

# Company Profile

Of



Main company contact:

Mr. Michael Human - Tel: 012 804 7272 - Email: [sales@miketontools.co.za](mailto:sales@miketontools.co.za)



## 1. Business, Administrative & Contact Information

- a. **Business name:** Miketon Tools CC
- b. **Business type:** Closed corporation
- c. **Company registration number:** 2002/038836/23
- d. **Tax reference number:** 9317303148
- e. **VAT number:** 4140216450
- f. **Tel:** +27 12 804 7272
- g. **Fax:** +27 86 425 0540
- h. **E-mail:** admin@miketontools.co.za
- i. **Cell:** 084 488 2065
- j. **Physical address:** 461 Pretoria Street, Silverton, Pretoria, 0127
- k. **Postal Address:** Po Box 12993, Onderstepoort, Pretoria, 0110
- l. **Banking Details:** Available on request

## **2. Introduction**

### **a. Company History**

Miketon Tools was established in early 2002 by the founding member. We started out a small but dedicated team of three employees, and grow to be one of the market leaders in the industry. So much so that international brands had vested their confidence in the company to become preferred suppliers and warranty agents. From early days the company's success was built on the after sales service on all products we supply.

The company started off supplying the construction industry and also ventured in supplying industries like motor manufacturing, electrical, building, plumbing, shop fitting and government entities etc. We found the need to supply hire equipment to customers, while there tools are in for repair and started a Hire Fleet at reduced pricing.

Miketon Tools is to date an owner managed business with a small management team to ensure the best possible customer service.

### **b. What the company does**

Miketon Tools supply an industrial range of products and equipment for the construction industry. In departments of: Plant Hiring, Repairs & Service, Internal and External Sales with staff that specialises in their department.

We have a well-trained internal sales team that can assist you choosing the right equipment for your needs. Our external area sales managers covers most provinces in the country such as Mpumalanga, North West, Limpopo, Gauteng and Northern regions of Kwazulu-Natal.

We have an excellent well equipped repair centre, where highly trained technicians will repair your equipment back to the manufacturer's standard.

## **3. Strategy**

### **a. Vision statement**

Providing quality products & quality service at competitive prices, and become the preferred supplier in our industry.

### **b. Mission statement**

We supply industrial standard equipment, world leading brands with a proper after sales service. Our sales and technical staff are factory trained to ensure the right tool for the job is selected and to service and maintain all equipment, to keep its original performance.

**c. Values**

We will establish your needs and assist you in choosing the right tool for the purpose.

**d. Business goals & objectives**

Expand our Sales & Service Centre's to all major cities to ensure customers can get the after sales service anywhere in the country.

**e. Economic intent**

To supply and maintain the best possible equipment for the purpose at reasonable margins.

**4. Business concept**

**a. Business concept**

What the business does.

**b. Products**

**PLANT HIRE:**

Up to date well maintained hire fleet. Range from Power Tools, Compaction Equipment, Concrete Equipment, Water Pumps, Generators, Hydraulic Equipment, Pneumatic Equipment Etc.

**POWER TOOLS:**

All power tool brands industrial rated such as: Makita, Metabo, Bosch, Hitachi, Festool, De Walt, Milwaukee, Stanley and Hilti.

**CONSTRUCTION EQUIPMENT:**

We supply well tested equipment that is suitable for African conditions. The range consist of Wacker, Atlas Copco, Winget, Baumax, Bomag, Comp Air, and H-Power Etc.

**POWER EQUIPMENT:**

We supply a range of imported equipment as well as locally build equipment. With all locally build equipment only the best individual components are used with International support. The range of engines we used are Honda, Yamaha, Robin Subaru, Yanmar, Hatz, Lister, FAW, Volvo, Deutz Etc.

Water pumps: Hymech, All Prime, Pedrello, Brisan, Franklin and Pioneer.

Alternators: Linz Electric, Stanford, Evotech and Sincro.

### **c. Services**

- Delivery of new tools and equipment to site.
- Collection and delivery of equipment in need of servicing and repairs.
- Field Service.
- Handling of warranty repairs, even though equipment is not bought at Miketon Tools.
- Demonstrations can be arranged on site with various brands.

### **d. Business competitiveness**

All repairs and services are done in-house, and we strive in achieving a turnaround time of 2 days. While your equipment is in for repairs, you have the option of hiring from us, at a reduced rate. If we do not stock a certain product we are more than willing to order it for you. We are flexible in satisfying your need, in manufacturing and ordering to your desire

### **e. Quality policy**

Equipment is repaired to manufacturer's standards. Only original parts are fitted. All Equipment undergo a strict quality check during the stages of completion.

### **f. Service pledge**

Supplying only the best at reasonable pricing. Ensuring that the customers' expectations are met.

### **g. Business model**

A one stop tool and equipment, supply and service outlet.

### **h. Value chain**

Miketon Tools is owner managed with a small management team. Due to the fact that all services and warranty repairs are done in house, ensures, this ensures the best possible service in the shortest time. We are not dependant on supplier delivery and courier services, due to us having our own driver fleet, and collecting parts and goods on a daily basis.

All customer queries and complaints are handled by the business owner, insuring the best outcome. We maintain a close relationship with suppliers and business partners ensuring the best outcome in all technical queries, warranty claims and pricing structures.

## **5. Management & Ownership**

### **a. Management structure**

Miketon Tools is owner managed and supported by department managers.

### **b. Director**

Mr. Michael Human

### **c. Business & leadership skills**

Department managers are factory trained and regularly updated. First hand training is achieved by visiting overseas manufacturing plants and attending new product launches.

### **d. BEE & BEEE**

Miketon Tools comply with all BEE regulations and strive to better our rating score card yearly, by working closely with the rating agencies. An updated BEE-Level certificate is available on request.

## **6. Current customers & projects**

Our customer base range from all major construction companies, mining, government entities, agricultural, forestry and private sector.

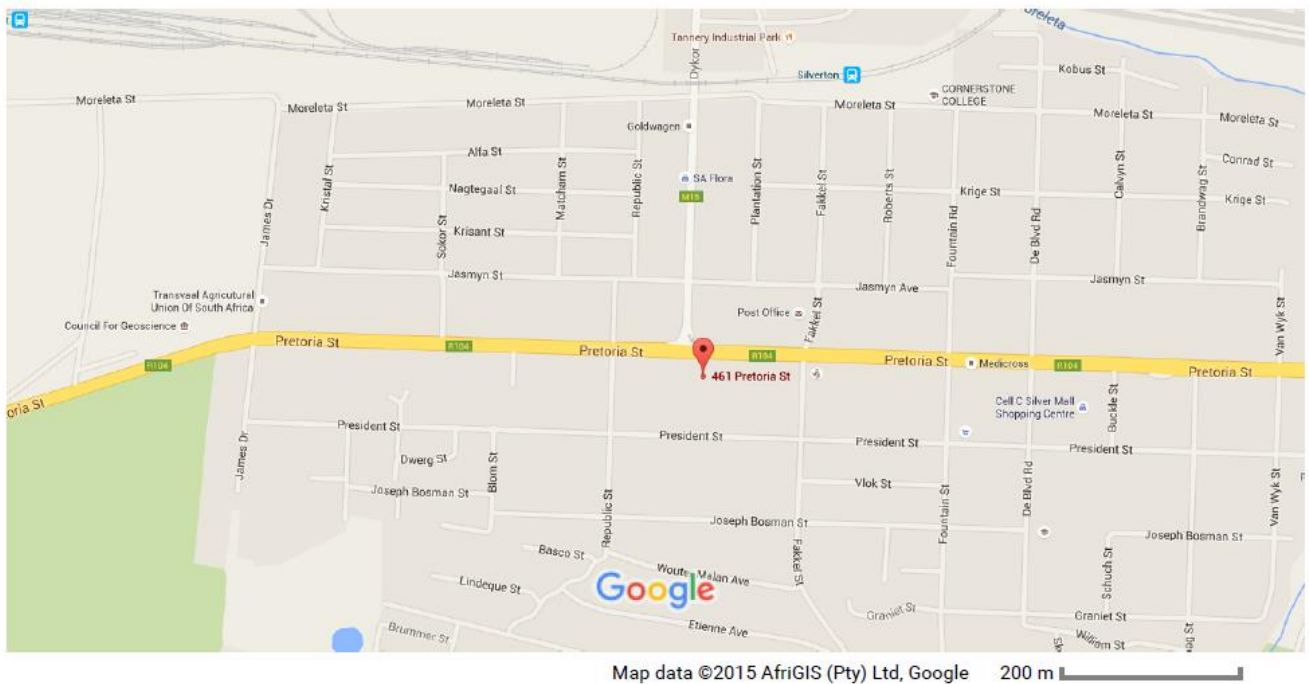
## **7. Projects involved**

- Newly build power stations: Kusile & Medupi
- Fifa World Cup Stadiums
- Various Mining Projects
- Gautrain Project
- Sanral Project

## **8. Attachments and supporting Documentation (available on request)**

- a. Copy of identity documents of directors and shareholders.
- b. Company/CC documents
- c. Tax clearance certificate from SARS.
- d. Any other relevant substantiating documentation.

## Contact Details



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Email: [sales@miketontools.co.za](mailto:sales@miketontools.co.za)

**[www.miketontools.co.za](http://www.miketontools.co.za)**

Thank you for taking the time to go through this business profile.  
If there are any questions or comments, please feel free to contact us