



COMPANY PROFILE

2021

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GENERAL CORPORATE INFORMATION:

Seaqual PTY Ltd: 2015/357791/97

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INTRODUCTION

Seaqual PTY Ltd is a private company and as such a corporate legal entity registered in South Africa. We are a plastic injection-moulding manufacturer of specialized and bespoke plumbware including shower, channel and down pipe drains, full-bores, pipe anchors and other plumbing related, cost-saving products.

Our products are sold internationally and, in addition, we have the exclusive agency from Mufle Italy for a stylish, light, 1m channel drain range used in the DIY sector as well as civil construction. Our products are designed to solve problems and make the plumber's life easier.

We are a registered importer and exporter with ISO 9001 certification.

The business was started when a plumber with more than 37 years' experience teamed up with a businessman to create and patent our flagship product; RainDrain. Over the years, we have developed products with the goal of finding practical ways to solve common problems experienced by plumbers and builders on site. As a result, the product range has filled niche gaps in the market place.

Seaqual derives from the words "sea" & "quality" because our products are designed to maintain their durability and functionality under the harshest of coastal weather conditions.

From inception, we have maintained our reputation as a respected player in the plumbing industry and our innovative products are now well known brands in the South African plumbing and DIY industries.

Our staff members undergo extensive ongoing training to ensure an exceptional standard of quality is maintained with each product that is manufactured, checked and packaged in our factory. Further to this, our WetFloor and Full-Bore ranges do carry Agrément South Africa certification.

PRODUCT INFORMATION

WetFloor Drain

Floor drain with a removable 75 mm water trap (complying with the SABS specifications for water traps) and supplied with a choice of attractive grate finishes. This product range has been tested by Agrément S.A. and found to be fit for purpose for use in all pipe systems described in SANS 10252-2 Table 19. **Certification No.: 2017/541**

LoLo Drain

This floor drain is a lower profile version of our tried & tested WetFloor Drain. LoLo Drain consists of a shortened F-Box with a 50mm side outlet and a low-profile removable water trap (now 55mm instead of 75mm to make it easier to install into thinner slabs) with a choice of stylish grate finishes. Included in Agrément S.A. **Certificate No.: 2017/541** as fit for purpose in Two-pipe Systems described in SANS 10252-2 Table 19.

TileGrate

The hidden floor drain. TileGrate achieves a complete tile floor finish effectively "hiding" the drain and is easily removed for cleaning purposes. It can be installed on internal and external drains. TileGrate is a 2nd Fix pack and needs to be specified with a 1st Fix in order to make up a complete drainage unit.

WetFloor Grate & Waste

A simple and cost-effective floor drain for outdoor applications without a waterproofing flange & water seal. Available in 40mm & 50mm outlets.

HyDrain

A full bore with a domed leaf guard & waterproofing flange for use on flat roofs to lead water into 110 mm storm water drainage pipes. HyDrain is a popular option for plumbers who prefer it to cast iron full bores that are cumbersome to work with, difficult to install and considerably more expensive. This range has been tested by Agrément S.A and found to be fit for purpose. **Certification No.: 2017/540.**

BalconyDrain

Identical to the WetFloor Drain but only for use in outdoor areas where a water seal is not required such as patios, flat tiled roofs, balconies, decks etc. Grates are available in stainless steel in either 110mm x 110mm & 200mm x 200mm sizes or alternatively in plastic in 110mm x 110mm in an array of colours. All options can be coupled to any of our f-boxes giving the installer a range of outlet options & sizes. This range has been tested by Agrément S.A and found to be fit for purpose. **Certification No.: 2017/540**

RainDrain

Our flagship product is installed at the base of gutter downpipes, in gardens, on golf courses and in paved areas to direct excess water into a storm water system. We produce this product in either polypropylene which is our RainDrain "Lite" for use in pedestrian traffic areas or in glass-reinforced nylon known as our RainDrain "Nylon" for use in vehicular traffic areas such as driveways and parking areas.

VitylDrain

This is a floor drain suitable for all vinyl applications including laundries, restrooms, student accommodation, hospitals & veterinary clinics . It is supplied with a large waterproofing flange to which the vinyl flooring can be adhered and comes complete with either a stylish stainless steel or plastic grate.

BuddyBats & BuddyClips

Our BuddyBat & BuddyClip pipe anchors are unique because they encapsulate the pipe significantly reducing water hammer and copper/cable theft. BuddyBats are installed on plumbing pipes and come in a wide variety of colours and sizes such as: 15mm, 22mm, 28mm and 32mm, while BuddyClips (which come in white only) anchor electrical conduit and come in two sizes; 20mm and 25mm. Increasing volumes indicate that this product is becoming the anchor of choice. This is because they save the installer money & time, they are quick & easy to install and there have been zero breakages reported to date during installation. BuddyBats are also very easy to remove for maintenance & repairs and like most Seaqual products, they are very well priced when taking all the benefits into consideration.

HiddenHatch

This is a cost-saving inspection hatch used for quick and easy access to pipework in built-in baths, jacuzzis and spa baths to carry out repairs & maintenance. The 'cover' readily accepts a range of finishes including tiles, mosaic, screed, wall paper and wood finishes where specified.

Ceiling Saver

Assists in the prevention of indoor flooding as a result of vacuum breaker failure. This handy device can literally save you thousands of Rands in damages. It encapsulates the vacuum breakers on your geyser / boiler and leads water directly to the exterior of a home via an outlet pipe in the case of vacuum breaker failure. A drip tray is not always sufficient protection against vacuum breaker failure.

4All Channel Drainage System

Our entry-level 1m long channel drain imported from Mufle in Italy and is complete with either a black HD-PE or galvanized steel grate. Available in a "garage pack" which includes x3 channels especially designed for the DIY market. Accessories such as additional stop ends, bottom outlets and drain boxes are available and are used to create 90 °bends or T-pieces.

QualiDrain Channel

Our top of the range channel drain solution that consists of 250mm channels that fit seamlessly together to create a custom channel or catchpit of any shape and size without the need for major additional accessories like junction boxes. QualiDrain has an elegant diamond-pattern, non-slip grate with a massive load bearing capacity of up to 15T and is a first of its kind in the plumbing industry.

EezyPlumb

This space saving multifunctional plumbing hub is another first of its kind. It can be used as a trap for hand basins, kitchen sinks, dishwashers, washing machines, baths and showers. It also saves space in cupboards, under counters and allows easy and tidy access for maintenance.

PRODUCT CERTIFICATIONS

- Seaqual's WetFloor Drain water trap components comply with the depth and quality of SABS specifications.
- Our WetFloor and Full-Bore range have been certified by Agrément SA.
- We have implemented a quality management system and recently been awarded our ISO 9001:2015 certificate.

Seaqual F-Box WetFloor Drainage System

Tested and approved fit-for-purpose for use as a floor drainage system when manufactured in accordance with

CERTIFICATE 2017/541



Seaqual Full-Bore Drainage System

Tested and approved fit-for-purpose for use as a roof or balcony drainage system when manufactured in accordance with

CERTIFICATE 2017/540



CUSTOMER INFORMATION

We operate through selected plumbing & hardware merchants countrywide. Our product distributors include Splashworks and ACO (to a localised extent) throughout Africa. We also service a growing range of national plumbing retail outlets including Plumblink, ITD, On Tap, Buco and Build It stores. Approximately, 50% of our business revenue now streams from independent plumbing & hardware retail outlets across South Africa.

We export our products to other countries in the world including Zambia, Zimbabwe, Namibia & Mauritius amongst others.



SALES & MARKETING PROCESS

A sizable percentage of our products are specified by Architects, Town Planners, Engineers, Developers and/or home owners.

Our products are stocked by plumbing merchants and DIY stores. Using various specialised marketers, our product range is promoted to engineers and architects and other professionals in South Africa and as a result are frequently specified by them.

Our trained sales staff track projects on specialised software effectively linking the various role-players throughout the industry and securing product sales through our retail partners.



PRODUCT SPECIFICATION PARTNERS

SPECIFYING TECHNIQUES

Since 1997, Specifying Techniques has operated as a trusted resource for Built Environment Professionals, bringing innovative Manufacturer products to the Southern African construction landscape. With a highly skilled and specialised team renowned in the industry for assisting professionals with project solutions, they assist their Manufacturer Partners in strategically targeting desired projects. In addition, they also train and educate Built Environment Professionals with accredited courses.

Website:

<https://www.spectechonline.com/>



SPECIFILE

Specifile is the largest information source of architectural, engineering and construction products in Africa.

Website:

<https://www.specifile.co.za/>



AUTOSPEC

AutoSpec is an aggregation of South African building materials, fittings & finishes across hundreds of brands

Website:

<https://www.autospec.co.za/>



COMPANY CAPACITY

Human resources:

Sequal has a small, highly competent and experienced group of staff who are capable of maintaining and increasing output to cater for any increased demand.

Through our local distribution network, we have nationwide warehousing facilities and Sales Support personnel with unsurpassed market reach.

Technical:

The criteria for each product is as follows; Practical Application, Market Acceptance, Market Needs, Competitive Advantage, Market Utilisation and Component Quality & Cost.

All products are supplied with basic installation instructions. Technical Data Sheets are available on request from **tech@seaqual.co.za**.

We now offer a limited range of CAD drawings in both 2D and 3D .DWG and Revit format for use by specifiers on request.

As we maintain a certified quality management system (**ISO 9001:2015**) all technical enquiries are responded to timeously by our technical department.

Corporate Social Responsibility:

Our business operates with a highly developed sense of social responsibility towards the community. Sequal's Director, Richard Sohn, has been actively involved in the community since 1993 acting as Chairman to a Non-Governmental Organisation known as the **Knysna Education Trust**. He has also recently been awarded the **Paul Harris Fellow Award** for his contribution over the years.

The trust focuses on uplifting disadvantaged children by ensuring they attend recognised pre-schools, ensuring they are properly fed, cared for and stimulated in preparation for their introduction into the Government School system.

The Knysna Education Trust's website is: <http://knysnaedutrust.co.za>, which will expand on the nature and extent of the projects they have undertaken as well as the extent of their past and present successes. The Trust is not only supported by Knysna Rotary but also several other large corporations including the Irish community and Lotto.