Timeline - a short history

1972 Hendrik Marais buys Barney's Paint and Hardware
Frustration! Time is money, unless it’s spent on finding the right screw or fastener in boxes or bins for a customer spending only cents.

1984 Eureka! Pre-pack handy quantities of fasteners and display in a way normal people can find what they need without assistance.

1985 Start supplying range of screws and nails to neighbors, selling from 2nd hand ice cream combi

1987 First of 4 moves to bigger premises

1990 Use 3-ton trucks as mobile warehouses – per store history on cards

1993 Build own factory in Robertville – consumers and shops realize Win-Win of easy to find, re-usable packets for fasteners

1996 Computerised stock replenishment & ordering per store

1997 Reinventing PVC bag – and making them in-house

1997 Fort Knox brand launched

2007 New factory and offices in Lea Glen

2014 BrainBoosters launched – CSI project to improve ECD, early maths and literacy

2014 High pressure aluminium casting to manufacture Fort Knox locks in South Africa

2014 Injection molders for Trade Pack bottles and nylon locks

2015 Introducing square bottles for Trade, Bulk and MustHave Packs

2016 Own 60 meter powder coating plant

2016 Solar PV plant to produce electricity for foundry

2017 Fully integrated, colour coded display concept for Eureka packets, bottles and MustHaves
We have a great range
We have 33 years’ experience and over time have created a nifty range of pre-packed fasteners that cater for the unique needs of Southern Africa. Our range is comprehensive and includes 1 943 SKUs. We take a scientific approach to packaging and pack quantities in order to satisfy everyone from the small DIY’er to the large contractor. We are a one-stop shop, making procurement a breeze, saving you time, money and lots of effort.

Good looking, clever and quite popular
We have attractive header boards with How-to product information. The stands are grouped by category and are colour-coded so that customers can help themselves – saving your sales people’s valuable time. EUREKA is a well-known and trusted brand.

Services included
Shelving is supplied free of charge and we can even price the stock for you in the form of on-the-shelf labels. We professionally assist with procurement, sales history and our Sales Representatives do stock counts when re-ordering.

Your stock is delivered on uniquely designed mini stands for quick, accurate and easy check-in. In addition, you don’t need to worry about merchandising as this is done by the driver when we deliver.

We deliver nationwide to more than 2 000 customers across Southern Africa using state-of-the-art tracking and distribution systems.

All these services help you, and your salespeople, have more time available for your customers. Everyone wins...
Give me more SPACE!

We understand that floor space is valuable, expensive and limited and therefore must be used optimally.

We are masters at optimising floor space and on average get 110 SKUs per running meter, depending on your shelf height. How's that for packing a punch!

We help you get the perfect stock balance without over stocking or understocking your shelves.

We are experts on maximising profit per square meter and we constantly measure all key performance areas and order according to sales rates.

This means a great return on space used and it means more choice for your customer.

A win-win for everyone!

More than the [bag] you see on the shelf

The Magic that happens in the background...

We are logistic experts and use advanced information technologies for seamless integration between processes

Our in-house IT team designed a seamless integrated system.

We host all our servers in our data center using modern Microsoft operating systems and virtualization technologies. We have EDI relationships with key groups.

We have electronic invoicing and statement services.

From the moment your order is approved it follows a streamlined workflow that includes barcode-based picking and statistical inspection methods.

We practice responsible procurement, keeping enough stock (and safety stock) in our warehouse to ensure you get what you order. Our average fill rate for the last 3 years is 99%, meaning you don't need to place back-orders.

We have quality controls at all major points in the process, from sourcing to placing orders up to delivery.
Getting it to you
We have our own fleet of trucks and deliver nationwide.
We have all the latest route & vehicle scheduling tools in place ensuring you get your stock in time and in perfect condition.
Our drivers are well trained and equipped and make the check-in fast and hassle free.
Merchandising is done by our drivers who deliver your stock and also double up as merchandisers.
Stock is sent on mini-stands making check-in fast and merchandising a breeze.
We save you HOURS of labour so that you can focus on selling.

BUT how can you do all of this and still be affordable?
Easiest way to explain this is that the whole is bigger than sum of its parts. When there is synergy between systems and business units including Economies of Scale, it is possible that $1 + 1 + 1 = 5$.

A team on your side
Our enthusiastic and dedicated sales team will give you their best and professional service.
We invest in regular training for our people in order to add real value to your business.
We assist in placing the order with our Sales Support System while physically taking stock. We keep 24 months sales history to make sure we spot trends and order according to sales rates. We keep your shelves neat and tidy.
Our Packaging

Eureka packaging ranges from the well-known orange bags to our new space-saving reuseable bottle range for larger volumes.

The focus is always on making the best use of the available space possible.

The variety of sizes means the consumer gets the fastener they want in the amount they need!

Eureka supplies the following types of reusable packaging to the general public to customize the end users experience:

- **Dinky Pack**
- **Handy Pack**
- **Trade Pack**
- **Bulk Pack**

- Eureka DIY caters for the contractor with Tradepacks and Bulkpacks, supplying the customer with bigger quantities at better prices.
- Our newest addition to the Eureka package family is the HANDY PACK which has the following advantages:
  - Caters for a new segment
  - Increased sales
  - Ideal quantities for specific products

Eureka is going green with the new Handy Packs, Trade Packs and Bulk Packs that is proudly South African manufactured in-house from (P.E.T). These packages are environmentally friendly, reusable, stackable, modular and contribute to less pollution in the long run.

Clever pack designs maximise space use while providing a complete range of sizes
Our stands

Our range of product stands consist of a wide variety fixers and fasteners prepacked in small convenient packets and Handy Packs to satisfy any DIYers needs.

Eureka stands are carefully planned to hold the right mix of products in the right quantities. The modular approach to the stand range allows for customisation of the range a store stocks and, by placing fasteners in logical groups, makes it easier for the customer.

All product stands have companion bulk stands to expand the range seamlessly.
Colour Coding

- Products are categorised by application, and the categories are colour coded to make them easy to understand.

<table>
<thead>
<tr>
<th>WOOD</th>
<th>HOME</th>
<th>RIVETS</th>
<th>NAILS</th>
</tr>
</thead>
<tbody>
<tr>
<td>WALL</td>
<td>ROOF</td>
<td>BOLTS &amp; NUTS</td>
<td>DRILL BITS</td>
</tr>
</tbody>
</table>

Colour Coded Support Material

- Header boards and Locator boards are available in category colours to assist shoppers in finding the fastener they want, quickly!

Stand headerboards

- Header boards are supplied with each stand.
- Show what products can be found on the stand.
- Gives information on special features, how to use the products and what other products can be used with it.
A Complete solution

In a Nutshell...

We help you run your fastener department like a business unit. We make it exciting and profitable which means YOU WIN!

But more importantly your customers get WHAT they want WHEN they want it at GREAT prices which means you have happy customers and THEY WIN!

It’s a WIN-WIN!
Roof and Metal Screws

Self Tapper screws

TEK Screws for metal

TEK Screws for wood

Bonded Washers
Chipboard Screws

- Full Thread
- Smooth Shank
- Full Thread Zinc Plated
- Magnetic Bit Holders and Bit Sets
Coach and Wood Screws
NUTS & WASHERS

Nuts

Square Nuts

Flat Washers

Spring Washers
Wall Anchors
Nail-In Anchors

+ OR

Nylon Countersunk Nail-Ins

White Rimmed Plastic Nail-Ins

Tru-Fix Nail-Ins

White Rimmed Plastic Nail-Ins
Drywall Screws & Anchors

Drywall Screws

Drywall Plugs

Ceiling Screws

Wing Toggle Plugs
Threaded Rod

Galvanised Threaded Rod

Ungalvanised Threaded Rod

Stay Bolts
Eureka Ceiling Screws are created with an especially broad head to prevent pulling through ceiling boards. Coarse thread grips well.
ROOF NAIL with Washer & Clip-on Cap

Caps available in various colours

NO DRILLING REQUIRED!

1. Sharp point penetrates roof sheet easily
2. Clip cap into position

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You can now choose between

**Galvanised & Ungalvanised**

threaded rods and cup-square bolts!

- Attractive finish
- Rust resistant
- Same strength and utility
- More ECONOMICAL!

for more information, visit
www.eureka.co.za
TEK screws drill their own pilot holes to combine two pieces, saving a lot of time and effort.

Choosing the right one:

**Dual Thread Roofing TEK Screw**
- Drills through the IBR sheeting and at the point where it starts to drill through the metal structure below; the break in thread allows it to spin in the sheeting while it drills into the structure.
- Small top section of thread keeps the sheeting intact and prevents movement.

**Steel**
- Thin sheet metal to metal

**Wood**
- Thin sheet metal to wood
- No pilot hole required (cutting point)

**Long Drill Point**
- Used when fastening thicker pieces of metal, combined thickness 2mm - 10mm.
- Fine thread screw is ideal for thicker metals.

**Truss Head**
- Broad, flat head for grip
- Flat head = less noticeable

**Tek screw length**
- Consider the total thickness of the materials – Object + substrate + space between.
- Tek screw should be able to drill through the object and through the substrate and extend at least the drill bit, plus sufficient thread (NB!).
- Example, if the total thickness of the materials is 48mm, don't use the 50mm Tek screws as the threaded length will be insufficient. Rather buy the 65mm Tek screws as they will extend beyond the substrate.

for more information, visit www.eureka.co.za
**Drilling point length**

- It’s very IMPORTANT that the drilling point is long enough to completely drill through the material before the threads engage.
- Example, if you need to drill through 4mm plate, the drilling point should be longer than 4mm.
- If the drilling point is too short and the threads engage too early, they can cause the fastener to bind and break off.
- The drill flute allows the debris to exit the hole that is being drilled.
- If the drill flute becomes embedded in the material, the drill chips will clog the flute and cause the drill point to overheat and fail.

**NOTE:** A TEK SCREW MUST ALWAYS DRILL THROUGH BOTH PIECES OF MATERIAL, ALLOWING THE FULL DRILL POINT TO EXTEND BEYOND THE SECOND PIECE. IT CANNOT EMBED ITSELF LIKE A SCREW, IT MIGHT BREAK.

**Installation Tips**

- **ATTENTION:** Drill slower than 1500rpm!
- Apply only enough pressure for the screw to drill. The screw should do the drilling.
- It is important to hold the power drill at 90° to the surface to prevent failure.

**FREQUENTLY ASKED QUESTIONS**

1. **Should smoke appear during use?**
   NO!! Absolutely not!
   - Drilling speed too high.
   - OR applying too much downward pressure.

2. **Why is the point melting?**
   - Applying too much downward pressure.
   - OR drilling speed too high.
   - OR drill flute too short.

3. **Why is the screw breaking?**
   - Drilling tip is too short.
   - Thread is engaging before the tip is finished drilling.
   - Or drilling point not long enough to drill through the thickness of the material.
   - Drill is on hammer action, set to normal operation.

4. **Why is nothing happening?**
   - At normal drilling speeds it is difficult to see if the screw is rotating in the correct direction.
   - Stop and make sure the power drill is not set to ‘Reverse’ mode.

Scan this code for a helpful instructional video!
Improve the potency of your existing Must Haves range with our high impact battery display stands

Effectively displays the entire Max Durata battery range, including the AA, AAA, C, D and 9V

Max Durata batteries – Affordable, Durable and now easily Visible & Accessible

PERFECT FOR IMPULSE HOTSPOTS!

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A range of great products to help you make the most of your impulse hotspots!

Now with Collar Boards
- More eye-catching display
- Clearly show products
- Colour-coded for simpler shopping
- Brighten up MustHaves display
Tools

Garden Accessories and Equipment

Rope & String

Binding Wire
EUREKA DRILL BITS

BLUE FOR METAL

Gladiators are you ready?
Choose your weapon...
...let the drilling begin!
Getting hold of us

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Lea Glen Ext. 2
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Florida Hills, 1716

We have a total solution that manages the supply of hardware and DIY products to retailers. Our concept is a one-stop shop for general DIY needs. It can easily and quickly be installed in any shop.