

THE distributor

giving you a head start

HARDWARE · AUTOMOTIVE · MECHANISATION PARTS · OUTDOOR · IRRIGATION · POWER PRODUCTS · CONSTRUCTION

VOLUME 7
FEB / MARCH 2016

IN THIS ISSUE:

NOU KAN ENIGEEN 'N
BESPROEÏNGSTELSEL
VERKOOP

3

ENGEN+PRODIST=
WINNING TEAM

10

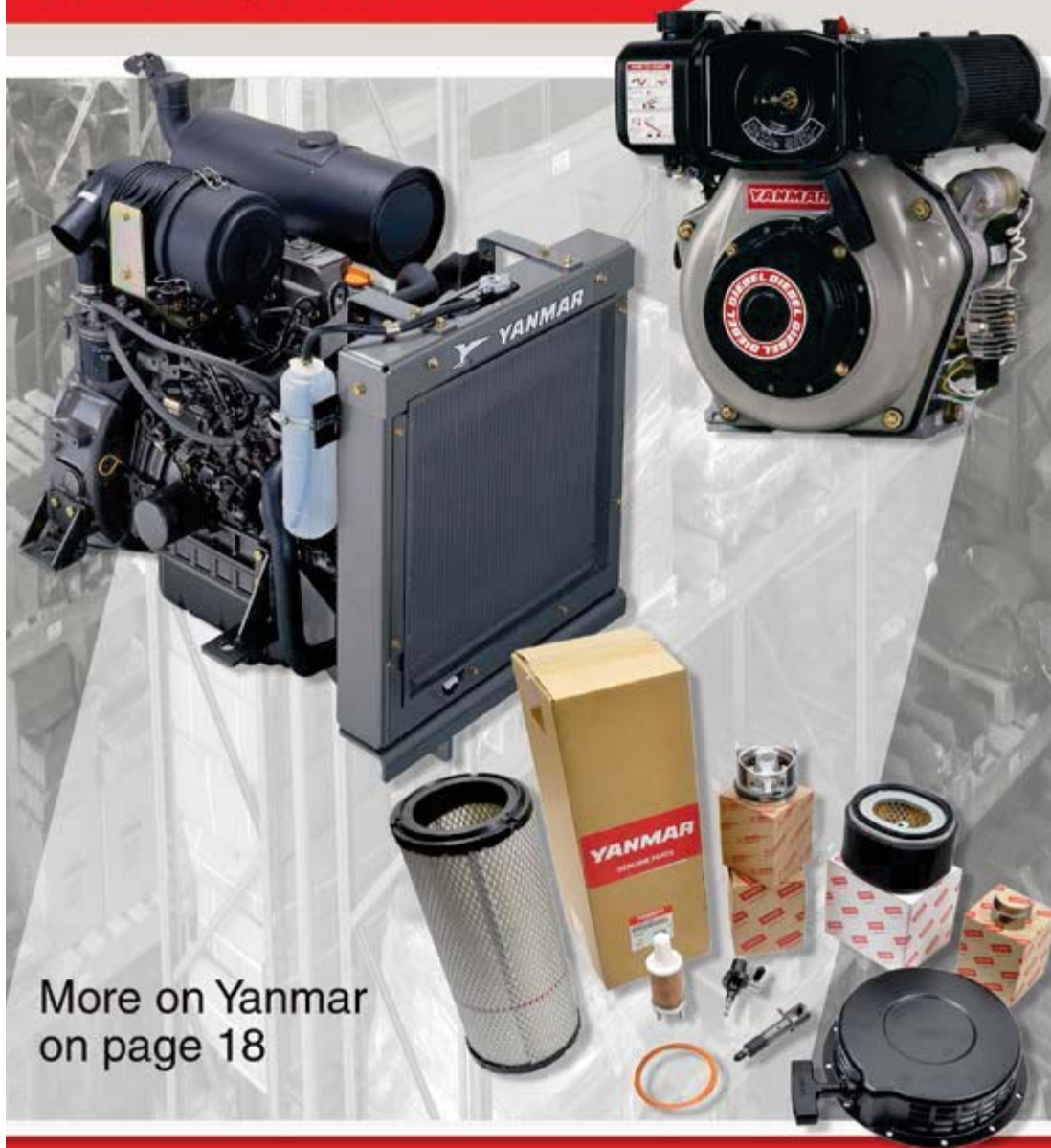
PRODIST TO
SUPPORT CATEGORY
MANAGEMENT ON
RETAIL LEVEL

14

PRODIST PRODUCT
MANAGER ATTENDS
EUROPEAN INAUGURAL
MEETING

18

Providing Power Solutions



More on Yanmar
on page 18

YANMAR



Waterproofing For Exterior Surfaces

Easy to use, acrylic waterproofer for roofs, walls and parapets.

Dulux Waterproofing is an acrylic waterproofing paint which has been developed to be used with mesh membrane. This product can be used on flashings, roof joints, roof screws, parapets and chimney cappings.



With Free Membrane



EDITORIAL TEAM:

EDITOR IN CHIEF

Marlon Abrahams

Tel: 018 464 7349

marlon.abrahams@senwes.co.za

ADVERTISING MARKETER

Mariëtte Hugo

Tel: 018 464 7505

mariette.hugo@senwes.co.za

DESIGN & LAYOUT

Zorene Koopman

Tel: 018 464 7510

zorene.koopman@senwes.co.za

The Distributor is produced by Senwes Communications and is distributed bi-monthly.

Contact Marlon Abrahams at marlon.abrahams@senwes.co.za with contributions.

CONTENTS • INHOUD

INTRODUCTION

DEAR READERS AND ADVERTISERS	2
FUSE YOUR POWER TOOLS WITH THESE ACCESSORIES	2

NEWS

ALLES WAT JY MOET WEET OOR BESPROEÏNGSTELSELS	3
FIGHT FIRES EFFECTIVELY	4
THE CLAESENS MEAT SAW - LIKE A HOT KNIFE THROUGH BUTTER	5
GET JD READY FOR YOUR STORK DELIVERY	6
IT'S PRUNING TIME	7
MECH FOCUS: GUD FILTERS SERVING SA'S AGRICULTURAL COMMUNITY FOR OVER 65 YEARS	8
ANOTHER ICONIC BRAND DISTRIBUTED BY PRODIST	9
ENGEN + PRODIST = A WINNING TEAM	10
RUITERKUNS IS GROOT BESIGHEID!	11
GET YOUR 4X4 OUT OF A TIGHT SPOT	12
PRODIST TO SUPPORT CATEGORY MANAGEMENT ON RETAIL LEVEL	14
NEW PRODUCTS	16
PRODIST PRODUCT MANAGER ATTENDS EUROPEAN INAUGURAL MEETING	18
DID YOU KNOW? WATER-TIGHT WATERPROOFING FOR USE WITH MESH MEMBRANE	19
GLOBAL LEADER DISTRIBUTED BY PRODIST	20

agpro

Proven quality you can trust

One year guarantee

Robust design

Excellent quality

After sales service

Sprinklers

... window cleaner



prodist **D**
demand · supply · trust

DEAR READERS AND ADVERTISERS



THIS IS THE FIRST ISSUE OF 2016 – THE FIRST ISSUE AFTER WE FINALLY REALIZED IN THE AGRICULTURAL INDUSTRY THIS IS NOT ONLY “NOT A NORMAL” YEAR, BUT ARGUABLY ONE OF THE MOST CHALLENGING AGRICULTURAL SEASONS WE HAVE EVER FACED.

In an environment where we all feel the effect of the drought as well as the pressure on the economy in general, it will be expected from us to work harder, work smarter and be more innovative. There are always opportunities outside of the main stream, opportunities in new markets for existing product lines or new product lines for

the existing markets we serve – even opportunities in current ranges that do better in these circumstances. Diversification and hedging against these external market forces becomes important conditions for success.

As with the previous edition of The Distributor, we focus on a number of ranges or categories providing such prospects – The Claassens meat saw, aimed at the coming hunting season, is an exciting new product. We launch Prodlist’s involvement in the distribution of small pack sizes of Engen lubricants. Prodlist has just landed its new range of equestrian products. The firefighting season lies ahead of us and it is expected to be a good one. In times of drought, it does provide for opportunities in water supply and irrigation. See the article on the value Prodlist adds in compiling irrigation systems. Yanmar is a flagship brand in the Prodlist range, primarily supplied to OEM customers in the diesel engine industry.

Thank you for your support and all the best for 2016! 

Brend Thomassen

ADVERTISE WITH US!

CONTACT ME FOR ALL YOUR ADVERTISING NEEDS:

Mariette Hugo · Advertising Marketer

 Tel: 018 464 7505

 Cell: 076 412 9756

 Fax: 086 407 7100

FUSE YOUR POWER TOOLS WITH THESE ACCESSORIES

FUSION IS A QUALITY RANGE OF POWER TOOL ACCESSORIES, IMPORTED EXCLUSIVELY BY PRODLIST FOR ASSOCIATED RETAILERS.

This exciting range not only offers retailers the opportunity for increased margins, it also comes with the complete peace of mind of high quality products. The range is supported by professionally designed packaging which includes technical details to enable the customer to select the right option. Different categories are colour-coded for ease of reference and merchandising. The Fusion shelf concept consists of four drops of 1.8m shelves, with carefully designed product placement and suggested quantities.

The full concept consists of a range of:

- General purpose drill bits
- Tin-coated HSS drill bits
- Cobalt drill bits
- Masonry drill bits
- Drill bit sets – steel and masonry
- Flatwood drill bits
- Spiral drill bits
- Tile and glass drill bit
- Hammer bits
- Circular saw blades
- Jigsaw blades
- Cutting and grinding 



NOU KAN ENIGEEN

'N BESPROEIÏNGSTELSEL

VERKOOP

BESPROEIÏNGSTELSELS DEK 'N WYE VELD. UNIEKE STELSELS WORD VIR ELKE KLIËNT VOLGENS BEHOEFTE EN SPESIFIKASIES ONTWERP DEUR KUNDIGE ONTWERPERS OF 'N TEGNIESE PERSOON WAT DIE OPMETINGS VIR DIE SPILPUNT OF DRUPPERLYNSTELSELS VIR BOME, ENSOVOORTS, DOEN.

Prodist se stelsel afdeling is verantwoordelik vir die verskaffing en lewering van die stelsel wat bestaan uit 'n pomp, motor, PVC-pyp vir die moederlyn asook die staalpyl en toebehore wat bestaan uit krane, lugkleppe, flense en dies meer. Prodist voorsien ook alle elektriese toebehore wat benodig word, soos kables, dompelpompe, pantserkables en elektriese panele vir die kragtoevoer na splipunte en drupperstelsels.

Die waterbron bepaal welke applikasie benodig word om aan die kliënt of boer se behoeftes te voldoen.

Die ontwerper besoek die kliënt om sy behoefte te bepaal en doen opmetings van die area. Volgens die kliënt se behoeftes stel hy dan 'n plan op met 'n materiaalys, wat na die stelselafdeling gestuur word vir verwerking en 'n kwotasie. Die beste moontlik pryse word beding vir die kliënt en sodra die materiaalys volledig is, word die kwotasie aan die ontwerper gestuur, wat die handelaar kwoteer. Sodra die kliënt die kwotasie aanvaar, word 'n bestelling deurgegee aan die stelselafdeling.

Die besproeiingstelsel word dan aangekoop, die swart pyp en PVC-pyp word direk deur die



verskaffer op die kliënt se plaas gelewer en die res word direk vanaf Prodist gelewer. Baie van die items word spesiaal vir die kliënt vervaardig, afhangende van wat sy behoefte is.

Noue samewerking vind plaas tussen die tegniese adviseur en besproeiingstelselkonsultant om die kliënt deurentyd met raad by te staan, totdat die stelsel kompleet gelewer en afgehandel is. Goeie naverkoopdiens lê Prodist na aan die hart en alles moontlik word gedoen om te alle tye uitmuntende diens aan die handelaar en boer te lewer.

Kontak Rolien Trollip, senior besproeiingskonsultant by rolien.trollip@prodist.co.za vir verdere inligting. 



FIGHT FIRES

EFFECTIVELY

WITH EL NIÑO CONTINUING TO CAUSE SOARING TEMPERATURES AND DROUGHT CONDITIONS IN THE COUNTRY, THE LIKELIHOOD OF VELD-FIRES IS AN EVER PRESENT THREAT AS WITNESSED BY THE RAGING INFERNOS IN THE CAPE IN JANUARY THIS YEAR.

Prodlist's range of Agpro fire fighters offers an effective solution to contain fires, which could flare up on your farm or plot in seconds. The Agpro Honda range comes in three models, and the specifications are designed for both fire fighting, water transportation and high pressure spraying of water.

AGPROHP600FF – AGPRO HIGH PRESSURE HONDA FIRE FIGHTER

- Large 600l heavy duty stepped tank
- Industrial stainless steel and aluminium adjustable 80psi delivery gun
- High quality Agpro AL22 piston pump delivering 22l/min at 40 bar
- Venturi system included for filling the tank in 2 mins from any open water source
- High pressure 20m delivery hose on a sturdy hose reel
- Honda GX160 5.5Hp engine
- Carry handles on the sides for easy transportation
- Spray distance over 20m
- Fits on most double cab bakkies and trailers
- Lightweight – 97kg (empty)
- Can be used for fire fighting, water transportation and pressured water spraying.



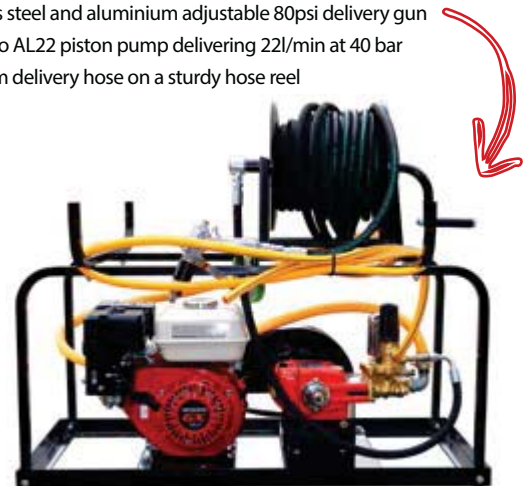
AGPRO600FM – AGPRO LOW PRESSURE HONDA FIRE FIGHTER

- Large 600l heavy duty stepped tank
- High quality rebus delivery gun
- Maximum delivery of 20l/min
- The unit has a spray, fill and drain option that is selectable on the multipoint valve
- The tank fills within 2-3 minutes
- Honda 5.5Hp engine
- Megaflex delivery fire hose of 15m
- Pump pressure of 2.5 bar
- Fits on most double cab bakkies and trailers
- Lightweight – 98kg (empty)
- Can be used for fire fighting and water transportation.
- Carry handles on the sides for easy transportation
- A secondary delivery hose can be fitted.



KFMH – AGPRO HIGH PRESSURE FIRE FIGHTER/PRESSURE SPRAYER

- Industrial stainless steel and aluminium adjustable 80psi delivery gun
- High quality Agpro AL22 piston pump delivering 22l/min at 40 bar
- High pressure 20m delivery hose on a sturdy hose reel
- Honda GX 160 5.5Hp engine
- Spray distance over 20m
- Very light weight unit for full portability
- Can be used for fire fighting and pressured water spraying **PD**





JY KAN HELP! YOU CAN HELP!

Droogterampfonds • Drought Disaster Fund

Met die land in die ERGSTE DROOGTEGREEP sedert die 1980's, doen Agri SA 'n beroep op alle bekommerde Suid-Afrikaners om ons PRODUSENTE BY TE STAAN omdat hulle 'n belangrike rol speel in die voedselsekureit van ons land.

SLUIT BY ONS AAN OM ONS PRODUSENTE IN HULLE UUR VAN NOOD BY TE STAAN.

Agri SA het die inisiatief geneem om die produsente te help om hierdie moeilike tyd te oorleef.

With the country in the grip of the WORST DROUGHT since the 1980's, Agri SA would like to call on all concerned South Africans to ASSIST OUR FARMERS who are essential for the country's food security.

JOIN US IN STANDING BY OUR FARMERS IN THEIR HOUR OF NEED.

Agri SA has rallied to the cause by setting up a Drought Relief Fund to help producers survive this difficult time.



TUISTE VAN DIE SUID-AFRIKAANSE BOER



Snap here to pay

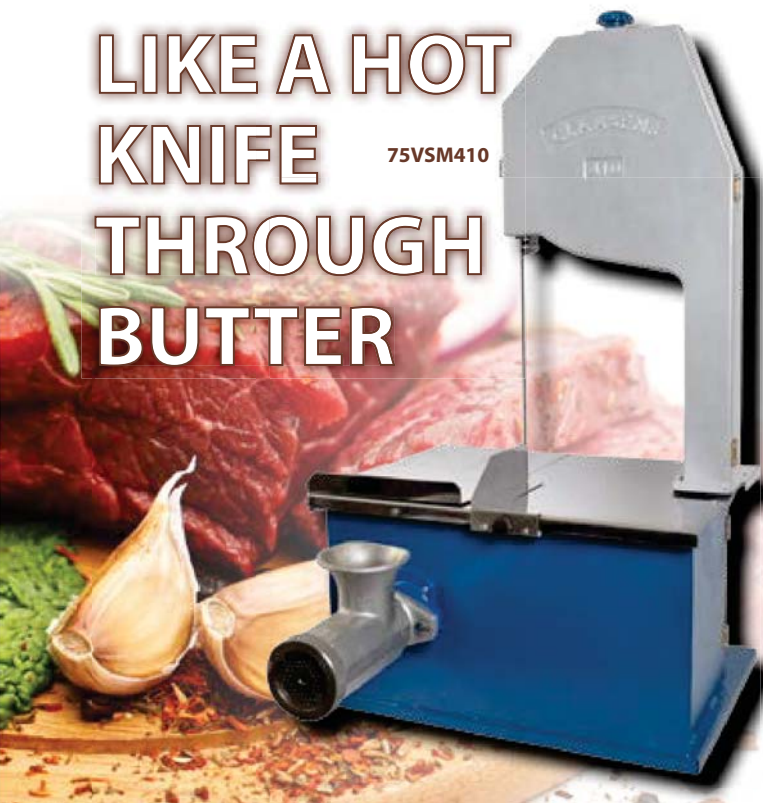


www.DroogteRampFonds.co.za

THE CLAASENS MEAT SAW -

LIKE A HOT
KNIFE
THROUGH
BUTTER

75VSM410



YOU'RE BACK FROM THE HUNT, BAGGED A FEW IMPALA, OR MAYBE A VLAKVARKIE OR TWO, DOWNED A COUPLE-A COLD ONES AND THE LAST THING YOU WANT TO DO IS TO START HACKING AND SLICING AWAY AT THE CARCASS WITH YOUR HUNTING KNIFE.

Take the load off, hang the beasties in the fridge overnight and get ready to slice the carcasses with the Claasens Meat Saw - like a hot knife through butter. This bad boy is designed for quality, value and most importantly, functionality. Slap your hunk of meat down onto the stainless steel work-surface and carefully make use of the continuous sliding action to ensure a uniform cutting process. The surface is also easily removable, allowing for thorough cleaning.

The Claasens Meat Saw features a top and bottom blade stabiliser with bearings, which gives you a very stable blade which is also wider (16mm) for longer durability. Double bearings on both pulleys as well as the edge behind the pulley ensure that the blade mechanism is smooth and that it will not slip off. The cast aluminium body uppercase is durable and easy to clean while the blade is adjustable to ease or increase tension for optimal effectiveness.

The No. 22 meat grinder with slower revolutions per minute (120) ensures quicker mincing of meat and a longer life-span for the meat grinder. The saw is driven by a high-torque 75kW motor which maintains an even blade speed of 9m/s. **ED**

Best ingredients. Best protection.

The same detailed approach to quality goes into every Engen Lubricant, ensuring that your vehicle is kept in supreme condition and protected every step of the way. Made with the finest base oils and leading additives, they're designed to guard your engine against wear and corrosion, even in Africa's harsh environment. We put our best in, so that you can get the best out.



With us you are Number One


ENGEN

Hurricane
TOOLS



**Best Value
Guaranteed**

prodist
demand · supply · trust

For more information, visit www.prodlist.co.za

GET JD READY FOR YOUR

STORK DELIVERY



The John Deere brand is synonymous with rugged, reliable quality products, be it high-tech machinery, stylish clothing or even toys. Even the brand's range of baby products is finding good traction in the market and Prodist is, pardon the expression, "as excited as a new parent" to showcase these adorable, but John Deere tough, baby apparel that you simply have get for the new addition to your family.



BBS3592 – This short sleeve baby grow is just the thing for your little woelwater to get around in. Comes in green in different sizes, featuring a cute colour print.

Another one for the boys is a very fashionable Air-Force Blue option with the John Deere print on the front. And of course there is a very fetching pink option for your little baby girl - **BBS3560**



BBS3591 – Available in four different colours, the John Deere Baby Bib is not only an effective clothing protector; it also oozes style and class.



BBS3620 – The John Deere baby receiver blanket is soft and comforting and ideal to keep your little bundle of joy snug as a bug in a rug. Also available in four different colours and features the iconic JD logo.

MCE10161X000 – Newborn Pacifier 2 Pack - It's never too early to get them hooked on John Deere! Features a soft shield that is more comfortable for baby.



TBEKY10182 – Pacifier Clip – Just to make sure you don't lose your baba's dummy.



TBEKY10095 – 2-Pack Sun Shade John Deere - John Deere baby on board! Designed to protect your child against direct sunlight glare from both side windows, for a more comfortable car ride. With adjustable length that locks in place and 3 suction cups that attach to the window, these sunshades are the perfect travel companion to block out the harsh African sun. **PD**



PRUNING SEASON IS UPON US AND IT IS ESPECIALLY IMPORTANT FOR FRUIT FARMERS TO GET SNIPPING TO ENSURE MAXIMUM YIELD FROM THEIR TREES. AGPRO'S PRUNING SHEAR BY PASS 8 IS THE PERFECT TOOL TO GET THE JOB DONE WITH EASE AND PRECISION.

These three easy pruning steps have been touted by modernfarmer.com as the way to go.

STEP 1: CLEANUP

Start by pruning away any wood that is dead, damaged or diseased — a.k.a. the three Ds.

Any sprouts coming from the base of the trunk? If so, remove them — technically they're called 'suckers' and they originate from the rootstock rather than the fruiting variety grafted on top. How about suspiciously straight sprouts growing from some of the main branches? These erect, perfectly vertical branches, or "watersprouts" should be removed as well. With all these cleanup cuts, it's important to prune the branches back, flush to the larger limb they're growing from — don't leave little stubs.

STEP 2: THIN OUT

The goal of thinning is to allow light and air into the canopy, which boosts fruit production and reduces problems with pests and disease. First, remove any branches that grow downward, toward the centre of the tree or that cross paths with other branches. Once these are out of the way, stand back and take a look. The goal is to have evenly spaced branches splaying out in a pleasing, fractal-like pattern from the centre.

STEP 3: HEAD BACK

The last step is the easiest — you're basically giving the tree a haircut. The idea is to prune back the outermost growth of the tree so the branches become shorter and thicker as they grow, rather than long and gangly. This keeps them from snapping under the weight of the fruit, but pomologists (fruit scientists) will tell you that it also causes the tree's hormones to activate growth lower in the canopy, making for smaller, more fruitful trees. Heading back the tree means cutting off 20 to 30 percent of last year's growth. **PD**

Source – modernfarmer.com



**R/\$ EXCHANGE
RATE AFFECTING
YOUR PROFIT?**



**Luckily for you Lasher is proudly
manufactured here in South Africa**



Lasher - Tough, Reliable, AFFORDABLE Tools. Guaranteed.



Sales: (011) 825-1100 | Sales Fax: (011) 825-7428 | Email: sales@lasher.co.za or exportsales@lasher.co.za
or visit: www.lasher.co.za or www.lasher.mobi or find us on



facebook



twitter



pinterest

MECH FOCUS

GUD FILTERS

SERVING SA'S AGRICULTURAL COMMUNITY FOR OVER 65 YEARS

GUD FILTERS IS A LEADING FILTER BRAND KNOWN BY SOUTH AFRICA'S AGRICULTURAL COMMUNITY AND HAS PROVIDED FILTRATION EXPERTISE TO FARMERS, AGRI-COMPANIES AND CO-OPS SINCE 1949. THIS PROUDLY SOUTH AFRICAN COMPANY UNDERSTANDS THE COUNTRY'S CLIMATE AND THE DIVERSE ENVIRONMENTAL CHALLENGES IN WHICH THE AGRICULTURAL COMMUNITY HAS TO WORK.

Due to the extreme weather conditions which farmers, agri-companies and co-ops have to face, as experienced in the very recent past, it is essential to protect all farm machinery. Dust created from working the land can destroy an engine within hours if not separated from the air, oil and fuel entering the engine. GUD offers a range of OEM-quality oil, air and fuel filters designed to protect agricultural engines and heavy duty vehicles.

The filter manufacturer stresses the importance of maintaining regular service interval levels as per the manufacturers' guidelines to ensure a longer lifespan. Regular service intervals will ensure that your farm machinery achieves its intended lifespan and provides optimum performance. Not maintaining your vehicles and machinery service intervals will result in a shortened lifespan and downtime that could cost a fortune.

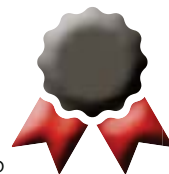
In 2015 GUD launched a series of new part numbers for their agricultural filter range, 7 of which are listed here and can be found at www.prodlist.co.za

As the agricultural industry continues to grow and evolve, GUD and Prodlist can be relied upon to meet the filtration demands of SA's farming community. **PD**



PART NO.	FILTER TYPE	APPLICATION
Z618	OIL	JOHN DEERE TRACTORS
Z643	OIL – SPIN ON BAYONET	CLAAS & JOHN DEERE TRACTORS
Z640	OIL – SPIN ON BAYONET	MCCORMICK TRACTORS & PERKINS ENGINES
ADG1675	AIR	JOHN DEERE TRACTORS
ADG1626R	AIR	BOBCAT & MASSEY FERGUSON TRACTORS
ADG1674R	AIR	CASE TRACTORS & VOLVO DUMP TRUCKS
G1166	FUEL	KUBOTA TRACTORS

ANOTHER ICONIC BRAND DISTRIBUTED BY PRODIST




Q20, THE ICONIC SUPER MULTI-PURPOSE LUBRICANT FOUND IN ALMOST EVERY WORKSHOP, HOME AND OFFICE IN SOUTH AFRICA, WILL BE FINDING ITS WAY INTO EVEN MORE PLACES WHERE IT IS NEEDED VIA PRODIST'S WELL-ESTABLISHED DISTRIBUTION CHANNEL.



Q20 is owned by Triton Gloria Investments, established in 1934. The product has seen massive growth locally and internationally over the last seven years. This growth has come about through increased exposure at retail level, bold and fresh marketing campaigns and improved representation at wholesaler level. The collaboration with Prodlist marks an extension of these levels of exposure.

International Exposure

In 2009 Triton embarked on an export drive and Q-products can now be found in 62 countries across the globe. They had to set up a fully-fledged company in the United Kingdom to cope with the demand into Europe and to meet Europe's stringent chemical policies. The company manufactures in Malaysia through a local distributor, for distribution into South East Asia and China and they also manufacture in Greece, for distribution into the eastern European states. In 2014 Triton moved into a new manufacturing and distribution facility, with a new state of the art aerosol filling line to meet the increased demand for Q20 and all Q-products.

The company is proud to announce that it has recently acquired FLIGHT CHEMICAL MANUFACTURERS and has added the famous FLIGHT HAND CLEANER, FLIGHT SPRAY KLEAN and M7 DEGREASER to their range of products. 



Triton Gloria Investments (Pty) Ltd.

(Previously trading as Triton-Leo Group (Pty) Ltd)

Est: 1934 CO. REG. 1984/002307/07

Website: www.tritonleo.co.za • E-mail: info@q20.co.za

From the
manufacturers
of 



ENGEN + PRODIST = A WINNING TEAM

ENGEN AND PRODIST HAVE JOINED FORCES TO DISTRIBUTE THE OIL GIANT'S TRUSTED RANGE OF LUBRICANTS FOR DIESEL, PETROL AND TRACTOR ENGINES.

The range of products will cover a full spectrum of 500ml and 5 packs and is suitable for new high performance, as well as old trustworthy engines.

Transmission and universal tractor fluids are also included in the range.

Motoring enthusiasts and agriculturalists alike can look forward to:

- A range of Engen Dieselube products, suitable for a wide range of diesel powered engines
- Engen Xtreme & Proteca range of high performance petrol engine lubricants
- The Premium range of mono grade lubricants
- Agritrac & Agrifluid – market leading universal tractor lubricants

Engen Sales Manager Agricultural lubricants: Paul Leask says: "The range will be adapted and expanded to meet market requirements. We are excited to be teaming up with Prodist and look forward to making an impact in the new markets this venture will open."

Different engines require different lubricants, different geographies do too. This is why Engen's lubricants are designed specifically for South Africa's harsh motoring conditions.

"It's important to ensure your vehicle gets the right lubricant for the job, whether it transports passengers, parcels, livestock or frozen goods," says Rob Hill, Lubricants Product Manager at Engen. "The correct motor oil saves on fuel, reduces maintenance and extends engine life."

Engen Xtreme 5W-40 is Engen's top-of-the-range lubricant for high-performance cars. This



synthetic lubricating oil boasts extremely stable molecular structures to deliver optimal performance under all operating conditions, exceeding the demands of new and older cars.

Jimmy Hey, Engen's Automotive Product Engineer, says Xtreme 5W-40 exceeds original (vehicle manufacturer) performance requirements, offering improved fuel economy and power output, reduced wear and increased engine life. "At the same time it offers exceptional engine cleanliness and low-temperature properties.

Engen Xtreme 15W-40 is designed for use in modern petrol engines, including cars, minibus taxis and bakkies (turbo-charged or not!). According to Hey, it enhances performance and improves fuel efficiency. "This oil offers easier cold starting and faster lubrication of moving parts for extended engine life and better protection at high speeds."

Protection for older engines

Engen Protecta hi-mileage protects petrol engines of vehicles approaching 100 000 km on the clock. "It is a thicker oil," says Hey, "which makes for reduced consumption and also



compensates for normal ageing by conditioning and rejuvenating oil seals, thus counteracting the effects of minor wear and extending engine life." Engen Multigrade 20W-50 is a heavy-duty multigrade engine oil recommended for use in similar petrol vehicles as well as light commercial vehicles and contractors' equipment, in cases where oil consumption and cost are a concern. "Being a thicker oil results in lower consumption, increased protection against wear and corrosion and extended engine life. Other benefits include engine cleanliness," he adds.

High-performance diesel

Engen Dieselube 700 Super is a highly advanced high-performance diesel engine oil for use in most diesels – whether they are turbocharged, intercooled or not, says Hey. "It is formulated to manage high sulphur fuels and high levels of soot, enabling longer oil drainage intervals. "Its low evaporation point makes for less emissions and the oil offers excellent performance over extended service periods." **PD**

RUITERKUNNS IS GROOT BESIGHEID!

Enigiets van perdespringvertonings tot uithouritte en alles tussenin, perderuiters en hul perde, skep 'n ideale winsgeleentheid vir ons klante. Ten einde aan die behoeftes van ons klante te voldoen het Prodist nou sy reeks uitgebrei deur produkte vanaf beginnervlak in te voer. Dit sluit in stelle vir beginners, basiese saals, teuels, stange en halters, om maar 'n paar op te noem, teen hoogs mededingende pryse.

Die reeks sluit ook leersorg- en roskamprodukte, byvoegings en 'n volledige reeks ruitertoebehore, klere en toerusting in om beide ruiter en perd goed op dreef te hou. 'n Aantal produkte vir ruiter en perd wat deur Prodist aangebied word, word hier aangedui. **PD**



Over 30 Years of service, quality and innovation!

<i>Feeders</i>					<i>Brooders</i>		
	RIBBED TUBE FEEDER	TUBE FEEDER	HINGED FEEDSAVER	NEW TUBE FEEDER LID		GAS BROODER	175 WATT LAMP
<i>Founts</i>				<i>Drinkers</i>			
	12 LITRE WATER FOUNT	8 LITRE WATER FOUNT	3 & 4 LITRE WATER FOUNT		AUTOMATIC BALLAST BROILER DRINKER (MK6)	AUTOMATIC ECONO DRINKER (MK4)	AUTOMATIC BELL DRINKER (MK7) with or without ballast
<i>Nipples</i>		<i>Thermometers</i>		<i>Crates</i>			
	STAINLESS STEEL NIPPLE		MAXI-MIN THERMOMETER		VENTED EGG TRAY	SPACE SAVER LIVE BIRD CRATE	

See our wide range
of products on
www.poltek.co.za



POLTEK

LEADERS IN PLASTIC POULTRY TECHNOLOGY

GET YOUR 4X4 OUT OF A TIGHT SPOT

PRODIST BOASTS A RANGE OF MUST-HAVE PRODUCTS WHICH EVERY 4X4 ENTHUSIAST OR EVEN YOUR AVERAGE JOE/JOLENE ENJOYING HIS/HER FOUR WHEEL DRIVE MACHINE ABSOLUTELY SHOULD HAVE IN THE BACK OF THEIR VEHICLES.

South Africa's off-road conditions are legendary and provide hours of fun and adventure for 4x4 enthusiasts. However, these days even our urban roads in certain areas can be quite challenging for the average family sedan, let alone a sturdy 4x4 or SUV.

The products featured here will get you out of a tight spot in no time and we highly recommend that you never leave home without them!

MC22 – The Compressor Super Duty 72 4X4 is strong, reliable and fast - a must for 4x4 and DIY users. It features cast alloy air-pump casing with cooling fins for quick heat dissipation. It comes with a simple and convenient snap-on air outlet. The powerful 0.25 HP permanent magnet motor draws 15 amp to a maximum of 30 A.



T9030 – **Jack High Lift 3-ton** - Use as lifting jack for 4x4 vehicles and tractors. Ideal for lifting of pivots as well. It has a maximum lifting capacity of 3 tonnes and is a top quality product that comes with a one year guarantee on workmanship.



T9032 – **Jack High Lift Foot Board** - Used as support for the high lift jack to ensure stability in rough terrain.



SP55000313 - **TYRE FIX 4X4 SPANJAARD** – This bad boy is like having a magic trick in your back pocket. Use it to repair and inflate flat tyres. It is suitable for conventional, radial, tube and tubeless tyres for all cars, LDVs, trucks, 4x4s, motorcycles and trailers. Just empty the entire contents into the tyre and drive off immediately to seal the puncture. Inflate tyre as usual.



BCSUNSET153 – **BASE CAMP HD KIN SNATCH STRAP 9M/12T** – Kenetic means driving power from movement - this powerful strap will get you moving in a jiffy and comes in at 9m length and will pull a load of up to 12 tonnes! Used to effectively 'snatch' 4X4 and off-road vehicles out of thick mud.



BCSUNSET151 – **BASE CAMP HD PULL STRAP 10M/10T** – Strong and tough, this heavy duty pull strap can pull up to 10 tonnes and comes in 10m length.



RTT-ZIPKIT1 - **REPAIR KIT 1 TUBELESS 4X4 REMA** - Emergency tubeless tyre repair kit consisting of T-handle reamer, T-handle inserting tool, tubeless string repair plugs, 10g of vulcanising solution, hand cleaner and instruction manual. All packed in neat zip bag for your convenience.



BCSUNSETGRIP - **BASECAMP GRIP N GO** – Perfect for getting your vehicle out of sandy terrain. Just unfold, position and off you go.



gro
garden tools



Fork out **less** for **quality** and **add value** to your **garden** category



prodist **D**
demand · supply · trust

For more information, visit www.prodlist.co.za

DigiTech®

DOMESTIC ELECTRICAL,
HOME SAFE SECURITY
&
AV ACCESSORIES



BPSWT552AB



AVLG-230P



LEM8S



LEEM18



ST042S



QH-831A



LE20MSER



PSW794ST



BPSCMK



SPIDER 120 STOEL KE00300



DIREKTEURSTOEL FC-165



KOMBUISEENHEID
MET WASBAK TA-619



BBQ KETELBRAAI KEST22023



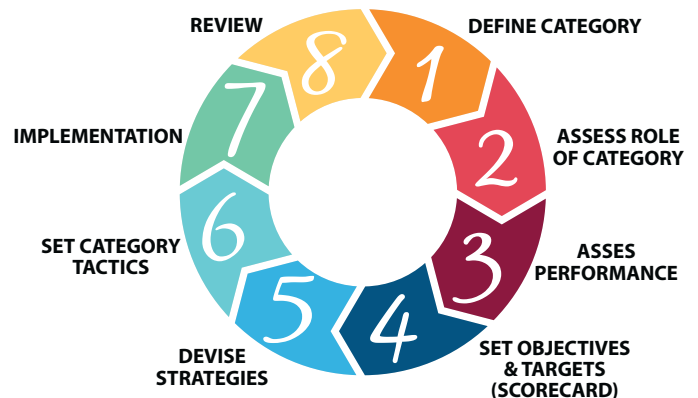
PRODIST TO SUPP

CATEGORY MANAGEMENT IS A CONCEPT DESIGNED TO ENFORCE CONSUMER FOCUS DURING RETAIL DECISIONS, CREATE A STRATEGY FOR DIFFERENTIATION AND COMPETITION, PROVIDE A MODEL FOR COLLABORATION, PROMOTE INFORMATION SHARING FOR THE SAKE OF BETTER DECISION-MAKING, PROVIDE STRATEGIC LOGIC WHEN DEVISING TACTICS, CLARIFY DECISIONS WHEN IT COMES TO ASSET ALLOCATION AND CLARIFY EMPLOYEE RESPONSIBILITIES.

The eight steps are shown in the diagram below, namely:

1. Define the category (i.e. which products are included/excluded).
2. Define the role of the category within the retailer.
3. Assess the current performance.
4. Set objectives and targets for the category.
5. Devise an overall strategy.
6. Devise specific tactics.
7. Implementation.
8. The eighth step is one of review, which takes us back to step 1.

CATEGORY MANAGEMENT 8 STEP CYCLE



Each category is run as a "mini business" (business unit) in its own right, with its own set of turnover and/or profitability targets and strategies. The introduction of category management in a business tends to alter the relationship between retailer and supplier - instead of the traditional adversarial relationship, the relationship moves to one of collaboration, with exchange of information, sharing of data and joint business building.

Against this backdrop Prodist is to implement its own category management program in three steps, namely:

1. Development of generic planograms
2. Development of customised planograms and implementation of category management principles for specific customers.
3. Sharing of information, an integrated regional and national approach, supported by research and development.

PORT CATEGORY MANAGEMENT ON RETAIL LEVEL

The implementation of the category management program will have several outcomes, including:

The improvement of existing and new stores by concentrating on floor plans, product range and planogram presentation.

Deal with inefficiencies at store level, such as:


- Stockholding – making sure of the correct quantity of products in the range.
- Product range – ensuring that the correct range is available in the store.
- Space efficiency – the right product is placed in the right place with the right number of facings.
- Improve merchandising standards and principles
- Improve data structure and control – this will be done by analysing sales information from store level so that the correct decisions can be made

when doing ranging.

Increase profitability and return on investment Prodist will do a brand review to determine the role which the brand plays in the store and to determine the differences by store or by group.

Floor planning goes hand in hand with space planning.

In phase 1: Prodist will determine the category adjacencies and position the categories in a logical flow through the stores.

Phase 2: Prodist will reallocate space based on performance, which will be gauged from the actual sales figures from the stores. Space planning will be done by means of group specific planograms, also based on the space to sales ratio. For more information please contact Charles Eales at charles.eales@prodist.com 



NEW Energizer®

HI-TEC RANGE



FUSION LIGHTS




IMPACT STANDING LIGHT



NEW VISION HEADLAMP RANGE

Makers of the
WORLD'S LONGEST LASTING

AA & AAA Battery in High Tech Devices 

Longest lasting, less waste*. [that's positive energy.](http://that'spositiveenergy.com)



**GREEK SPRINKLE
CROWN SPICE**

This spice captures the essence of Greek cuisine, bringing its own Mediterranean blend of the finest spices to tickle your taste buds.

CN4412261



BASECAMP FIRE BASKET

This fire basket is a portable, compactly storable, collapsible boma fireplace for use on patios and at campsites in the bush. Perfect as a gift idea for friends and family all over the world, even in snowy climates.

BCBASKET



**BLACK PEPPER
GROUND CROWN
SPICE**

Pepper has long been regarded as the anchor of any dish worth its salt... and Crown Spice's ground black pepper is perfect to bring out the mouth watering flavours of your meats and vegetables. Also perfect for a marinade.

CN6063055

**BASECAMP 20 PC
DELUXE BRAAI SET IN
ALUMINIUM CASE WITH
KNIVES AND FORKS
395mmx70mmx270mm**

Braai master watch your back - with this handy set of tools you'll be the talk of the town!

OK137M



• OUTDOOR • IRRIGATION • POWER PRODUCTS • CONSTRUCTION



FLASHLIGHT LED BATTERYLOCK DIVIDE 75L COLEMAN

BatteryLock system stops battery drain to preserve battery life and reduce corrosion. Allows flashlight batteries to be stored for years (up to their inherent shelf life). Twist bezel to easily engage and disengage. BatteryLock system. Simple, single-button operation. Strong, lightweight aluminum construction. Lumens: 75. Run time: 5 hour. Beam distance: 70 m. IPX4 water-resistant design. Impact-resistant up to 1 m. Powered by 2 AAA batteries, installed.

2000024455

FLASHLIGHT LED BATTERYLOCK DIVIDE 200L COLEMAN

BatteryLock system stops battery drain to preserve battery life and reduce corrosion. Allows flashlight batteries to be stored for years (up to their inherent shelf life). Twist bezel to easily engage and disengage. BatteryLock system. Simple, single-button operation. Strong, lightweight aluminum construction. 2 Modes: high and low. Lumens: 200 on high, 20 on low. Run time: 2 hours on high, 35 hours on low. Beam distance: 200 m on high, 70 m on low. IPX4 water-resistant design. Impact-resistant up to 1 m. Powered by 3 AAA batteries, installed.

2000024454



ENERGIZER VISION HD+ FOCUS HEADLIGHT 250 LUMENS 3XAAA BATTERIES INCLUDED

Light beam with the simple touch of a button. Memory recall helps you return to last focus setting. Pivoting head directs light where you need it. 'Next push off' functionality: turns off the light without the need to cycle through all modes. Shatterproof lens. Adjustable non-slip head strap. Weatherproof.

E300280700

LANTERN FUSION FOLDING ENERGIZER

Powerful and portable folding lantern delivers up to 300 lumens of light output. Water resistant and backed by a lifetime guarantee. Smart dimming technology for full control of brightness and running time.

638505



RUBBER TAPE SELF-FUSING

The self-fusing property prevents it from coming loose and renders it useful for fixing leaking pipes, insulating electrical wires and even creating a new grip for your squash or tennis racquet!

P91005

BILTONGKERWERS | VOEDSELTOERUSTING | HUIS & BUILELEWE

MINI ELEKTRIESE BILTONGKERWER

HAND BILTONGKERWER

HOUT BILTONG CHUNK SNYER

ALU BILTONG CHUNK SNYER

CLAASENS *Designs*
SOUTH AFRICAN

+27 58 852 1632 • INFO@CLAASENSDESIGNS.CO.ZA

WWW.CLAASENSDESIGNS.CO.ZA

PRODIST PRODUCT MANAGER ATTENDS EUROPEAN INAUGURAL MEETING

THE PRODUCT MANAGER OF POWER PRODUCTS, WYNAND VAN DEN BERG, ATTENDED THE FIRST EVER YANMAR DISTRIBUTOR SERVICE MANAGER MEETING WHICH WAS HELD IN ALMERE, NETHERLANDS ON 19 AND 20 NOVEMBER 2015.

Service managers representing 40 countries from all over Europe and the rest of the world checked into the Van der Valk Hotel, where the event was hosted, to be updated on the latest developments and visions of Yanmar and to actively participate in breakout sessions, presentations and workshops.

"This was the first time in Yanmar's history that distributor service managers got together for a dedicated two-day service meeting. It was an informative, interactive event, where valuable information and feedback were shared. I obtained invaluable information about Yanmar processes, systems, products and the brand. I feel more empowered and look forward to sharing what I have learned with Prodist's clients in South Africa," said Wynand.

Wynand added that as this was the inaugural gathering of Yanmar distributor service managers, the event will now happen bi-annually. "It was held in Holland because Yanmar Europe's head office is situated there. It was an important event - not only in terms of learning more about the products and brand and having access to behind the scenes processes, but also to get to know product managers from other countries and to learn from their own unique experiences."

Prodist customers are no strangers to the Yanmar product range of engines and generators which are synonymous with quality and reliability.



The company was founded in 1912 and Yanmar went on to succeed in creating the world's first commercially viable small diesel engine in 1933. It was its founder, Magokichi Yamaoka's, earnest desire to "free farmers from their toil" that brought forth new value to dramatically ease the burden of agricultural work and to establish a century of Yanmar at the forefront of technology. Contact Wynand van den Berg at wynand.vdberg@prodist.co.za for more information. **PP**



DID YOU KNOW?

WATER-TIGHT WATERPROOFING FOR USE WITH MESH MEMBRANE

DULUX EXTERIOR WATERPROOFING PAINT IS ACRYLIC-BASED AND HAS BEEN DEVELOPED TO BE USED WITH A MESH MEMBRANE WHICH ALLOWS FOR EXCELLENT ADHESION, WATER RESISTANCE, FLEXIBILITY AND DURABILITY AND IT CAN BE APPLIED WITH EITHER A BRUSH OR A ROLLER.

Its application can be used with confidence on flashings, roof joints, roof crews, parapets and chimney cappings. However, Dulux waterproofing is not suitable for areas of long term ponding!

PRODUCT INFORMATION


- Drying time 30 minutes between coats at 25 degrees
- Hard dry: 12 - 24 hours
- Coverage approximately. 2 - 3 m²/litre depending on surface porosity
- Viscosity 100 KU
- Finish matt
- Specific gravity +/-1.2 typical (depending on colour)
- Colour: white, green, red, grey, charcoal, terracotta and black



APPLICATION INFORMATION

- Mix paint well before use, ensuring that the paint is homogenous.
- 1st Coat – roll or brush a thick coat of Dulux Waterproofing (1 litre/m).
- Work the membrane into the wet coat by using a roller or a stiff brush, avoiding the formation of bubbles or creases in the material. Membrane overlaps should be a minimum of 100 mm between 2 layers.
- 2nd Coat – Once the first coat has dried sufficiently to take working traffic (2 – 3 hours depending upon weather), apply a second coat of Dulux Waterproofing paint (0,7 litre/m) to ensure the membrane is completely wet.
- 3rd Coat – Once the second coat is dry, apply a final coat of Rockgrip Waterproofing paint at the rate of coat (0,7 litre/m).

AFTER PAINTING

- Remove as much paint as possible from the brush by wiping the brush on the side of the container.
- Clean equipment immediately with water. Do not clean surface within 7 days of applying. 

The best nutrition for your garden, the NutriGreen way!

- Carbon enriched to enhance the quality of soil
- Composted poultry manure
- Pathogen, parasite and weed seed free
- Pelletised for easy and convenient application
- Ideal for use in all seasons



Gwano Pellets

- 100 % organic vigor with macro and micro elements
- Balanced general fertilizer for your whole garden - ideal for lawns, shrubs, fruittrees, trees, vegetables, herbs and flowering and fruit bearing plants

Gro Green

- Organic based and chemically enhanced with macro and micro elements
- Ideal for new or established lawns, including evergreen lawns as well as evergreen plants and foliage

Flower Power

- Organic based and chemically enhanced with macro and micro elements
- Ideal for ornamentals, including annuals and perennials, roses, shrubs, fruittrees, trees, vegetables, herbs and all flowering and fruit bearing plants and trees

Enquire about our complete range in-store or contact us on 0861 PROTEK (0861 77 68 35) for more information

www.proteksa.co.za



For your Home and Garden!

Insecticides	Herbicides	Fungicides
Specialties	Rodenticides	Fertilisers

Registered in terms of Act 36 of 1947

Gwano Pellets: N 21 g/kg, P 32.5 g/kg, K 27.6 g/kg, Zn 2000 mg/kg, Cu 70 mg/kg, Mn 4500 mg/kg, Fe 2200 mg/kg, B 1200 mg/kg, Mo 1000 mg/kg, C 350 g/kg, Group 2 fertiliser, Reg no B4804; **Flower Power:** N 45 g/kg, P 10 g/kg, K 30 g/kg, Zn 61 mg/kg, Cu 17 mg/kg, Mo 22 mg/kg, Fe 969 mg/kg, B 256 mg/kg, Mn 212 mg/kg, C 206 g/kg, B4652, Group 2 fertiliser; **Gro Green:** N 39 g/kg, P 10 g/kg, K 40 g/kg, Zn 61 mg/kg, Cu 17 mg/kg, Mn 22 mg/kg, Fe 669 mg/kg, B 256 mg/kg, Mn 212 mg/kg, C 315 g/kg, B4655, Group 2 fertiliser; Registered by FamiWork (Pty) Ltd, Co Reg no 2012/092415/07, P O Box 645, Heidelberg, 1438, Tel no 011 812 9800. **Distributed by:** Protek, a division of PE BEE Agri (Pty) Ltd, PO Box 72, Heidelberg, 1438, Tel (011) 812 9800 or 0861 PROTEK (0861) 77 68 35, www.proteksa.co.za



TALON-TAAI

Talon Tough Tools het 30 jaar daaraan gewy om duursame toerusting te ontwikkel en aan die wêreldmark te verskaf. Elke produk lewer elke keer betroubare gehalteprestasie. Die Talon-tuinprodukreeks is gebou om Suid-Afrika se strafste toestande te deurstaan en sluit 'n verskeidenheid van elektriese en petrolkettingsae, snyers en heiningknippers asook petrolaangedrewe grassnyers, waterpompe en kragopwekkers in. Alle Talon-toerusting word gedek deur 'n omvattende eenjaarwaarborg van Creative Equipment.

 **CREATIVE
EQUIPMENT**
EST 1979

Tree met ons in verbinding vir jou
naaste handelaar: 011 828 5085
sales@talontools.co.za
www.talontools.co.za

TALONTM
TOUGH TOOLS

HAWKINS

Product Range



PRO 324 BATTERY CHARGER

- Input Voltage: 230V a.c
- Weight: 17,5 kg
- Dimensions (LxHxW): 260 x 840 x 220mm with handle
- Voltage: 12Volt and 24Volt



PRO 615 BATTERY CHARGER

- Input Voltage: 230V a.c
- Weight: 17,4 kg
- Dimensions (LxHxW): 445 x 200 x 220mm
- Voltage: 12Volts, 24Volt and 36Volt



PRO 15 BATTERY CHARGER

- Input Voltage: 230V a.c
- Weight: 6.3 kg
- Dimensions (LxHxW): 315 x 210 x 210mm
- Voltage: 6Volts, 12Volt and 24Volt

Hawkins is the leading South African battery charger manufacturer since 1961

HAWKINS  [®]
MANUFACTURING (Pty) LTD