

**DynaFoam Converters**





YOUR FLEXIBLE  
FOAM PARTNER



*Where quality, service and integrity surpasses profit- seeking*



**As a versatile supplier of gaskets,  
felts and pressed foam parts for  
silencing, sealing and comfort  
we constantly strive to meet  
the stringent OE specifications.**



## OUR PRODUCTS AND SERVICES

Suppliers of open and closed cell Expanded Polyurethane, Polyethylene Foams, Acoustic Fleece and Transfer Adhesives. Specialized EPDM, NBR, Felts supplied to drawing with or without Pressure Sensitive Adhesive.



## ABOUT US

Established and commissioned early 2011 and centrally based in the Eastern Cape Automotive Hub, conveniently situated in the Coega IDZ – Connected to the port substation with uninterrupted power supply. DynaFoam Converters (Pty) Ltd has been successful in securing a reputation of service excellence, product knowledge, quality and competitive pricing, particularly to the 1st Tier supplier base supporting the South African and Global Original Equipment Manufacturing (OEM) sector.

It is our commitment to service all sectors of Industry with high quality foam, felt, fleece and rubber components sourced worldwide to meet the expectations of our customer base. Our comprehensive network of globally recognized suppliers support our quality brand with validated raw materials which we convert through various processes to meet customer needs.



Suppliers of over 5 million components per month to the OEM's – Ford, Volkswagen, Toyota, Nissan, BMW, Isuzu, Mercedes.

Although DynaFoam is a product based supplier company we consider ourselves a customer orientated service that meets the requirements of our market and yields sufficient return to justify our continued existence.





## OUR MISSION

**To offer and deliver quality pressed foam components that meet the required specifications to the South African and global market**  
**– First time, on time, every time.**





# ORGANISATIONAL STRENGTHS

## Supply Chain Optimization

Be constantly aware of the value of an efficient and validated supply chain.



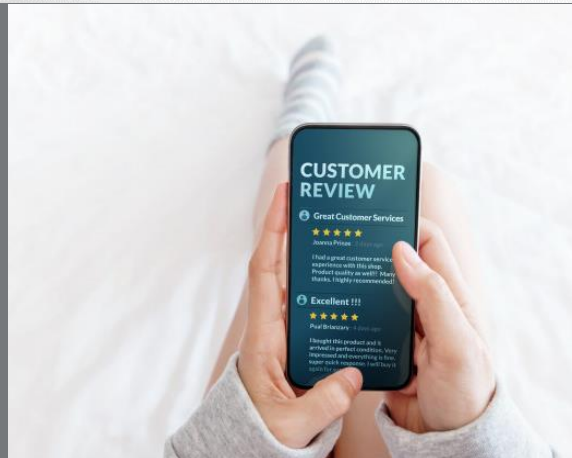
## Lean And Flexible

Efficient, flexible organizational structure at all levels.



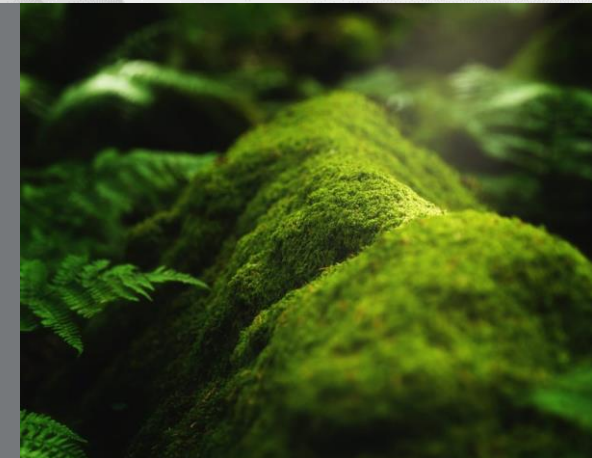
## Customer Satisfaction

With quality, service and price being a given, we strive to offer total customer satisfaction.



## Process Optimization

Optimize process in all respects through continuous improvement.







## OUR VALUES

Deliver “Wow” factor through excellent service

Embrace & drive change & growth

Effect job creation through localization

Identify & drive local content

Pursue growth & learning

Build open & honest relationships with customers & each other

Passion & perseverance

Build a positive team & family spirit

Do more with less

Be humble

## OUR VALUES

**To give everyone the power and opportunity to  
create, share ideas and information instantly,  
without barriers.**





# KEY PERSONNEL



STEVE RILEY  
CHIEF EXECUTIVE OFFICER



RUDI V/D BERG  
MANAGING DIRECTOR



ELTON LAZARUS  
FINANCIAL DIRECTOR



MYEN CHETTY  
NON-EXECUTIVE DIRECTOR



DON TOBIAS  
FACTORY MANAGER



ANTOLEEN VAN HEERDEN  
FACTORY SUPERVISOR



LUCINDA VALENTINE  
QUALITY MANAGER



NICK SMITH  
SALES EXPORT



# MILESTONES & ACHIEVEMENTS

## 2011

- SUCCESSFULLY COMMISSION DFC
- CERTIFIED ISO9002

- RECOGNITION AS THE COMPANY AT THE FOREFRONT OF FOAM TECHNOLOGY
- SUPPLY AGREEMENTS WITH SEVERAL RECOGNISED OE SUPPLIERS WORLDWIDE
- FORMULATION OF LOCAL AND GLOBAL PURCHASING POLICY

## 2013

- DFC RECOGNIZED AS LINE SHARE SUPPLIER CUT FOAM PARTS IN EASTERN CAPE
- STRENGTHEN COMPETITIVE EDGE ACQUIRING ADVANCED TECH MACHINES
- REDEFINED COMPANY STRATEGY – 1ST TIER IMPORTS

## 2014

## 2015

- COMPANY FORMALIZES BBBEE TRANSFORMATION PLAN
- COMPANY RECEIVES SUPPLIER AWARD MAHLE BEHR KZN

- COMPANY EFFECTS STRATEGIC PLAN TO EXPAND FOOTPRINT NATIONALLY
- BUSINESS EXPANSION WITH SALES INTO KZN, PTA AND CPT
- FIRST EXPORT ORDER TO HANON THAILAND
- EFFECT LOCALIZATION POLICY

## 2016

- 97% GROWTH IN HEADLINE EARNINGS SECURED WITH VW270 & MBSA
- NOMINATED TOP 40 NATIONAL GAZELLE RATED NO.4 NATIONALLY
- SME BUSINESS OF THE YEAR 2017 FNB ROCCI

## 2017





# MILESTONES & ACHIEVEMENTS

## 2018

- 206% - NATIONAL ROLL OUT PLAN INITIATED
- SOP BMW ROSSLYN WAREHOUSE 2018 04
  - LEVEL 4 BBBEE
- EXPORT DRIVE INTO SADAC AND EU

## 2019

- INITIATE LEVEL 4 BBBEE TRANSFORMATION PLAN
- 294% HEADLINE GROWTH Y ON Y
- SECURED FIRST OE ORDERS

## 2019

- DFC NOMINATED BUSINESS OF THE YEAR 2018/19 ACHIEVED SILVER AWARD MOTOR INDUSTRY
- SECURED ATP TAPES AGENCY FOR SOUTH AFRICA
- NO.2 POSITION IN SUPPLY OF PRESSED FOAM PARTS TO THE OE IN SA

## 2019

- AWARDED SME TOP 20 BUSINESS OF THE YEAR
- LEVEL 2 BBBEE CONTRIBUTOR
- SECURED PREMISES IN COEGA FOR 2020

## 2020

- COVID-19 PANDEMIC
- AWARDED ESSENTIAL SERVICES PERMIT
- DIVERSIFIED PPE TO FORD ASSEMBLY LINE
- RELOCATED TO COEGA IDZ – 2,500SQM

## 2021

- MAINTAINED HEADLINE EARNINGS THROUGH COVID
  - INCREASED FACTORY TO 5,000SQM

## 2022

- POST-PANDEMIC REVENUE-GROWTH 48%
- 26% INCREASE IN STAFF COMPLIMENT
- CONFIRMED EXPORTS TO CHINA, USA AND GERMANY



## FIRST, SECOND & THIRD TIER SUPPLIER TO:



64 000 parts p/m



**TOYOTA**

850 000 parts p/m

ISUZU

120 000 parts p/m



450 000 parts p/m



300 000 parts p/m



1 750 000 parts p/m



880 000 parts p/m

FORCAST GLOBAL  
VEHICLE SALES IN 2023  
– 85.5 MILLION UNITS





# DynaFoam Converters

## LOCATION

Bridgewater Road  
Zone 1, Coega IDZ  
Port Elizabeth  
Eastern Cape  
South Africa

## CONTACT US

+27 11 811 2011

[sales@dynafoam.co.za](mailto:sales@dynafoam.co.za)

[www.dynafoam.co.za](http://www.dynafoam.co.za)

