

# Reymar Freight

Company Overview



# Table of Contents

- ▶ Company Information
  - ▶ Management.....3
  - ▶ Key Milestones.....5
  - ▶ Organisational Structure.....6
- ▶ Key Operational Information
  - ▶ Operations and Overnight Services.....7
  - ▶ Graphic Illustration of Nightly Routes.....9
  - ▶ Vehicle Security, Safety & Backup Services.....10
  - ▶ Distribution Network.....12
- ▶ Future Strategies.....16
- ▶ Contact Information.....17



# Management

- ▶ Fanie Maritz - Managing Director
  - ▶ Over 20 years hands-on experience managing & operating transport business
  - ▶ Started Speedway Express in 1994 with his wife Annalie, distributing air & road freight within the Eastern Cape
  - ▶ Speedway Express was incorporated into Reymar Freight in 2009
  - ▶ He established Reymar Freight in November 1999 running line-haul between JHB-ELS-JHB
  - ▶ Reymar Freight currently have branches in JHB, PLZ, ELS, QTN, Aliwal North and from 1 October 2015 will open in Mthatha.
- ▶ Annalie Maritz - Director
  - ▶ Appointed in May 2015. Currently managing all Admin and Staff related issues.
  - ▶ 20 years experience in the freight industry, opening Speedway Express with Fanie in 1994.
  - ▶ Hand in hand Annalie and Fanie with the help of their key staff members has build the company to a profitable company that now employs 98 people.
- ▶ Tracy Allner – Sales Manager
  - ▶ Tracy started as a receptionist with the company in 2001 and after a brief period in the operations she took over the sales from Fanie.
  - ▶ She is now running the sales division and looks after the key clients.



# Management (Continued)

- ▶ Shane Niepage – Regional Manager; Border Area
  - ▶ Started on the 19<sup>th</sup> May 2000 as a driver for Speedway Express
  - ▶ Was promoted to regional manager after Umtata branch opened in year end 2015.
- ▶ Tim Reddy – Regional Manager; Garden Route Area
  - ▶ Started on the 18<sup>th</sup> June 2007 as an owner driver.
  - ▶ Soon promoted to ops manager and is currently based in Port Elizabeth.
  - ▶ Also vehicles daily to Humansdorp and Uitenhage, which is done by Reymar Freight.
- ▶ Gerrit Maritz – Regional Manager; Gauteng Area
  - ▶ Graduated from Stellenbosch University in Bcomm Management Sciences at year end 2015.
  - ▶ Started on the 11<sup>th</sup> of January 2016



# Key Milestones

- ▶ November 1999
  - ▶ Operations commence with a overnight service from JHB to ELS & ELS to JHB
  - ▶ 2 x 2½ ton Mercedes Benz Sprinters purchased
- ▶ August 2001
  - ▶ Nightly economy service from JHB to PLZ & PLZ to JHB commences. An additional 2 x 2½ ton Mercedes Benz Sprinters purchased
- ▶ January 2002
  - ▶ Overwhelming demand prompts introduction of an Next Day Economy services between JHB & ELS. An additional 2 x 2½ ton Mercedes Sprinters purchased
- ▶ April 2004
  - ▶ Introduction of 4 ton vehicles into the fleet and a next day economy service into JHB & PLZ
  - ▶ An additional 4 x 4 ton Iveco trucks purchased
- ▶ May 2004
  - ▶ Nightly economy, overnight and next days services from CPT to GRJ to PLZ to EL JHB to PLZ & PLZ to JHB commences. Additional 2 x 4 tonners added to fleet.
- ▶ June 2005
  - ▶ Due to increased tonnages, vehicles replaced with Isuzu 5 tonners





# Key Milestones (Continued)

- October 2006
  - Open a branch in Durban running freight to Plz on a next day basis.
- September 2008
  - Close Durban and Cape Town Branches due to extreme expenses on fuel and staff
- October 2008
  - Start running a Link between Jhb and Port Elizabeth, stop running all 8 Tonners on the route, all Economy freight.
- February 2010
  - Start running a vehicle from Plz to George, Mosselbay and Oudshoorn evryday.
- April 2011
  - Open the Queenstown and Aliwal North Branches.
- August 2014
  - Gefan Trust buys out Mr Marais and is the sole shareholder in Megamor Seven PTY (LTD)



# Operations and Overnight Services

## ▶ Line-haul Services & Driver System

### ▶ Driver System

- ▶ All vehicles have two Code 10 (or higher) drivers, driving in 2hr shifts
- ▶ Drivers swop vehicles at pre-arranged rendezvous points & then drive back to their respective home bases

### ▶ Johannesburg Services Offered

- ▶ 1 Dedicated ONX / NDX vehicles (Isuzu 8 tonners) leaves JHB every night for ELS
- ▶ Inbound vehicles arrive from ELS at ± 09:30 – 10:30
- ▶ 1 x 12 Meter and 6 Meter container leaves Jhb bound for Plz at about 00:00 with all the Economy freight for East London, Port Elizabeth and the Garden Route.

### ▶ East London Services Offered

- ▶ 1 Dedicated ONX / NDX to JHB every night arriving ± 07:30 – 8:30
- ▶ Inbound vehicle arrives from JHB ± 08:30 – 9:30
- ▶ Inbound vehicle arrives from PLZ with all Jhb Eco freight at 23:00



# Operations and Overnight Services (Continued)

- ▶ Line-haul Services (Continued)
  - ▶ Port Elizabeth Services Offered
    - ▶ 1 Economy vehicle to East London every night arriving  $\pm$  07:30
    - ▶ 1 Vehicle from Port Elizabeth to East London runs an Overnight express service delivering each morning around 04:00
    - ▶ Inbound vehicle arrives from JHB  $\pm$  15:30 onwards
    - ▶ 1 x 2.5 Ton vehicle leaves Plz every morning destined for the Garden Route.
  - ▶ Cape Town Services Offered
    - ▶ We make use of a 3<sup>rd</sup> party to service this areas for us, and it is sold as Economy only.
  - ▶ George Services Offered
    - ▶ A 4 ton vehicle is used to deliver from Port Elizabeth to George every day.



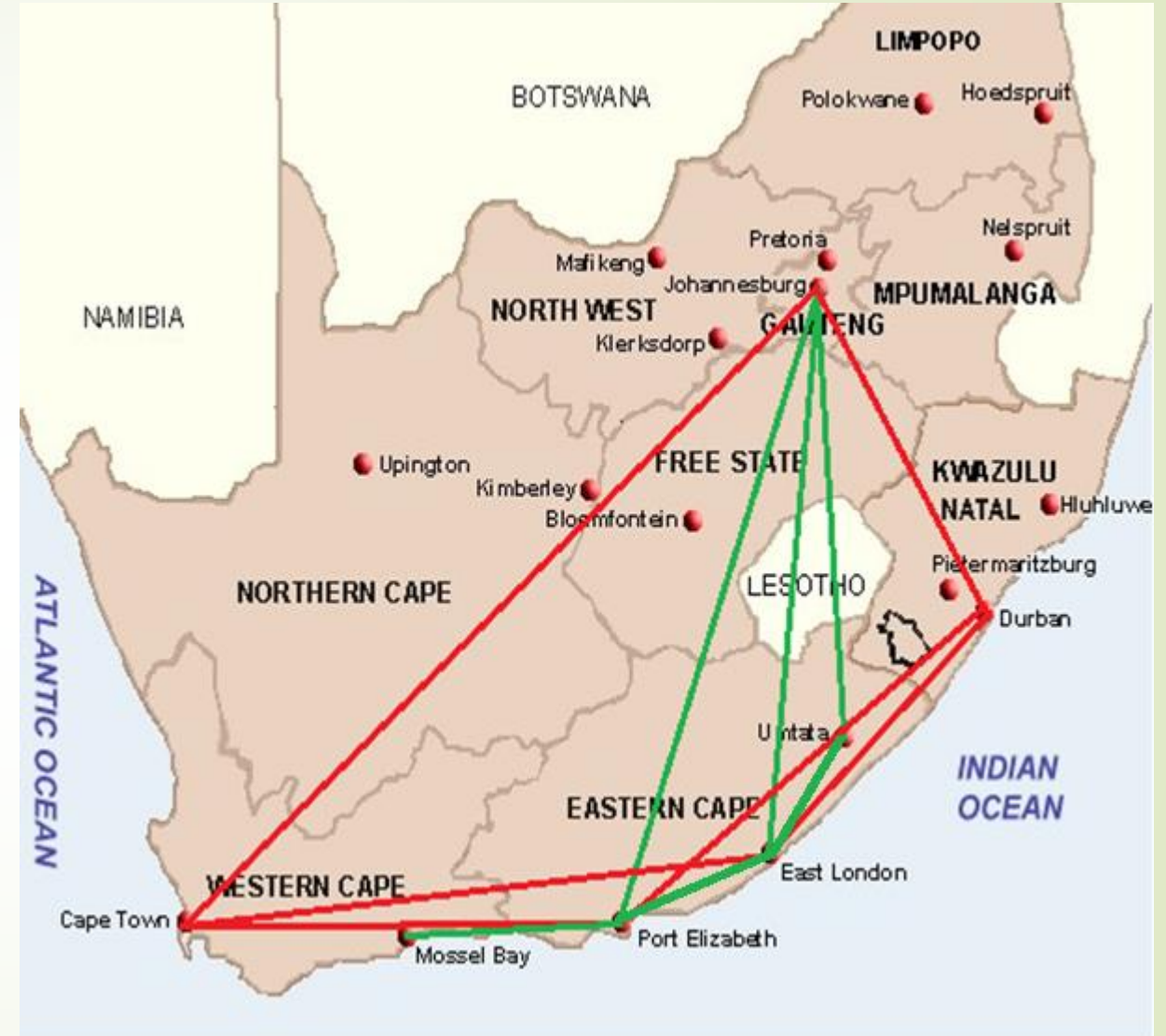
Note: All arrival times are estimates only & subject to volumes, road & weather conditions



## Graphic Illustration of Over-night Routes

### Overnight Routes:

- Routes marked in Green done directly by Reymar Freight.
- These routes include on-route drop-offs in Aliwal North and Queenstown
- Routes marked in Red are done by Reymar Freight through agents.
- These Routes are also done over a 2 day period.



# Vehicle Security, Safety and Back-up Services

## ▶ Vehicle Security

- ▶ All vehicles are fitted with GPS tracking devices providing location to within 10 metres
- ▶ Vehicles are tracked & visible 24 hrs. a day
- ▶ All vehicles have anti-tampering devices & immobiliser chips with onboard backup batteries
- ▶ Pre-programmed Zone violation & No-go areas alert potential hi-jackings
- ▶ Route deviations are immediately flagged to a 24hr crisis centre for armed response (if necessary)
- ▶ Crisis centre in radio contact with SAP stations to setup roadblocks, in event of hi-jack situation

## ▶ Vehicle & Driver Safety

- ▶ All Line Haul vehicles are unmarked and has Satellite tracking with 24hour armed response
- ▶ Vehicles are fitted with appropriate governors
- ▶ All vehicles carry drive report indicators with reported incidents thoroughly investigated
- ▶ To ensure drivers remain alert, drivers drive for 2 hours & rest for 2 hours
- ▶ Fleet management reports reviewed monthly for point to point speed tracking



# Vehicle Security, Safety and Back-up Services (Continued)

## ▶ Backup Services

- ▶ All vehicles are maintained by the Dealers only, with 24 hour guaranteed backup
- ▶ In the event of a breakdown, backup crews are available from the nearest Isuzu service agent.
- ▶ Currently all our routes have service agents at least every 200 kilometres
- ▶ Where a vehicle is irreparable, within 4 to 6 hours a replacement vehicle can be despatched from the nearest centre (whichever is closer) either
  - ▶ Kempston Vehicle Base or
  - ▶ Reymar Freight branch



# Distribution Network

- ▶ “In-House” Distribution
  - ▶ Over 85% of our distribution is performed “in-house” by Reymar Freight which is co-owned by the Managing Director, Fanie Maritz and his wife
  - ▶ Our existing clients find this an ideal “match” as freight remains under the MD's control & responsibility up to the point of delivery i.e. A Door to Door service
  - ▶ The balance of our distribution is performed by carefully selected agents with proven track records.





# Distribution Network (Continued)

## Port Elizabeth Outlying Areas Serviced:

- Addo
- Alexandria
- Bathurst
- Beaufort West
- Cookhouse
- Cradock
- George
- Graaff-Reinet
- Grahamstown
- Hankey
- Humansdorp
- Jansenville
- Jeffereys Bay
- Joubertina
- Kareedouw
- Kenton-on-Sea
- Kirkwood
- Knysna
- Middelburg
- Mossel Bay
- Oudtshoorn
- Patensie
- Plettenberg Bay
- Port Alfred
- Somerset East





# Distribution Network (Continued)

## East London Outlying Areas Serviced:

- ▶ \* Adelaide
- ▶ Alice
- ▶ Aliwal North
- ▶ Barkly East
- ▶ Bedford
- ▶ Berlin
- ▶ Bisho
- ▶ Bizana
- ▶ Burgersdorp
- ▶ Butterworth
- ▶ Cathcart
- ▶ Cofimvaba
- ▶ Dimbaza
- ▶ Dordrecht
- ▶ Elliot
- ▶ Engcobo
- ▶ Ezibeleni
- ▶ Flagstaff
- ▶ Fort Beaufort
- ▶ Fort Jackson
- ▶ \* Hofmeyr
- ▶ Idutywa
- ▶ Indwe
- ▶ Kentani
- ▶ King William's Town
- ▶ \* Kokstad
- ▶ Komga
- ▶ Lady Frere
- ▶ Lady Grey
- ▶ Libode
- ▶ Lusikisiki
- ▶ \* Maclear
- ▶ Middledrift
- ▶ Molteno
- ▶ Ndabakazi
- ▶ Ngqeleni
- ▶ Nqanduli
- ▶ Port St Johns
- ▶ Queenstown
- ▶ Qumbu
- ▶ Sterkspruit
- ▶ Sterkfontein
- ▶ Steynsburg
- ▶ Stutterheim
- ▶ \*Tarkastad
- ▶ Tsolo
- ▶ \*Ugie
- ▶ Umtata
- ▶ Viedjiesville
- ▶ \*Whittlesea
- ▶ Willowvale
- ▶ Zwelitsha

\* - Indicates area is serviced as a 2 day service out of East London



# Distribution Network (Continued)

## Garden Routes Outlying Areas Serviced

\* - Indicates area is serviced as a Next day service out of George

# - Indicates area is serviced only on Tuesdays & Thursdays out of George

- ▶ Albertinia
- ▶ \* Avontuur
- ▶ Barrington
- ▶ # Barrydale
- ▶ Blanco
- ▶ Belvidere
- ▶ Bergplaas
- ▶ Boggomsbaai
- ▶ Brandwag (Cape)
- ▶ Brenton-on-Lake
- ▶ Brenton-on-Sea
- ▶ Buffelsbaai
- ▶ Calitzdorp
- ▶ Cango Caves
- ▶ Cape St Francis
- ▶ Dana Bay
- ▶ \* De Rust
- ▶ \* Dysselsdorp
- ▶ Geelhout Boom
- ▶ Glentana
- ▶ Gouritsmond
- ▶ Great Brak River
- ▶ Groot Jongenstein
- ▶ \*Haarlem
- ▶ Harkerville
- ▶ Hartenbos
- ▶ Heidelberg
- ▶ Herbertsville
- ▶ \*Herold
- ▶ Herold's Bay
- ▶ Highlands
- ▶ Hoekwil
- ▶ Hornlee
- ▶ Johnson's Post
- ▶ Karatara
- ▶ Keurboom's River
- ▶ \*Klaarstroom
- ▶ Klein Brak River
- ▶ \*Krakeel
- ▶ Ladismith
- ▶ \*Louterwater
- ▶ \*Misgund
- ▶ Mossgas
- ▶ \*Nature's Valley
- ▶ \*Noll
- ▶ Pacaltsdorp
- ▶ \*Prince Albert
- ▶ Redlands
- ▶ Rheeboek
- ▶ Rheenendal
- ▶ Riversdale
- ▶ Rondevlei
- ▶ Ruitersbos
- ▶ Schoemanshoek
- ▶ Sedgefield
- ▶ Sinksabrug
- ▶ Still Bay
- ▶ \* St Francis
- ▶ \*Stormsriver
- ▶ #Swellendam
- ▶ Tergniet
- ▶ \*The Craggs
- ▶ \*Tsitsikamma
- ▶ \*Uniondale
- ▶ Victoria Bay
- ▶ Vleesbaai
- ▶ Waboomskraal
- ▶ #Willowmore
- ▶ Wilderness
- ▶ Wilderness Heights
- ▶ Wittedrift
- ▶ Zoar



# Future Strategies

- ▶ Due to constant growth in the logistics sector expansion is warranted, Reymar Freight is currently in preparation to open up branches in the following areas:
  - ▶ George
  - ▶ Nelspruit
  - ▶ Durban
  - ▶ Cape Town
- ▶ Scanning systems will also be implemented early in 2016 and will greatly improve efficiency and record keeping.



# Contact Information

## EAST LONDON

 083 281 3440 - Branch Manager  
 043 722 0629  
 043 742 5115  
 [opsel@reymar.co.za](mailto:opsel@reymar.co.za)  
 Lower BKB Building, Merino Street,  
Arcadia, EL

## QUEENSTOWN

 083 700 9063 - Operations Manager  
 087 820 4723  
 045 839 4356  
 [opsqtn@reymar.co.za](mailto:opsqtn@reymar.co.za)  
 13 Bert Strauss Street, Westbourne,  
Queenstown

## Johannesburg

 083 388 8611 - Branch Manager  
 011 823 1803  
 011 823 1803  
 [opsjhb@reymar.co.za](mailto:opsjhb@reymar.co.za)  
 Unit 4, Troika Business Park, Cnr Essex &  
Koornhof Road, Meadowdale, JHB

## Port Elizabeth

 083 4576 101 - Branch Manager  
 041 484 2065  
 041 486 2243  
 [opspe@reymar.co.za](mailto:opspe@reymar.co.za)  
 140 Burman Road, Deal Party, PE

