



QUE POSTS

PRODUCT & SERVICE THATS ALWAYS ON "Q"

A MEMBER OF THE "Q" GROUP OF COMPANIES



QUE POSTS



Company overview and profile



Company structure and B.E.E. compliance



Product overview with case histories



"Q" systems range



Display frame product range



Pricing and delivery

? Que Posts is a family owned and run business. The business started life over thirty years ago when my father Peter Herr (*the father of Michael Herr the current MD*) decided to branch out on his own, using his skills and knowledge he had gained over many years in the shop fitting trade. In 1972 "Kee Universal" a specialist company whose core business was the design and

was also necessary to invest in the capital equipment and human skills to have the means of manufacture at our fingertips. Working smarter became the business driving philosophy.

Back in the late 70's an opportunity came about to create a new range of Queuing posts for the retail banking industry, my Father jumped at the chance to broaden the scope of the business. Referring back to

more bang for their buck. For example, in the 80's and the 90's we further developed and refined our Post and Rope System to incorporate the distinctive corporate image of our clients into the posts and ropes.

We have made considerable investments in the tooling required to produce many specialist items such as dyes for aluminum extrusions, plastic injection tooling and dye casting tools. This investment has empowered Que Posts, enabling us to become self sufficient in the production of key parts. We are proud of the fact that in 1998, when we increased our "Posts" range that all our product from then on where 100% South African. Before this all retractable belts and posts were fully imported, and most of our competitors still imported these key items. Our retractable posts took about two years to develop and were extensively tested in the field before going to market.

In the same period we developed a range of Grip Frames and Slide Frames that are ideal for advertising and promotional purposes. This extruded aluminum system is elegant yet robust and has been taken up by some of the leading entities in the South African advertising, marketing and promotions industry as the "industry standard".

Today I have taken over the reins from my father who has now retired to a much-eared rest at the coast, but is available to consult on special projects. I am proud to continue a tradition he started; of a company that's main concerns are quality, innovation and service. It is my personal philosophy to buck today's trend where some of our competitors believe it is easier to grab an order and

source everything from overseas, creating very little or nothing locally. We at Que Posts take the opposite view, we will create; real products, sustainable growth, wealth, opportunity and skilled jobs by manufacturing locally and still be competitively priced.

Our growth and our leading position in the market are also due to our workforce and the people we deal with on a day-to-day basis. Whether supplier of raw material, services, our own staff or clients we believe that a symbiotic relationship is the corner stone for all to grow and prosper, both as businesses and as individuals". **?**

Client for our range of products and services include:

Standard Bank,
Haggie Rand,
French Embassy,
Santa Cancer Association
Show Train.
Sun City Extravaganza with
Anthony Farmer.
Botswana Business Sector
Conference Centers
Government Departments
Incredible Connection Stores
M.T.N. Service Provider
Nigeria
Peoples Bank
Universities
Auction Floors
Bel Geddes Design
Dunn's Stores
Hotels
Lesotho Banks
Namibia Banks
Nu-Metro Developments
Pick n' Pay Stores
Various Sport Events
Servopak Supplies
B.O.E. Bank
Casinos
Exports to Africa
ICC - Durban
Malawi Banks and Hotels
Nedcor
NBS Banks
Standard Bank
Teba Bank



The retractable belt cosset system, used in AutoBelt Post range, has a 5 year Guarantee. Just one of numerous innovative designs and products from the KEE "Q" stable.

manufacture of exhibition and display stand was born.

From the very beginning the nature of the business and clientele demanded that Que Posts was always at the cutting edge of innovation, design and quality, added to this were quick turn

these times he observed that "the public were very reluctant to queue in between ropes and I had to make the bases very heavy so that they would not move them around and out of the way". Today Q-Systems have evolved to be an integral part of urban life and are well accepted. This acceptance has not only enabled us to expand the market but also to introduce a range of innovative new products that give our clients

round times demanded from those demanding clients. It





Michael Herr Managingdirector of Que Posts has a hands on approach tohisinvolvement with theday-to-day running of thebusiness. His passion is ininterfacingandlistening to his customers and this helps him as heputsit "in creating new and better ways to solve oldproblems."

Our investment in people has proved invaluable to our capacity both in terms of production but also as innovators of new product in a competitive industry. We can pride our selves that at a time when there is a shortage of skill due to the lack of industrial training that most of our people were trained from scratch by ourselves to a high levels of competency.



"Q" team at work

Proud of the work they produce, always keeping quality to a high standard. Teamwork is the underlying motivator, this plus a stable and humane working environment contributes in making Que Posts happy and safe place to work.

The brass-plated base is one of many items that require high level of handfinishing; our consistent high quality is due to the high quality of our human resources.



The varied work gives new challenges to workers who find the changes both interesting and stimulating, making for happy and enthusiastic staff.



Looking simple to make this chrome plated steel post has over 9 separate parts and is typical of products produced.

"Q" team at work

As stated on the opposite page many of the components used in the Que Posts product range are handmade or finished. Que Posts policy is to invest in machinery, tooling and people, very little is farmed out, this allows them organic growth and the means to be able to tackle almost any job - some of which competitors shy away from.

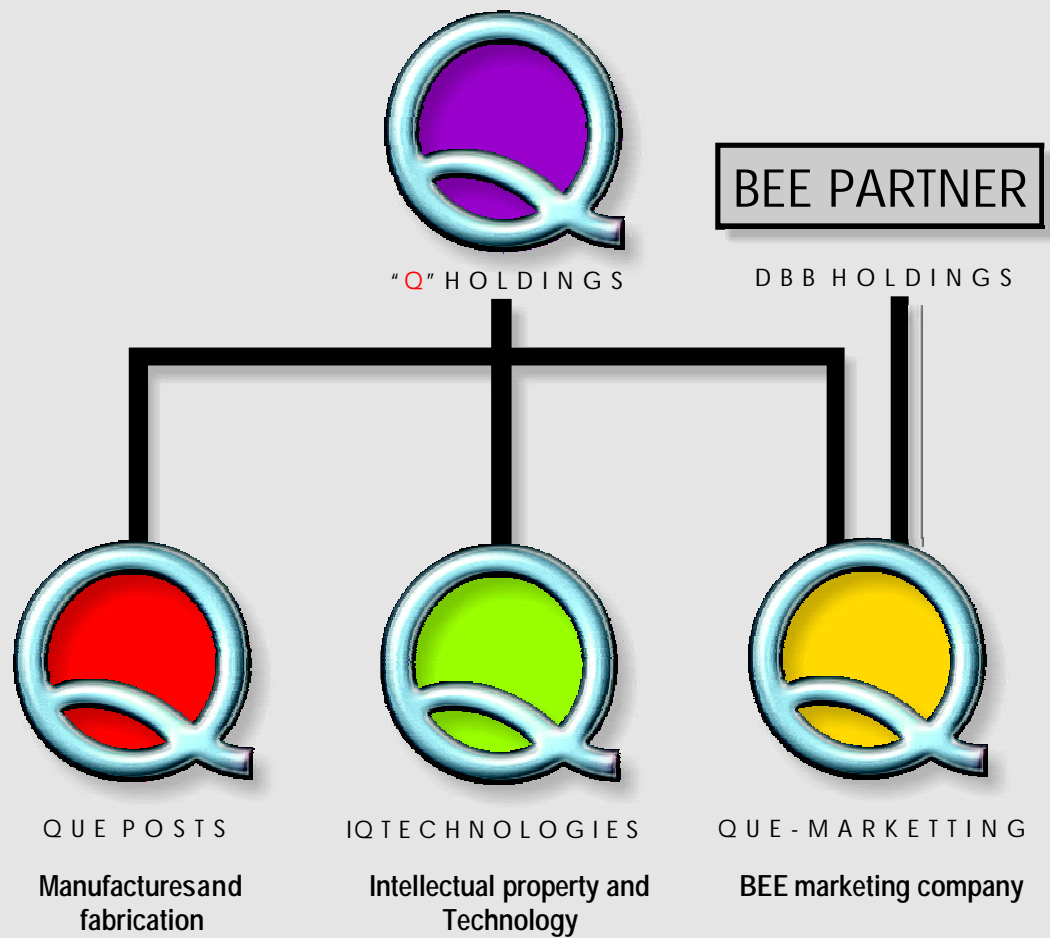


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As stated earlier Que Posts is a family business we have accommodated BEE requirements by setting up a parallel marketing company that is 70% owned by a partnership of staff and the remainder by our holding company.

THE "Q" GROUP OF COMPANIES CORPORATE STRUCTURE





QUE POSTS

QUE POSTS CC

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