



▲ Staff at Rotocon's Durban branch with Michael, Patrick and Pascal Aengenvoort.

► Technician, Shaun Scott, who joined the Durban branch a year ago, has received extensive training at Screen Europe which is based in Amsterdam (The Netherlands).



## Boost for Rotocon, Durban

**TO FACILITATE** on-site refurbishment of narrow-web presses and related equipment, and to accommodate meetings with overseas principals and customers, Rotocon recently relocated its Durban branch into a larger space in Wareing Park, Pinetown.

'We established the Durban branch in a small unit 17 years ago,' says Rotocon owner, Michael Aengenvoort. 'But since then KwaZulu-Natal's label printing and converting sector has blossomed and our share of the equipment market has also increased considerably.'

The move was a logical next step for Rotocon to honour its commitment to providing exceptional customer service and after-sales support. The new premises also provide space for the refurbishment of used equipment sourced by Rotocon either on overseas markets or through trade-ins.

'We assess these machines on behalf of customers before purchasing,' Michael explains. 'They're then

checked, approved and insured before being dismantled and shipped to South Africa. Once here, they're rebuilt for resale into the local market or in some cases to the US market.

'Owing to space constraints in Durban, we could only refurbish machines at our Johannesburg branch, so this additional capability is helping to speed up service to our KZN-based customers,' he notes. 'We've also increased our stockholding of inks for Screen digital label presses for delivery to printers on a just-in-time basis.'

Branch manager, Akmuth Sayed, adds: 'It was also important to create a professional meeting space for visits from our international principals, such as Advanced Vision Technology, MPS and Screen, where they can interact with local customers.'

'The improved working environment also demonstrates to our employees that we appreciate their dedication and hard work in growing our regional customer base,' he concludes.

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