Gamko Servimate
iClean
Intelligent Cleaning Equipment
Pathogen & Environmental Solutions
Rentokil Initial
Sani-touch (Infection Protection Products)
Testo
Vortech (Pty) Ltd – Just Soak It!

Food prep – ingredients

AGT Foods
Deli Spices

Food prep / full house catering equipment suppliers

Cater-ring Solutions
Catersmart
Caterware Connection
Culinary Equipment Company
Macadams Food Service Solutions
& Baking Systems
Testo
Thermobake Systems
Tombake (Pty) Ltd
Vortech (Pty) Ltd – Just Soak It!
Vulcan Catering Equipment (Pty) Ltd

Food service & solutions

Astral Foods
Deli Spices

Hobart Foster | Gamko Servimate
Ubert

Food services

AGT Foods
Astral Foods
Deli Spices
Pathogen & Environmental Solutions
Tombake (Pty) Ltd
Ubert

Forecourt – fuel POS systems

Arch Retail Solutions

Forklifts

Avis Forklift Centre (Pty) Ltd
Barloworld Handling SA
Goscor Lift Truck Company
Master Jack

Generators – supply | manage | mnfrs

Autogas SA
R.O.C.S

Glass door mnfrs

Concord Refrigeration
Equator Display Doors
Frigoglass (Pty) Ltd
Frigrite Africa (Pty) Ltd
Glacier Door Systems (Pty) Ltd
Staycold
V3

Goods lifts / hydraulic Platforms

Master Jack

Grease traps

Culinary Equipment Company
OdorCure (Pty) Ltd

GS1 barcode outsourced data control services

Zetes South Africa

Hand held data terminal mnfrs

DCI Scanning
Identitec
Posiflex
Zebra Technology
Zetes South Africa

Hand pallet jacks

Barloworld Handling SA
Master Jack
Rybro Castors & Wheels

High-speed doors

Apex Strip Curtains & Doors
DDL Equipment (Pty) Ltd
Maxiflex Door Systems SA (Pty) Ltd

HMR Service & Solutions

Ubert

Hot | Cold display

Ubert

Boost Your Sales by 1–3% with Workcloud Task Management!

Workcloud Task Management solution is designed to elevate your team's efficiency by automating task assignments, prioritising based on real-time insights, and ensuring equitable distribution across available associates.

Here's how Workcloud can make a difference:

- **Prioritisation for Impact:** Workcloud distinguishes between corporate-generated and real-time system-generated tasks, ensuring your team focuses on what matters most.
- **Optimised Workflows:** Our intelligent system directs tasks evenly and equitably across available associates, preventing workload imbalances and reducing overtime spend.
- **Enhanced Visibility:** Empower management with real-time insights into store-level execution, allowing them to manage by exception and make informed decisions.



Industry-Specific Solutions:



Retail:

Respond to real-time information, streamline workflows, and elevate team efficiency.



Banking:

Modernise branch operations, standardise inspections, and pursue profitable activities.



Hospitality:

Increase productivity, balance workloads, and streamline execution across locations.





HR software

SAP Africa (Pty) Ltd

HVAC – design | installation

R.O.C.S

Impact doors

Apex Strip Curtains & Doors
Maxiflex Door Systems SA (Pty) Ltd

In-store digital media

Hussmann
Leegra
MegaVision Media
One Digital Media

In-store promo & demo services

One Digital Media

Insulated door mnfrs

Apex Strip Curtains & Doors

Insulated panel mnfrs

Panel World cc

Intra logistics systems

KNAPP Logistic South Africa (Pty) Ltd

Kiosks

MegaVision Media
StegTech

Kitchen fire protection equipment

Securex 2024

Last Mile Fast

Last.Mile.Fast (LMF)

Lighting

EuroConcepts
Eurolux
Light Kinetics
Lighting Innovations (Pty) Ltd
Lights By Linea (Pty) Ltd
MultiSource Technologies
Powercorp

Logistics / supply chain consulting

Argon Supply Chain Solutions
Barpro Storage SA (Pty) Ltd
DCI Scanning
Goscor Lift Truck Company
KNAPP Logistic South Africa (Pty) Ltd
MiX Telematics
Procure4
Zetes South Africa

Logistics software solutions

Argon Supply Chain Solutions
MiX Telematics

Loss control / shrinkage management

Identitec
Tagtron Solutions

Loyalty solutions

Leegra

Materials handling

Dexion Storage Solutions

Mezzanine floors

Acrow
ESE Manufacturing (Pty) Ltd
KK Shelving
Krost Shelving (Pty) Ltd
Racklock (Pty) Ltd
SSI Schaefer Systems South Africa (Pty) Ltd
Storequip (Pty) Ltd

Mobile warehouse racking

Barpro Storage SA (Pty) Ltd
SSI Schaefer Systems South Africa (Pty) Ltd

Modified atmosphere packaging (MAP)

Avocet Scales & Labels – Ishida
Gerber Fresh
Packaging World
Safari-Vac Vacuum Systems (Pty) Ltd

Narrow aisle forklifts

Barloworld Handling SA
Goscor Lift Truck Company
Master Jack


PA systems, music, paging & phones

One Digital Media

Procure4 is a global procurement consultancy with a 20-year track record of delivering lasting results. We pride ourselves in working hand-in-hand with our clients to empower their in-house procurement teams and positively impact their bottom line.

What Makes us Unique?

- We deliver lasting results to our clients in a way that honours their brand, standards and people.
- Our project approach has been developed and refined over the last 20 years to ensure the rapid delivery of sustainable value.
- We operate under a 'One Team' Philosophy, combining our expertise and insights with our client's, to ensure that projects are delivered on-time and in-full.



On average,
we save our clients
between 7-10%
on their non-core
procurement spend.

“I would have no hesitation in engaging with them on any supply chain challenges.”

- Charles Luyckx, Co-Founder, Nando's

Contact us



CATEGORY LISTINGS 2024 BUYERS GUIDE

Packaging recycling

Plastics SA

Packaging solutions

Avocet Scales & Labels – Ishida
Polyoak Packaging (Pty) Ltd
Propak Africa 2025

Pallets

E-DEK
Plastic Pallets
Mpact Plastic Containers
Path Plastics cc
Premier Pallets

PET packaging solutions

Plastics SA
Polyoak Packaging (Pty) Ltd

Photovoltaic solar energy – installers | contractors | suppliers

HellermannTyton

Picking

KNAPP Logistic South Africa (Pty) Ltd

Pneumatic cash transfer systems

Global Payment Technologies
Mutual Safe & Security (Pty) Ltd

POS hardware mnfrs

Dyna-pos Point of Sale

Easy As Business Software
Posiflex

POS software houses

Cistech Services
Easy As Business Software
Odyssey POS Software
TOWA Data Systems

POS solution providers

Easy As Business Software
Posiflex
SureSwipe

Poultry: ingredients

AGT Foods
Deli Spices

Prepackaging – automatic wrapper / labellers

Avocet Scales & Labels – Ishida
Bizerba
Gerber Fresh
Packaging World
Polyoak Packaging (Pty) Ltd
Teraoka S.A.
Propak Africa 2025

Pre-packaging – automatic wrapper / Labellers

Kemtek Imaging Systems



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- » Small Parts Storage & Bins
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t/a Dexion Storage Solutions

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NEC XON Retail Solutions
Nu Displays
StoreWorks

Queuing

Avansa Business Technologies
Broleigh Instore Solutions
DDL Equipment (Pty) Ltd
KK Shelving
StegTech

Racking & shelving

Dexion Storage Solutions
First Storage Concepts
Shelvcraft
Storequip (Pty) Ltd

Receiving scales

Adam Equipment
Avocet Scales & Labels – Ishida
Baseline Scales
Bizerba
Clover Scales (Pty) Ltd
Gerber Fresh
Mpact Plastic Containers
Teraoka S.A.

Refrigerated transport

Petit Forestier

Refrigerated truck bodies & trailers

Dalucon Refrigeration Product
Petit Forestier
Serco Truck Bodies & Trailers

Refrigeration

Apex Strip Curtains & Doors
Arneg South Africa (Pty) Ltd
BE Cooling / Brads Refrigeration cc
BT-SA
CaterCity
CGIS Refrigeration Group
Colcab (Pty) Ltd
Cold Curve Refrigeration
Commercial Refrigeration Services
Concord Refrigeration
Container World (Pty) Ltd
Cubicool International (Pty) Ltd
Dalucon Refrigeration Product
Driink Purified Water
Energy Partners
Equator Display Doors
Eurocool
Fricon
Frigoglass (Pty) Ltd
Frigrite Africa (Pty) Ltd
Glacier Door Systems (Pty) Ltd
Hussmann
Insulated Structures (Pty) Ltd
Just Refrigeration Products
Kool Curtains
Matador Refrigeration

Maxiflex Door Systems SA (Pty) Ltd
Metrac Clark (Head Office)
Multilayer Trading
Panel World cc
Petit Forestier
Polar Africa North cc
Quali Parts
R.O.C.S
Rudnev a division of Southey Holdings (Pty) Ltd
Staycold
TCK Retail Solutions
Turbo Vent Africa (Pty) Ltd
V3
Ziehl-Abegg South Africa (Pty) Ltd

Refrigeration – independent specialist consultants

Colcab (Pty) Ltd
Dalucon Refrigeration Product
Equator Display Doors
Eurocool
Fricon
Insulated Structures (Pty) Ltd
Matador Refrigeration
Multilayer Trading
Quali Parts
R.O.C.S

Refrigeration contracting

BE Cooling / Brads Refrigeration cc
CGIS Refrigeration Group
Cold Curve Refrigeration



Glacier

OPENS YOUR WORLD

Since 1994, Glacier has been the cornerstone of innovation in the South African refrigeration market, setting the bar high with its premium offerings designed to elevate your business. Our industry leading energy efficient products include top-tier refrigeration

***Glass Doors,
Polyurethane (injected) modular
panel solutions,
display and back-up shelving,
bespoke glass products.***



Our Products

Step into the world of innovation with Glacier, where we unveil a product range that not only elevates your business but also redefines refrigeration excellence

- ✓ Double and triple glazed Glass Doors
- ✓ Backup and display shelving systems
- ✓ Injected modular Polyurethane Panels
- ✓ Bespoke Glass products

key benefits

Retailers thrive with Glacier's energy saving solutions, enjoying amplified product visibility whilst enhancing the shopping experience and preserving product quality

Energy Efficiency | Condensation Control | Aesthetic Appeal

Temperature Control | Visibility | Customization | Durability

Ease of Installation | Product Preservation | Lighting Efficiency



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Glacierdoors.co.za





Commercial Refrigeration Services
Dalucon Refrigeration Product
Energy Partners
Glacier Door Systems (Pty) Ltd
Insulated Structures (Pty) Ltd
Matador Refrigeration
Multilayer Trading

Refrigeration parts & accessories

Concord Refrigeration
Glacier Door Systems (Pty) Ltd
Insulated Structures (Pty) Ltd
Maxiflex Door Systems SA (Pty) Ltd

Research – in-store pricing

BMi Research
Consumer Goods Council of South Africa
The Nielsen Company

Research – store location

BMi Research
Consumer Goods Council of South Africa
One Digital Media

Research: retail

The Nielsen Company

Retail automation

Arch Retail Solutions
Cistech Services
DCI Scanning
Dyna-pos Point of Sale

Easy As Business Software
Identitec
IQ Retail
Kemtek Imaging Systems
Newland EMEA
Posiflex
POS-SA
Reditron (Pty) Ltd
Roan Systems (Pty) Ltd
SAP Africa (Pty) Ltd
SureSwipe
UniSource Software
Zebra Technology

Retail cash automation services

POS-SA

Retail cash security services

G4S Cash Solutions (SA)
Securex 2024

Retail training & consulting

CSG Skills
Regent Business School

Returnable crates, lugs & dollies

GLS – Supply Chain Equipment
Plastic Ideas
Rybro Castors & Wheels

RFID readers and transponders

DCI Scanning
HellermannTyton

Identitec
Kemtek Imaging Systems

Risk management

Procure4

Rolltainers

GLS – Supply Chain Equipment
Linvar (Pty) Ltd
One Touch Retail Solutions
Path Plastics cc
Wanzl Shopping Trolleys

Safes

Fidelity Security Group
G4S Cash Solutions (SA)
Gunnebo South Africa (Pty) Ltd
Mutual Safe & Security (Pty) Ltd
VaultGroup

Safety barrier tape

Quantum Fire and Access

Sanitary hygiene equipment & services

Flick Pest Control
FloorworX Africa (Pty) Ltd
Intelligent Cleaning Equipment
Rentokil Initial
Sani-touch (Infection Protection Products)
SP Cleaning Services
Testo



Empower Your Company with Cutting-Edge Supply Chain Management and Logistics Training at Enterprises University of Pretoria:

Paving the Path to Seamless Business Continuity!

In today's fast-paced world, where the supply chain acts as the vital conduit delivering essentials to consumers and businesses, ensuring seamless operations is non-negotiable. With the rise of eCommerce and the experience economy, businesses must adapt to ever-changing demands, making skilful supply chain management and logistics expertise an absolute necessity.

Enterprises University of Pretoria (Enterprises UP) is committed to providing the best possible learning experience for its delegates and served 13 500 delegates in 2022. To achieve this, Enterprises UP continually re-evaluates and updates its instructional methods, ensuring that its courses are designed to maximise delegate success rates and prepare them for the future world of work. Through this approach, Enterprises UP aims to foster critical thinking and problem solving skills that can be applied in any dynamic and

evolving environment, anywhere in the world."Our goal is to equip individuals with the tools they need to thrive in a rapidly changing world," says Mr Henry Karow, Executive Manager at Enterprises UP Training Solutions.

Our comprehensive training programmes and short courses in Supply Chain Management and Logistics have been meticulously crafted to equip you with the perfect skill set and invaluable insights. Embracing the latest technologies and innovative approaches, we will empower you to conquer

the challenges of this dynamic landscape, satisfying even the most demanding customers.

Do not let uncertainties hinder your business continuity; invest in yourself and your team's future success with our Supply Chain Management and Logistics training. Embrace the future with confidence, armed with the right skills and insights to lead in any field.

Enrol today and ensure a seamless supply chain that drives your success in this highly demanding field!

SUPPLY CHAIN MANAGEMENT AND RELATED COURSES

- Fraud Risk Management
- Innovation in Industrialisation
- Programme in Supply Chain Management for Junior Practitioners
- Business Process Management
- Contract Management
- Customer Service Excellence
- Demand Management
- Effective Risk Management
- Advanced Programme in Supply Chain Management for Senior Practitioners
- Fleet Management
- Hands-on Supply Chain Management
- Negotiation Skills
- Technology Management
- Operations Management
- Sustainable Management
- Online course in Supply Chain Risk Management: Identify, analyse, respond and manage risks
- Business Management
- Online Programme in Project Management
- Prevention and Detection of Corruption and Procurement Fraud
- Business Process Modelling
- PFMA SCM Bid Committees
- Strategic Management Principles
- Supervisory Management skills
- Supply Chain Management Fundamentals Board Game
- Compliance Management
- Total Quality Management
- Decision and Risk Management



www.enterprises.up.ac.za



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012 434 2500



Scales

Adam Equipment
Avocet Scales & Labels – Ishida
Baseline Scales
Bizerba
Clover Scales (Pty) Ltd
Culinary Equipment Company
Gerber Fresh
Identitec
Libra Labels and Digital
Scalerite
Teraoka S.A.

Scanner mnfrs

Kemtek Imaging Systems

Scanners

Kemtek Imaging Systems

Security cash bags

Securex 2024

Security fencing – conventional / electrified

Securex 2024

Security fencing – maintenance

Securex 2024

Security safety & cash handling

Avansa Business Technologies
Axis Communications
Eldna Security Services

Fidelity Security Group
G4S Cash Solutions (SA)
Global Payment Technologies
Gunnebo South Africa (Pty) Ltd
Identitec
Mutual Safe & Security (Pty) Ltd
NTS Cash Registers
Quantum Fire and Access
Roan Systems (Pty) Ltd
Securex 2024
Spark ATM Systems
Tagtron Solutions
Transaction Control Technologies (Pty)Ltd
Turnkey Security Solutions
Tyco Retail Solutions – Sensormatic
Uniclox
VaultGroup

Services

Autogas SA
BMi Research
Cad Retail
Consumer Goods Council of South Africa
CSG Skills
Enterprises – University of Pretoria
EpicCo Accounting and Advisory Services
Flick Pest Control
Last.Mile.Fast (LMF)
Pathogen & Environmental Solutions
Plastics SA
Regent Business School
Rentokil Initial

Retail Capital (JHB)
Smart-It Accounting Software
Testo
The Nielsen Company
Trade Link Retail Systems (Pty) Ltd
Procure4

Services: pest control

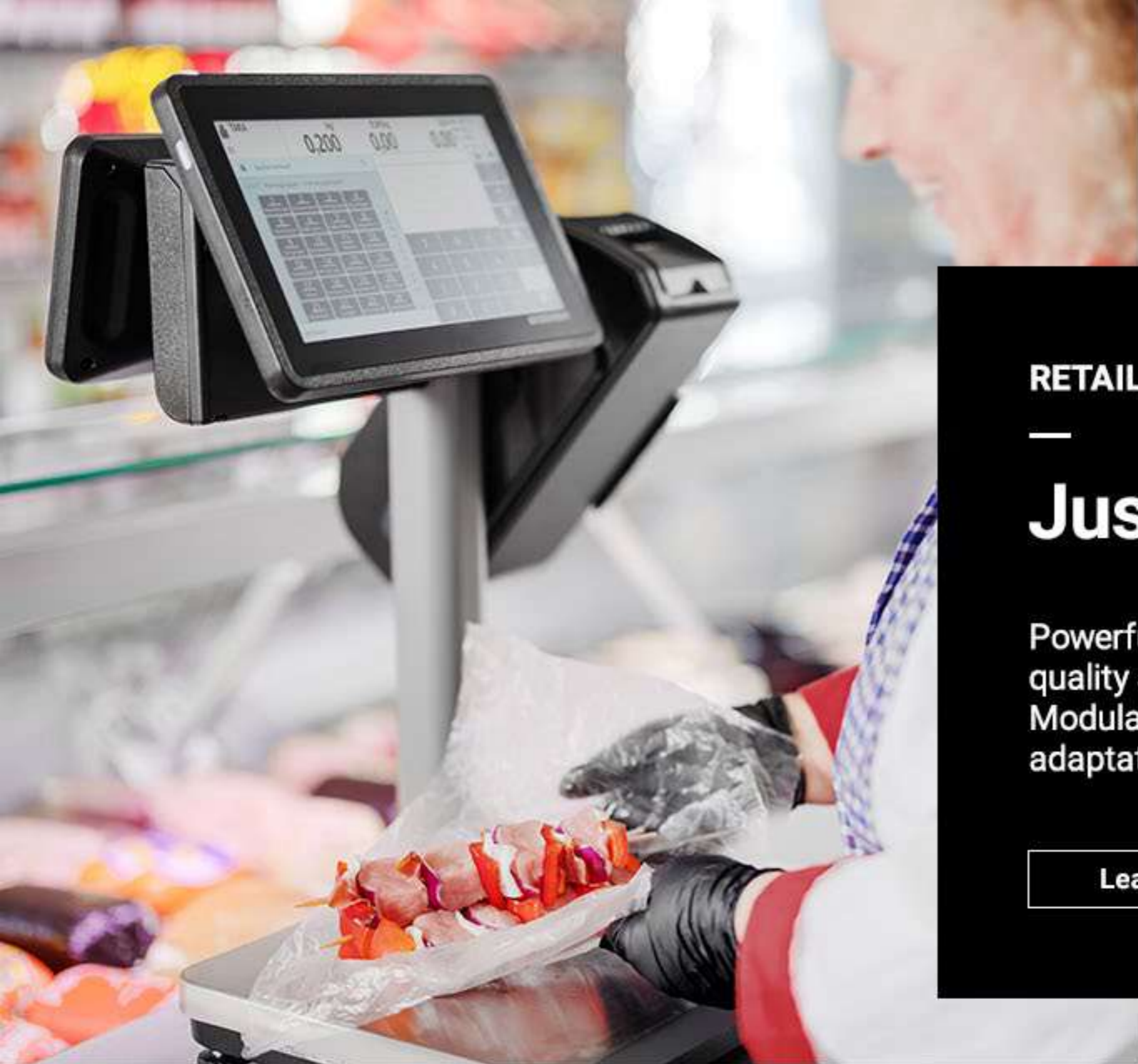
Flick Pest Control
Rentokil Initial

Shelf edge price label holders mnfrs

GP Solutions
HOLDiT Marketing & Manufacturing
NEC XON Retail Solutions
Nu Displays
StoreWorks

Shelving / Gondola system mnfrs

Acrow
Arneg South Africa (Pty) Ltd
Broleigh Instore Solutions
ESE Manufacturing (Pty) Ltd
Euroshelf
First Storage Concepts
KK Shelving
Krost Shelving (Pty) Ltd
MegaVision Media
Rackpro (Pty) Ltd Racking & Shelving Specialists
Shelvcraft
Storage Concepts
Storequip (Pty) Ltd



RETAIL SCALE Q1

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Powerful functions and robust quality at your service counter. Modular design for quick adaptation and replacements.

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Universal Storage Systems (Pty) Ltd
Wanzl Shopping Trolleys

Shopfitters

BJ Cooling & Heating (Pty) Ltd
Broleigh Instore Solutions
KK Shelving
Shelvcraft
Shopfitting Concepts
Storage Concepts
StoreWorks

Shopfitting & the store

Acrow
Alltech Vehicle Barriers
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BJ Cooling & Heating (Pty) Ltd
Broleigh Instore Solutions
Cleaning World
ESE Manufacturing (Pty) Ltd
EuroConcepts
Eurolux
Euroshelf
FloorworX Africa (Pty) Ltd
Flowcrete South Africa (Pty) Ltd
Goscor Cleaning Equipment
GP Solutions
HellermannTyton
HOLDiT Marketing & Manufacturing

KK Shelving
Leegra
Libra Labels and Digital
Light Kinetics
Lighting Innovations (Pty) Ltd
Lights By Linea (Pty) Ltd
MegaVision Media
MultiSource Technologies
NEC XON Retail Solutions
Nu Displays
Odyssey POS Software
One Digital Media
One Touch Retail Solutions
Packaging World
Path Plastics cc

Powercorp
Scalerite
Scan Retail Solutions
Shelvcraft
Shopfitting Concepts
Sign Central
SP Cleaning Services
StegTech
Storage Concepts
Storequip (Pty) Ltd
StoreWorks
TCK Retail Solutions
TOWA Data Systems
Trolley & Shelf
Turnstar Systems cc
Wanzl Shopping Trolleys

Shopping trolley & hand basket mnfrs

Plastic Ideas
StoreWorks
Trolley & Shelf
Wanzl Shopping Trolleys

Signs

Libra Labels and Digital
Light Kinetics
Scan Retail Solutions
Sign Central
StoreWorks

Signs – plasma / LCD screens

One Digital Media

Signs – programmable electronic

MegaVision Media
NEC XON Retail Solutions

Skills development & training

CSG Skills
Enterprises – University of Pretoria
Regent Business School

Smart cash deposit boxes

G4S Cash Solutions (SA)
Gunnebo South Africa (Pty) Ltd
Mutual Safe & Security (Pty) Ltd
Transaction Control Technologies (Pty)Ltd
Turnkey Security Solutions
VaultGroup

PlasticCrates.co.za



plastic ideas
crates

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Special store display units incl. mobile racks

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Euroshelf
KK Shelving
MegaVision Media
One Digital Media
One Touch Retail Solutions
Scan Retail Solutions
StoreWorks
Wanzl Shopping Trolleys

Specialist ingredients for HMR / food service

AGT Foods
Astral Foods
Deli Spices
Freddy Hirsch Group (Pty) Ltd

Staff recruitment

CSG Skills
EpicCo Accounting and Advisory Services
Regent Business School

Stock securing platform

Securex 2024

Stock trolleys

One Touch Retail Solutions
Rybro Castors & Wheels
StoreWorks
Trolley & Shelf

Stockroom racking mnfrs

Acrow
Dexion Storage Solutions
First Storage Concepts
KK Shelving
Krost Shelving (Pty) Ltd
Linvar (Pty) Ltd
Racklock (Pty) Ltd
Rackpro (Pty) Ltd Racking & Shelving Specialists
Storage Concepts
Storequip (Pty) Ltd
StoreWorks
Universal Storage Systems (Pty) Ltd

Storage containers

Container World (Pty) Ltd
Linvar (Pty) Ltd
Mpact Plastic Containers

Storage solutions

Dexion Storage Solutions

Store designers

EuroConcepts
KK Shelving
Sign Central
StoreWorks
TCK Retail Solutions

Store flooring

FloorworX Africa (Pty) Ltd
Flowcrete South Africa (Pty) Ltd
Goscor Cleaning Equipment

Store refrigeration contractors

Colcab (Pty) Ltd
Eurocool
Insulated Structures (Pty) Ltd
Matador Refrigeration
Metraclark (Head Office)

Strip curtains

Apex Strip Curtains & Doors
Commercial Refrigeration Services
Kool Curtains
Maxiflex Door Systems SA (Pty) Ltd

Supply chain & logistics

Last.Mile.Fast (LMF)
Petit Forestier
Serco Truck Bodies & Trailers
Zetes South Africa
Argon Supply Chain Solutions
MiX Telematics
Procure4

Supply chain & logistics – design | supply

R.O.C.S

Supply chain management solutions

Dexion Storage Solutions
MiX Telematics

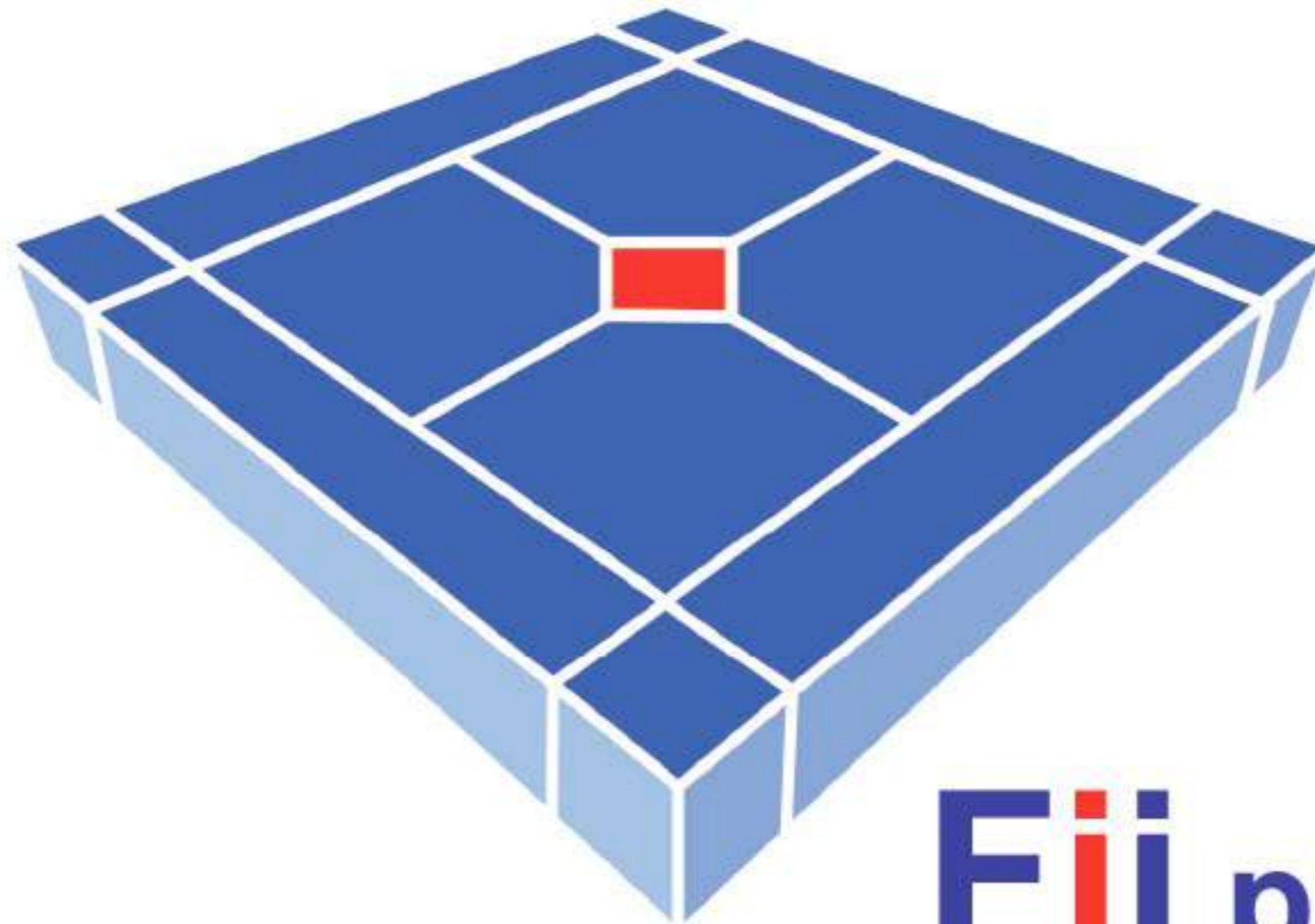
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CT58

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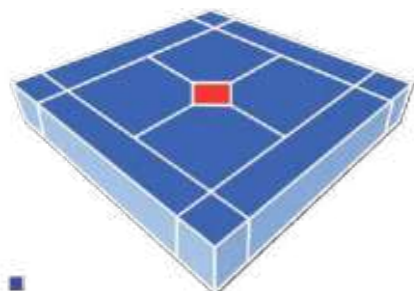
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Email: dee.miloa@montgomerygroup.com
Website: <https://www.hostex.co.za>
Hostex is Africa's largest food, drink, and hospitality trade expo. It covers all areas of the food and beverage sector. The expo is visited by professional buyers of public institutions, hotels, supermarkets, and restaurants to study and compare offers. In addition, the expo is a good platform to make new business contacts and to network with industry professionals.

Hussmann

Telephone: +61 423 585 542
Email: nelson.marques@hussmann.com
Website: www.hussmann.com.au

ICE X (Pty) Ltd – International Catering Equipment

Telephone: 010-020-4743
Email: info@icex.co.za
Website: www.unox.com

iClean

Telephone: 033-343-1640
Email: info@icleaning.co.za
Website: www.icleaning.co.za



Identitec

Telephone: 021-572-5321
Email: info@identitec.co.za
Website: www.identitec.co.za
Established in 2018, Identitec boasts a rich background in enhancing supply chain efficiencies across diverse sectors manufacturing, distribution, transport, logistics, hospitality, and retail. Fueled by passion, determination, and enduring partnerships, we have emerged as a forefront industry leader in supply chain optimization, retail shrink reduction, and asset management.

Intelligent Cleaning Equipment

Telephone: 0861-423-472
Email: info@ice4sa.co.za
Website: www.ice4sa.co.za



Insulated Structures
Efficiency At Work

Insulated Structures (Pty) Ltd

Telephone: 011-462-2130

Email: sales@insulated.co.za

Website: <http://insulatedstructures.co.za/>

Insulated Structures is fully equipped to assist and offer solutions to all of your refrigeration requirements. Whether it is supermarket design, refrigerated cabinets or polyurethane insulated rooms, we can conscientiously complete any task at hand.

IQ Retail

Telephone: 021-880-0420

Email: info@iqretail.co.za

Website: www.iqretail.co.za

Just Refrigeration Products

Telephone: 031-792-6900

Email: mandy@justfridge.co.za

Website: www.justfridge.co.za

Kemtek Imaging Systems

Telephone: 011-624-8000

Email: markb@kemtek.co.za

Website: www.kemtek.co.za



KK Shelving

Telephone: 011-724-1551

Email: sales@kkshelving.co.za

Website: www.kkshelving.co.za

Storequip Group is a market leader in display equipment and gondola shelving. Our service includes store design solutions, installation and delivery. We supply eight different gondola systems in light, medium and heavy duty, with a large range of shelving accessories, including display hooks and heavy-duty racking in 2, 4, 8 and 12 tonne systems. Stairways and chutes are also available. Products include display hooks & fittings, supermarket shelving, and more.

KNAPP Logistic South Africa (Pty) Ltd

Telephone: 011-465-9284

Email: sales.za@knapp.com

Website: <https://www.knapp.com/>

Kool Curtains

Telephone: 031-563-4817

Email: info@koolcurtains.co.za

Website: www.koolcurtains.co.za

Krost Shelving (Pty) Ltd

Telephone: 011-827-5555

Email: sales@krostshelving.co.za

Website: www.krostshelving.co.za



Last.Mile.Fast (LMF)

Telephone: 071-122-5887

Email: info@lastmilefast.co.za

Website: <https://heromotorcycles.co.za/>

Last.Mile.Fast (LMF) redefines on-demand delivery in South Africa with an innovative, cost-effective solution. From Hero Motorcycles ensuring safety to Smart Box's tech-driven security, LMF offers an adaptable suite, disrupting traditional high-cost models. Elevate your business's online presence effortlessly with LMF's sustainable, award-winning approach to delivery solutions.

Leegra

Telephone: 011-452-8897

Email: info@leegra.co.za

Website: <https://www.leegra.co.za/>

Libra Labels and Digital

Telephone: 011-618-1530

Email: sales@libra.co.za

Website: www.libra.co.za

Storequip Group



Shelving & Display Equipment



Racking & In-Rack Shelving



Wooden Shopfitting

Storequip Group is the leading manufacturer and supplier of Shelving, Racking, Display Fixtures and Shopfitting in South Africa and Africa. With 3 manufacturing plants totaling 57,000 square meters under the roof. The Storequip Group specializes in large-scale turnkey projects.



Gondola Shelving

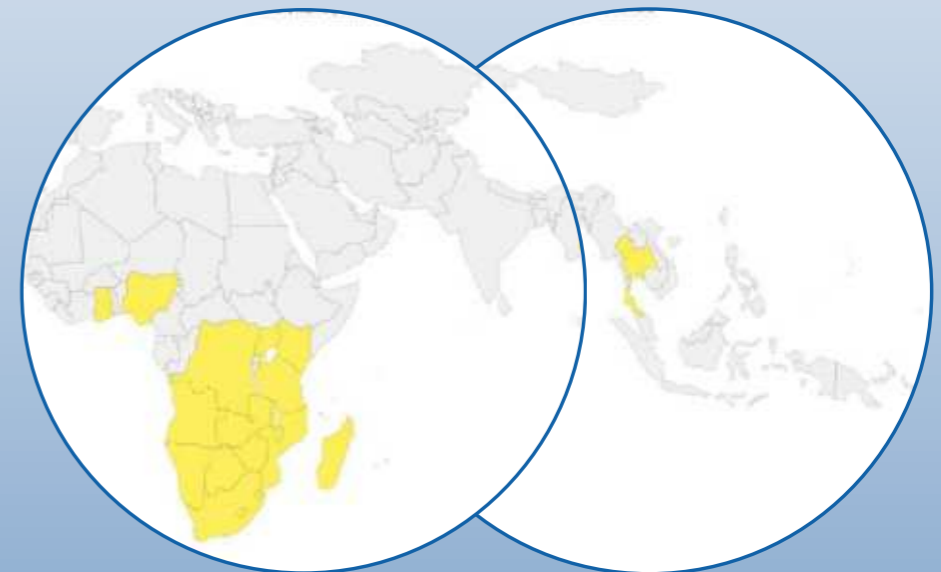


Smart Shelving



Wooden Shopfitting

Storequip Group is proudly offering their services in 18 countries and two continents.



Checkout Counters



Racking



Clothing Fixtures



Storequip Group



Shelving & Display Equipment



Racking & In-Rack Shelving



Wooden Shopfitting

Some of Our Projects



Contact Us

KKShelving

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Email: sales@kkshelving.co.za
Website: www.kkshelving.co.za

Storequip

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Road City Deep

TEL : +27 11 503 1500

Email: sales@storequip.co.za
Website : www.storequip.co.za

StoreWorks

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Johannesburg

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Email : sales@storeworks.co.za
Website: www.storeworks.co.za





Light Kinetics

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Email: cthelight@lightkinetics.com

Website: www.lightkinetics.com

Lighting Innovations (Pty) Ltd

Telephone: 011-444-1168

Email: info@lightinginnovations.co.za

Website: www.lightinginnovations.co.za

Lights By Linea (Pty) Ltd

Telephone: 021-511-6116

Email: Wayne@lightsbylinea.com

Website: www.lightsbylinea.co.za



Macadams Food Service Solutions & Baking Systems

Telephone: 021-907-1000

Email: info@macadams.co.za

Website: <https://macadams.co.za>

Macadams was established in 1904. Over the past 100 years or so, we have developed into a major force in the Baking Industry both locally and across the globe.

Linvar (Pty) Ltd

Telephone: 011-608-0250

Email: salesjhb@linvar.co.za

Website: www.storagedirect.co.za

Master Jack

Telephone: 011-827-0610

Email: sales@masterjack.co.za

Website: www.masterjack.co.za

Matador Refrigeration

Telephone: 011-314-2880

Email: annelie@matadorsa.co.za

Website: www.matadorsa.com



Maxiflex Door Systems SA (Pty) Ltd

Telephone: 011-392-1709

Email: info@maxiflex.co.za

Website: www.maxiflex.co.za

Maxiflex™ turnkey industrial entrance solutions meet a multitude of applications across diverse industries – from automotive manufacturing and mining to food and beverage, refrigeration, hospitality and pharmaceutical.

MegaVision Media

Telephone: 011-803-8433

Email: info@mvmedia.co.za

Website: www.megavisionmedia.co.za

Metraclark (Head Office)

Telephone: 011-620-0300

Email: enquiry@metraclark.co.za

Website: www.metraclark.co.za



MiX Telematics

Telephone: 011-654-8000

Email: fleetsa@mixtelematics.com

Website: <https://www.mixtelematics.com/za/>

MiX Telematics is a leading global provider of connected fleet and mobile asset management solutions delivered as Software-as-a-Service (SaaS) to global subscribers spanning more than 120 countries. MiX solutions embrace an integrated approach to telematics, delivering actionable intelligence to solve complex vehicle- and driver-related problems for consumer and commercial vehicle markets.

Mpact Plastic Containers

Telephone: 012-250-9100

Email: SalesForce@mpcsa.co.za

Website: www.mpact.co.za

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Multilayer Trading

Telephone: 021-851-9616

Email: sales@ahtafrika.co.za

Website: www.multilayertrading.com

Multilayer leads Africa in innovative, low-maintenance refrigeration, offering an extensive range, including lofty cases, freezers, display cabinets and waste heat systems. Our advanced technology reduces operational costs, empowering retailers to thrive. Committed to service beyond sales, we ensure excellence from installation to maintenance, setting industry standards with our energy-efficient, cost-effective solutions.

MultiSource Technologies

Telephone: 021-552-3394

Email: info@multisourcetek.co.za

Website: www.electroniclights.co.za

Mutual Safe & Security (Pty) Ltd

Telephone: 012-803-6051

Email: michelle@mutual.co.za

Website: www.mutual.co.za

NEC XON Retail Solutions

Telephone: 011-237-4500

Email: Minesh@nec.xon.co.za

Website: <https://nec.xon.co.za/>

Newland EMEA

Email: jonathan.hatton@newland-id.com

Website: www.newland-id.com/en

NTS Cash Registers

Telephone: 011-832-2555

Email: Info@ntsonline.co.za

Website: www.ntsonline.co.za

Nu Displays

Telephone: 011-793-7342

Email: sales@nudisplays.co.za

Website: www.nudisplays.co.za

OdorCure (Pty) Ltd

Telephone: 086-066-6367

Email: sales@odorcure.com

Website: www.odorcure.com

Odyssey POS Software

Telephone: 051-433-3273

One Digital Media

Telephone: 021-180-4888

Email: sales@onedigitalmedia.com

Website: www.onedigitalmedia.com

One Touch Retail Solutions

Telephone: 084-600-6999

Email: sales@onetouchsolutions.co.za

Website: www.onetouchsolutions.co.za

Packaging World

Telephone: 031-701-2248

Email: packaging@packagingworld.co.za

Website: <http://packagingworld.co.za/>

Panel World cc

Telephone: 058-813-2379

Email: info@panelworld.co.za

Website: www.panelworld.co.za

Path Plastics cc

Telephone: 021-551-9191

Email: sales@pathplastics.co.za

Website: www.pathplastics.co.za

Pathogen & Environmental Solutions

Telephone: 021-982-8689

Email: info@pesafrica.net

Website: www.pesafrica.net

Petit Forestier

Telephone: 072-134-1225

Email: wracinne@petitforestier.co.za

Website: www.petitforestier.com/en-za/professional/refrigerated-vehicles

Plastics SA

Telephone: 011-314-4021

Email: Monya.Vermaak@plasticsinfo.co.za

Website: www.plasticsinfo.co.za

OUR SERVICE

M

At Multilayer, our relationship with our clients extends beyond the sale. We offer a unique customer package covering every project aspect, from installation to commissioning and service. Our in-house team of highly skilled professionals ensures that every installation is executed flawlessly and maintains the highest service standards.



ABOUT US

Multilayer leads Africa in innovative, low-maintenance plug-in refrigeration, offering an extensive range, including lofty cases, freezers, and waste heat systems.



CONTACT US



Website
www.multilayertrading.com

Email
sales@ahtfrica.co.za





Plastic Ideas

Telephone: 011-613-8587

Email: crates@plasticideas.co.za

Website: www.plasticideas.co.za

Need crates? Unleash a burst of vibrancy with our top quality plastic colourful crates, pallets and dollies. Our crates are designed and manufactured in-house, ensuring the highest level of quality. Don't miss out on this opportunity revolutionise the way you pack and transport your stock.



Polyoak Packaging (Pty) Ltd

Telephone: 021-710-9200

Email: info@polyoak.co.za

Website: <https://polyoakpackaging.co.za/>

As a proudly South African company with over 40 manufacturing plants and extensive distribution networks across Southern Africa, we strive to be your sustainable packaging partner of choice. Enjoy exploring our range of fully recyclable generic and custom-designed bottles, closures, tubs, drums and buckets.



Posiflex

Telephone: 011-237-1771

Email: albertf@posiflex.com.tw

Website: www.posiflex.com

Posiflex is a globally recognized brand that specializes in providing innovative and reliable point-of-sale (POS) and self-service solutions. With over 30 years of experience, the company has consistently delivered high-quality products designed to meet the unique needs of the hospitality industry.



Premier Pallets cc

Telephone: 087-944-1882

Email: pallets@premierpallets.co.za

Website: www.premierpallets.co.za

Premier Pallets started off in 2000 and is today one of the main plastic pallet businesses in South Africa specializing in new and pre-owned plastic pallets ranking usually amongst the top 3 on Google SA. We offer a wide range of light and heavy-duty plastic pallets to all industries.



Procure4

Telephone: 041-008-5104

Email: enquiries@procure4.com

Website: www.procure4.co.za

Procure4, a global procurement consultancy, has a track record of delivering results. Our team of experienced procurement operators understand the inevitable challenges that face procurement teams and have designed our services to ensure our client's success.



Propak Africa 2025

Telephone: 011-835-1565

Email: keraysha.pillay@montgomerygroup.com

Website: www.propakafrika.co.za/

The future is coming, fast! With the rapid and continuous move towards automation and digitisation across industries, companies are realising that they need to invest in smarter solutions, products and services if they want to reap the benefits of staying ahead of the curve. As Africa's definitive packaging, printing, food processing, plastics and labelling trade exhibition, Propak Africa 2025 will attract thousands of industry decision-makers with purchasing power and influence.



Polar Africa North cc

Telephone: 082-600-5236

Email: raymond@polarafrika.co.za

Website: www.polarafrika.co.za

POS-SA

Telephone: 021-975-6903

Email: sales@pos-sa.com

Website: www.pos-sa.com

Powercorp

Telephone: 031-562-0959

Email: admin@powercorp.co.za

Website: www.powercorp.co.za

Quali Parts

Telephone: 082-602-4044

Email: lourens@qualiparts.co.za

Website: www.qualiparts.co.za/

Quantum Fire and Access

Telephone: 021-712-4401

Email: info@quantumfire.co.za

Website: www.quantumfire.co.za

Racklock (Pty) Ltd

Telephone: 021-701-4814

Email: fergus@palian.co.za

Website: www.palian.co.za



R.O.C.S

Telephone: 083-290-2565

Email: info@rocsafrica.co.za

Website: https://rocsafrica.co.za

ROCS Africa champions financial empowerment in the business landscape by offering comprehensive cost-saving solutions. With a commitment to control and manage costs, ROCS utilises technical expertise and site audits to ensure cost-effectiveness and remarkable ROI for retailers. The array of solutions encompasses proactive cost-saving initiatives, energy management, diesel control, and more. ROCS streamlines financial empowerment through a seven-step process, providing tangible examples of saving

Rackpro (Pty) Ltd Racking & Shelving Specialists

Telephone: 021-385-0302

Email: info@rackpro.co.za

Website: www.rackpro.co.za

Reditron (Pty) Ltd

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Email: sales@reditron.co.za

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REGENT Business School is a leading private higher education institution. Providing high-quality, globally recognised, relevant, and affordable business education that prepares students to succeed in the 21st Century, securing their employability. We meet the evolving educational needs of both public and private sectors in dynamic economies by offering innovative and forward-thinking education.

Rentokil Initial

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Website: www.rentokil-initial.co.za/

Retail Capital (JHB)

Telephone: 021-702-9800

Email: enquiries@retailcapital.co.za

Website: www.retailcapital.co.za

Roan Systems (Pty) Ltd

Telephone: 010-4927080

Email: frikkiek@roan.co.za

Website: www.roan.co.za



ROCS Enerbox

ROCS Communication Bus



ROCS Customised Dashboard
bespoke for each retailer



Store Control

- Scheduling of Equipment
- Temperature Logging
- Demand KVA Management
- KW Management during peak and off peak



Generator management

- Generator Hours and Diesel Level
- Load Management during load shedding
- AMPS and KVA Draw
- Scheduled start ups during loadshedding



Energy Logging

- KWH, KW, KVA
- Harmonics
- Constant Bill Verification



3rd Party Integration

- Lighting
- Refrigeration Systems
- Ovens and warmers
- HVAC - AC and extraction



RETAIL OPS COST SAVINGS (PTY) LTD
 Reg. No. 2017/325950/07 | VAT No. 4740 282977
 Directors: Michael Breckle | Kevin Breckle



Alarms

- Refrigeration Temperature
- Generator Levels
- KVA Demand Alarms
- HVAC - AC and Extraction



+27 (0)83 290 2565
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michael@rocsafrica.co.za
 kevin@rocsafrica.co.za

ROCS ensures cost-effective savings and control through technical expertise and site audits, empowering organisations to efficiently manage costs and assets





ROCS ensures cost-effective savings and control through technical expertise and site audits, empowering organisations to efficiently manage costs and assets

RETAIL OPS COST SAVINGS (PTY) LTD
Reg. No. 2017/325950/07 | VAT No. 4740 282977
Directors: Michael Breckle | Kevin Breckle



+27 (0)83 290 2565
+27 (0)71 927 8054
✉ michael@rocsafrica.co.za
kevin@rocsafrica.co.za

ROCS: Empowering Your Savings, Ensuring Your Control.

In the realm of cost-saving solutions, the key lies in maintaining control over your environment. At ROCS, we bring forth years of technical and field expertise to guarantee savings for our retailers. Through thorough site audits, we not only ensure cost-effectiveness but also deliver a remarkable Return on Investment (ROI).

Efficiently managing your costs and assets stands as a crucial pillar for any organisation. Without proper measurement, effective management remains an elusive goal. Choose ROCS and take charge of your savings today.

Solutions We Provide:

- Cost Saving Initiatives
- Energy Management & Temperature Control
- Diesel Management + Monitoring
- Store equipment Control and Scheduling of start ups
- Refrigeration efficiencies and installations
- Technical Asset Management
- Maintenance Cost and Analysis

Examples of SAVINGS

- Scheduling of equipment during start ups, peak periods and load shedding (KW/H)
- Monitoring and management demand (KVA)
- Monitor performance and maintenance of assets
- Load manage during load shedding - diesel savings
- Alarm and monitor of equipment break downs and out of the curve operation

How does it work?



1. SELECT & SIGN



2. COLLECT & STRATEGISE



3. RECOMMEND



4. APPROVE



5. IMPLEMENT



6. REALISE



7. MAXIMISE

What do you require?

- | | | |
|--|---|--|
| <input type="checkbox"/> Free Audit | <input type="checkbox"/> Metering of electrical loads | <input type="checkbox"/> Revamp quotations |
| <input type="checkbox"/> Help with gas leaks | <input type="checkbox"/> Reduction in maintenance costs | <input type="checkbox"/> Store design |





Rudnev a division of Southey Holdings (Pty) Ltd

Telephone: 031-709-0130

Email: dbunyard@southey.co.za

Website: www.rudnev.co.za

Rybro Castors & Wheels

Telephone: 011-708-1929

Email: sales@rybro.com

Website: www.rybro.com

Safari-Vac Vacuum Systems (Pty) Ltd

Telephone: 087-999-0498

Email: safarivac@gmail.com

Website: www.safarivac.co.za



Sani-touch (Infection Protection Products)

Telephone: 011-791-4860

Email: sanitouch@sanitouch.co.za

Website: <https://sanitouch.co.za/>

Infection Protection Products and the Sani-touch brand is a 100% South African manufacturing business with over 30 years' experience in supplying the hygiene market with high-quality, sanitising products.

SAP Africa (Pty) Ltd

Telephone: 011-235-6000

Email: brandon.shaban@sap.com

Website: www.sap.com

Scalerite

Telephone: 011-618-2554

Email: librasc@iafrica.com

Website: www.scalerite.co.za

Scan Retail Solutions

Telephone: 021-409-1200

Email: george@scanretail.co.za

Website: www.scanretail.co.za

SECUREX

SOUTH AFRICA | 2024

Securex 2024

Telephone: 011-835-1565

Website: <https://securex.co.za/>

Securex South Africa, Africa's largest security exhibition, is in its fourth decade, showcasing proven security solutions. The modern security landscape focuses on Integration, IoT, and 4IR. Security has transitioned from a cost to an asset, integrating with systems like facilities management. Securex South Africa 2024, alongside A-OSH EXPO, Facilities Management Expo, and Firexpo, is essential for providers of innovative security solutions.

Serco Truck Bodies & Trailers

Telephone: 031-5081000

Email: info@serco.co.za

Website: www.serco.co.za

Shelvcraft

Telephone: 126668933

Email: sales@shelvcraft.com

Website: <https://shelvcraft.co.za/>

Shopfitting Concepts

Telephone: 012-803-7303

Email: hans@shopfit.co.za

Website: www.shopfit.co.za

Sign Central

Telephone: 011-465-6205

Email: fernando@signcentral.co.za

Website: www.signcentral.co.za

Smart-It Accounting Software

Telephone: 021-914-2896

Email: info@smart-it.co.za

Website: www.smart-it.co.za

SP Cleaning Services

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Email: shelton@spcleaning.co.za

Website: www.spcleaning.co.za

Spark ATM Systems

Telephone: 021-512-3100

Email: info@sparkatm.co.za

Website: www.sparkatm.co.za



Linerless Labels

Promo Labels



Label Printers



Custom Full Colour Labels

At Teraoka we know how important your brand and product appearance is. That is why you can rely on us to print full colour labels with colour consistency!



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- Full colour printed labels on various label materials
- Label factory audited based on BRC standards
- Our latest 8 colour press allows for excellent print quality and consistency



SSI Schaefer Systems South Africa (Pty) Ltd

Telephone: 011-707-2600

Email: robert.kershaw@ssi-schaefer.com

Website: www.ssi-schaefer.co.za

Staycold

Telephone: 056-819-8097

Email: info@staycold.co.za

Website: www.staycold.co.za

StegTech

Telephone: 010-492-0520

Email: info@stegtech.co.za

Website: https://stegtech.co.za/



Storequip (Pty) Ltd

Telephone: 011-503-1500

Email: sales@storequip.co.za

Website: https://www.storequip.co.za/

From pallet racking to gondola shelving, our comprehensive product range meets diverse storage needs. With a focus on retail and industrial spaces, we also offer shopfitting solutions, including wooden fixtures and clothing displays. Experience our commitment to excellence and seamless project execution, whether large-scale or small. Join our loyal customers and discover the Storequip advantage in shelving and racking solutions. Transform your space today with Storequip.

StoreWorks

Telephone: 010-745-4380

Email: sales@storeworks.co.za

Website: www.storeworks.co.za/

Storage Concepts

Telephone: 051-430-6883

Email: sales@storageconcepts.co.za

Website: www.storageconcepts.co.za

SureSwipe

Telephone: 086-020-0111

Email: help@sureswipe.co.za

Website: www.sureswipe.co.za

Tagtron Solutions

Telephone: 021-572-5321

Email: lkvanacore@gmail.com

Website: www.tagtron.co.za

TCK Retail Solutions

Telephone: 010-109-2074

Email: info@tckrs.co.za

Website: https://tckrs.co.za/

Tente Castors South Africa (Pty) Ltd

Telephone: 011-397-4750

Email: info@tentersa.com

Website: www.tente.com



Teraoka S.A.

Telephone: 011-613-4291

Email: info@teraoka.co.za

Website: https://www.teraoka.co.za

Teraoka / DIGI South Africa provides superior sales and service of electronic weighing scales, automated weighing, wrapping and labelling systems, thermal printers, inspection equipment, labels and related consumables for both the retail supermarket industry and food manufacturing industry. Teraoka has 10 Sales and Service branches nationwide.

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Testo

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Email: info@testo.co.za

Website: www.testo.com/en-ZA/

Testo South Africa sells measuring instrumentation for the Food, Pharma, HVAC/R and General industries and supplies most of the food manufacturers, major retailers and restaurant chains in South Africa with food safety measuring devices.

The Nielsen Company

Telephone: 011-495-3000

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Thermobake Systems

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Tombake (Pty) Ltd

Telephone: 021-951-2401

Email: info@tombake.co.za

Website: www.tombake.co.za/

For over 17 years, Tombake has offered premium baking and hot foods equipment to the South African and African markets. With our experienced management team, we pride ourselves on providing superior advice and service excellence to each and every customer.

TOWA Data Systems

Telephone: 031-312-4360

Email: pravinG@towa.co.za

Website: www.towa.co.za

Trade Link Retail Systems (Pty) Ltd

Telephone: 011-553-8000

Email: info@trade-link.co.za

Website: www.trade-link.co.za

Transaction Control Technologies (Pty)Ltd

Telephone: 011-888-1210

Email: sales@tct.co.za

Website: www.tct.co.za

Trolley & Shelf

Telephone: 031-705-5672

Email: tshelf@telkomsa.net

Website: www.tshelf.co.za

Turbo Vent Africa (Pty) Ltd

Telephone: 011-613-6921

Email: turbovent@uskonet.com

Website: www.turbovent.co.za

Turnkey Security Solutions

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Email: info@turnkeysecurity.co.za

Website: <https://turnkeysecurity.co.za/>

Turnstar Systems cc

Telephone: 011-786-1633

Email: info@turnstar.co.za

Website: www.turnstar.co.za

Tyco Retail Solutions – Sensormatic

Telephone: 011-697-788

Email: ivaneck.za@tyco.com

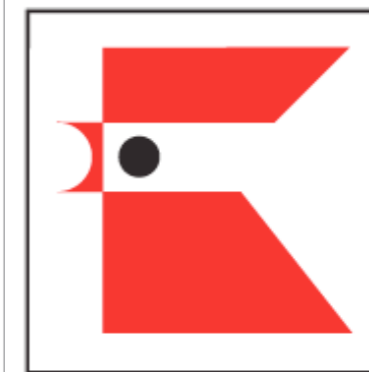
Website: www.tycosecurity.co.za

Ubert

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Email: sales@ahtafrika.co.za

Website: www.ubert.com/en/



ubert[®]

UBERT FOODSERVICE EQUIPMENT – is a family-owned company, founded in 1965. We specialize in the development of equipment for front cooking, point of sales and merchandising. Since the very beginning we supply supermarkets chains and gastronomy concepts worldwide with our high-quality foodservice equipment that is 100% made in Germany.

Uniclox

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UniSource Software

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Universal Storage Systems (Pty) Ltd

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Website: www.universal-storage.co.za



MULTILAYER TRADING⁸⁶⁷

Importers of Specialised Refrigeration & Hospitality Equipment



NEW!

CONVEX - Rotisserie RT608CC

- automatic self-cleaning
- brand-new 7,2" touch display
- Wireless Radio Technology (WRT)
⇒ wireless core temperature read-out
- USB-interface
- pass-through rotisserie
- 8 double-spits/ 40-48 chickens



NEW!



The new RoFry®- Air Fryer low fat & more taste

- zero use of frying oil
- 100% cost savings on frying oil
- fully automatic self-cleaning
- less staff cost
- brand-new 7,2" touch display
- 2,5kg of French Fries in up to 6 minutes
- 200 programs for constant food quality
- healthier products



The Secret to the Perfect Chicken Tasty Truly South African Meal!

- Grilled products only achieve their unmistakable character in a rotisserie
- The constant rotation in the CONVEX Rotisseries SC is a visual highlight
- The rotation ensures that the juices are evenly distributed, the chicken is cooked perfectly throughout.
- The skin is crisper and the meat juicier and tenderer.
- The result: Succulent and delicious!



Rotisserie CONVEX® RT608:

Complete with three heating types in one unit

1. Infra-red ensures perfect browning
2. Convection for fast and even cooking
3. Steam for juicy and tender results

The Olive Grove Business Estate, Unit C26 & C27, Ou Paardevlei Rd, The Interchange, Somerset West, 7130 - +27 (21) 851-9616 / sales@ahtafrika.co.za

The RoFry® Cooking Technology – Intelligent rotation fryer without the use of frying oil.

- Prepare Commercial frying products totally without oil.
- Products out of the RoFry just taste better.
- With its smooth rotation the patented frying basket ensure best cooking result.
- They have a full and natural taste.
- Crispy and golden brown on the outside

Three phases – best results:

Phase 1: The "recognition-phase" – RoFry is intelligent – recognises different loads and sizes (from frozen to thawed).

Phase 2: The "steam-time-phase" – RoFry heats a deep-frozen product within shortest time -18° to +99°C (steam-phase).

Phase 3: The "roasting-phase" – RoFry starts the browning phase. The product becomes crispy and crunchy.



ubert

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V3

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Website: <https://v3coldcab.co.za/>

VaultGroup

Telephone: 011-530-7002
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Website: www.vaultgroup.co.za/

Vortech (Pty) Ltd – Just Soak It!

Telephone: 072-623-5500
Email: anthony@justsoakit.co.za
Website: www.justsoakit.co.za

Vulcan Catering Equipment (Pty) Ltd

Telephone: 011-249-8500
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Website: www.vulcan.co.za

Wanzl Shopping Trolleys

Telephone: 021-552-3068
Email: gero@wandigroup.co.za
Website: www.wanzl.com

Water2go

Telephone: 014-533-3493
Email: sales@water2go.co.za
Website: www.water2go.co.za

Zebra Technology

Telephone: 021-035-0613
Email: contact.emea@zebra.com
Website: www.zebra.com



ZEBRA

**CAPTURE
YOUR EDGE**

enhance customer experiences, and make data-driven decisions in the competitive retail market.

Zebra Technologies Retail Solutions offers an extensive range of innovative tools for the retail industry. From efficient Point of Sale solutions and reliable barcode scanning to RFID tracking and advanced inventory management systems, Zebra enables businesses to optimize operations,

Zetes South Africa

Telephone: 021-551-4455
Website: <https://www.zetes.com/en>

Ziehl-Abegg South Africa (Pty) Ltd

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CATEGORY INDEX ■

CATEGORY LISTINGS ■

SUPPLIERS A—Z ■



Elevate the In-Store Customer Experience

The Core of Your Success

Help your associates get it right, right away, every time to support customers and drive results. Make it easy with the retail-ready solutions that help you uncover early opportunities and take effective action. Get inventories completely visible, unify your teams, put information in their hands to accelerate tasks and free them up for higher-value work.



59%

of shoppers have a better experience when associates use the latest technology.*



See the solutions.

Real-time Task Manager
Keep associates productive and purposeful

REFLEXIS

Assist Shoppers by Adding Value

Engage shoppers so they feel personally supported. From contactless or traditional checkout, mobile POS and personal shopper to curbside pick-up and everything in between, eliminate friction with spot-on information and seamless checkout. Provide in-store navigation, see inventory in real time, answer questions and resolve issues right away.

Engage shoppers where they are.



Zebra
Prescriptive Analytics™
Powered by Zebra Savanna™

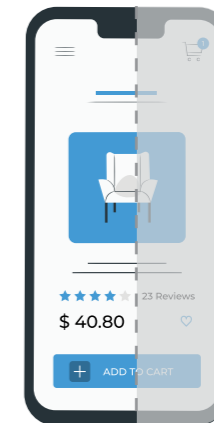
Zebra
Workforce Connect™
Powered by Zebra Savanna™

See how to expedite checkout.



Never Keep a Customer Waiting

Today's shoppers don't have time to waste, especially in checkout lines. In fact, 76% of shoppers say they want to get in and out of stores quickly.* Prevent lost time for customers and lost sales for you with fast and convenient check-out options. Move customers out of line and out the door quickly, feeling like they're your top priority.



52%

of shoppers prefer self-checkout*

Show Customers You're Serious About Safety

Convenience is critical, and safety is a must. Give shoppers both. Offer multiple ways to shop, collect purchases and accept delivery. And, help them maintain social distance while in your stores.

Create safe, speedy checkouts.



54%

of shoppers say more retailers need to offer mobile ordering*

