



Restorers | Refurbishers | Designers | Remodernisers | Upgrades

COMPANY PROFILE

Purpose:

Dampcon aims to provide high quality building refurbishment and related services at the correct price in a timely fashion - creating a continually improved industry standard.

Mission:

Dampcon, through the past 25 years, have always held our core intrinsic values of honesty, integrity, quality of service and workmanship above all else. These are the foundations to our business, now and into the future.

The building blocks laid upon these foundations are aimed at growth, sustainability and long term profitability thus ensuring customers of today remain customers of tomorrow.

Exceeding customers expectations, reliability and continual skills development is the mortar that holds the building blocks in place.

Through sound moral, building and business principles we strive to exceed our highest standards and in doing so add value to our customers, staff and communities.



Company History:

Dampcon opened its doors for business in 1985. It was founded by Marius Hanscombe who has since 1974, been involved in Construction and Waterproofing.

Dampcon was the first in South Africa to utilize the franchise concept in our industry. This period ran from 1989 to 2000. Thereafter, approximately fifty percent of the companies in damp proofing were former franchisees.

In 1995, Dampcon won the Business Achievement Awards.

In 1996, research and development into waterproofing systems and paint began which ultimately resulted in the development of CoralGuard.

In 2001, Dampcon became a family business and from 2003, Dampcon focused on training in all facets of Building Refurbishment.

In 2013, Planned growth resulted in restructuring of the business. Manufacturing and Service activities were split and Dampcon was passed on to the next generation.

Currently, Dampcon is known in the industry as waterproofing, drainage, damp proofing and building refurbishment specialists.



Guarantees:

Damp Proofing: 5 Years

Drainage: 5 Years

Painting: 2 - 5 Years

Expansion Joints: 1 Year

Waterproofing:

✓Wall Tops: 3 Years

✓Flashings: 3 Years

✓Tiled roofs: 3 Years

✓Metal roof: 3 Years

✓Concrete roofs: 3 - 10 Years

*Structural / Design faults not guaranteed:
“unless rectified”*

*Guarantees are based on the correct and full
specification. Should the specification be varied at the
clients request the guarantee term will change.*

*All guarantees are subject to our standard terms and
conditions – available on request.*





GERMISTON
CHAMBER OF BUSINESS



Price Waterhouse

BUSINESS ACHIEVER AWARD

This is to certify that

DAMPCON

*was the winner of the
1995 Business Achiever Award*

President:

N. J. Choshwe

Date:

17.8.95



UNIVERSITY OF THE WITWATERSRAND, JOHANNESBURG

Department of Building and Quantity Surveying

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RS/hp-sch95
Reference:

Enquiries:

El (011) 716-2750

Date:

Dear Sirs

5 January 1997

RENOVATIONS : HARRISMITH HOSPITAL

I refer to the facsimile dated 30 January 1997 and comment as follows.

We have conducted certain research in the department at the university with regard to rising damp and we have experimented with the three methods detailed in your letter.

Our investigations to date have revealed that on the whole the system whereby a silicone solution is injected into the wall is probably the most effective way to resolve the problem. The application of water sealant such as Copox will not solve the problem and the method whereby the damp proof membrane is inserted into the wall in stages, requiring chasing, does create problems from the point of view of disruption and damage and is not 100% effective.

The Dampcon solution has been recommended by us for many major projects ranging in value from R3000 to R500 000. The Dampcon company has done work for us over the last 15 years and has always honoured their guarantees whenever a problem has arisen in connection with their waterproofing.

I have no problem in recommending their product.

Yours faithfully

H. I. Schloss
for:
Professor H I Schloss
Head Department of Building and
Quantity Surveying

Sukkesverhaal

Dampcon se vogtige geskiedenis

DIF sukses vas Dampcon (Damp Control) van Dalville. Germiston, is meer as enigiets anders toe te skryf aan die deursigtigheids- en geloof van Marius Hancombe, besturende direkteur.

Hy het die maatskappy van 'n beskeie begin in 1985 met R20 000 se eie kapitaal tot sy huidige omset van sowat R5 miljoen per jaar gebou – en dit nadat hy byna sy deure in 1991 gesluit het.

Uit erkenning vir wat hy vermag betref die Germistonse Besigheidskamer hom 'n paar weke gelede as sy Sakeman van die Jaar in Kategorie B aangewys.

Die wenner in Kategorie A met 'n jaarlikse omset van R10 miljoen en meer is mr. Brian Shekleton, besturende direkteur van Rand Air. Die beoordelaars was Price Waterhouse, Sabek en Germiston City News.

Die kriteria vir beoordeling was jaar-tot-jaar groei en winsgewendheid, personeelgroei en die bydrae tot die vooruitgang van Germiston se gemeenskap as geheel.

Tans bestaan die Dampcon Groep uit die beheermaatskappy, Dampcon Damp Control, Dampcon Manufacturing and Packaging, Germiston Building Restorers, Southern Building Restorers, Dampcon Namibia en Buildwat.

Die franchise-houders in die groep is West Coast Building Restorers (Namibia), Reef Damp Proofing & Water Proofing, Veomer Building Restorers en Southern Building Restorers.

Marius Hancombe is in 1941 in Johannesburg gebore en het matric in 1959 deur Damelin voltooi. In 1971 het hy en 'n vennoot die boubedryf betree met die stigting van Roma Construction wat hulle jaar na Flick verkoopt het. Daarna het hy vyf jaar as hoofbestuurder by die maatskappy aangeby.

Hy het Flick in 1984 verlaat en Dampcon in 1985 gestig. Dit was nadat hy niemand kon kry wat sy lekkende huis in Eckenville na behore kon regmaak nie. Dit het hom laat besluit dat daar 'n gaping in die mark was.

Die maatskappy vervaardig tans 'n reeks gepatenteerde produkte in vogbeheer vir stygende vog in mure, bepleistering en ondergrondse dreinerings. Dit word gedoen vir alle geboue – van swembadgeboue tot kerke en huise. 'n Volledige opname en kosteberekening word gedoen voordat 'n kontrak aangepak word. Daarna is opvolgingsdiens die gewoonte, sê Marius.

Hy het uit 'n klein kantoor in sy agterplaas begin met die wete dat sy ourlering die vestiging van 'n sterk kliëntegroei, professionele diens en 'n goeie kontakvloei sal wees. Dit het



Mr. Marius Hancombe... sal verder groei.

sy met bemerking deur verskeie advertensies vermag. Hy het gou sy eie fabriek van sowat 300 ek in Germiston ingang. Dampcon se kantore is in Dalville, Germiston.

"Dit het nie altyd voer die wind gegaan nie. Dampcon se meerkoste tyd was in 1991 toe hy kontak-vloei-probleme ondervind het. Hoofsaaklik weens te vinnige groei, die resesse en arbeidsprobleme.

Nie net het Marius se bankbestuurder druk op hom geplaas, maar sy ondertoe het hom self aangeraai om Dampcon se deure te sluit.

Net sy geloof in Dampcon, sy diens en produkte, het Marius staande gehou. Hy het met sy krediteurs, waaronder sy bankbestuurder, 'n ooreenkoms aangegaan om hom twee jaar kans te gee. "Ek het as 'n ware teruggehoor tot waar ek begin het en 'n konsolidasie fase betree waar ek my gekonsentreer het op daardie bedrywigheid wat my die grootste en vinnigste kontakvloei verskaf het." Die byna onmoontlike is binne twee jaar betrek.

Hy het vas weet af daarna gestreef om die maatskappy van ander maatskappye in dieselfde veld te onderskei met die ontwikkeling van unieke, gepatenteerde produkte. Produktesoort Dampcon 48(r), Dampcon 41(r), Dampcon 34(r) en Dampcon 4(r) word in die maatskappy Dampcon Manufacturing and Packaging vervaardig.

Beoewers die franchise-houders het Dampcon nou sowat vyftig mense in diens. Uit die aard van die franchise-konsep van sake doen, is dit baie belangrik om in die regte mense te belê, sê Marius. Alle opleiding word deur Dampcon self onderneem. 'n Franchise kos sowat R250 000.

Hy skryf sy sukses toe aan goeie menslike verbouing, 'n produksieproses wat tred hou met die vraag en so na as moontlik aan sy volle produksievermoë werk, streng beheer oor kontakvloei, goeie bemerking vir 'n voortdurende bewusmaking van Dampcon, sy produkte en diens, sy professionele diens en opvolgingsdiens. Hy voorsien dat Dampcon deur sy franchise-konsep verder sal groei.

As besturende direkteur glo hy daarin om elke dag sy hand op die puls van elke fase van sy onderneming te lê. Met 'n goeie tekenaarligtingstelsel is dit moontlik om gou probleme raak te sien en dit op te volg. Hy is 'n voortdurende kontak met elke projek wat aangepak word – selfs met sy franchise-houders.

"Om te begin waar ek begin het met feitlik niks nie en dan nog byna bankrot te speel, is nie maklik nie, sê hy. "Daarvoor is deursigtigheidsvermoë en geloof nodig wat buitengewone entrepreneurskap en bestuursvaardigheid verg."

Bestuursopleiding kan formeel geleer word, maar die beste leerplek is die praktyk. Leerplek en moewering is iets wat die voornemende entrepreneur in homself moet lê. "Deur my ondervinding met my kollegas te deel, het ek self geleer en gegroei. Hoewel ek verskeie nasionale bestuur- en leierskapskursusse gevolg het, was my grootste leermeester die praktyk. Hy bespeel homself as 'n streeks wiser."

Marius glo nie in 'n outokratiese bestuurstyl nie. "Deleger verantwoordelikhede en gees en leer jou mees om vir hulself te bestuur. Dan sal hulle nie neerspek vir jou lê nie, maar jou ondersteuning sal ook groei."

Dampcon is deur moontlike tye en daer lê nog moontlike tye en uitdaginge voor, sê Marius. "Maar uitdaginge is daar om aangepak te word. As dit met sukses oorkom en afgehandel word, sal ons net sterker en slimmer ondeckant uitkom. Dit is veral die nuwe SA wat groot geleenthede bied.

"Die maatskappy het pas 'n aansienlike eiendom gekoop bepaal met die oog op verdere uitbreiding en bebou om binne die volgende jaar nog drie franchise-ondernemings te vestig. Dit sal ons tot 'n franchise-bedrywigheid ses maak."

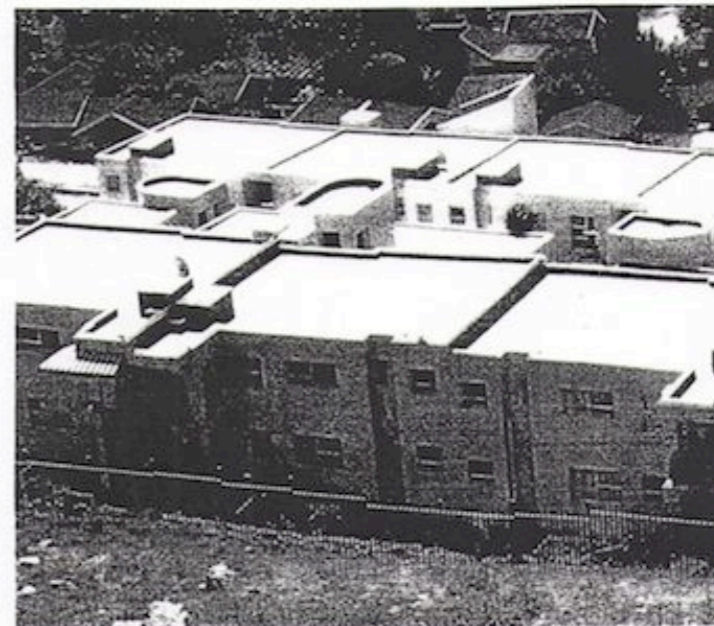
Dampcon is nie net korttermyn-gelukkig nie, sê Marius. "So sal sy nie oorieël nie. Die langtermynvisie is om Dampcon se produkte en diens so wyd as moontlik bekend te stel. Dit word met deeglike bestuursopleiding, die voortdurende ontwikkeling van nuwe produkte en die voortdurende werk na en oopgaping van nuwe markte nagestreef. Dit kan die begin met die franchise-konsep betrek word," sê Marius.

Marius is terwat getrouweerd omdat daar te min belê word in die jeug in 'n sakeom tot hulle tot entrepreneurs te ontwikkel – bepaald in Germiston. "Entrepreneurskap, die geleentheid om daartoe te ontwikkel en te groei, is wat die land nou meer as enigiets anders nodig het."

— Tatman de Villiers

6 SPECIFIER FEBRUARY 2009

Dampcon® - preferred applicators of CoralGuard® systems



CoralGuard has approved Dampcon as the specialist applicator of their waterproofing and coating products, because of Dampcon's expertise in this arena since 1982.

Dampcon has a proven track record and throughout 2008 acquired 60% of new business through satisfied customer referrals. In addition to this, Dampcon, is a family business that has built consistency and stability through a dedicated management team and loyal staff over the past 27 years.

It's simple to choose Dampcon as they are

skilled in waterproofing, damp proofing, drainage, coatings and building refurbishment. Dampcon guarantees their work and that is one of the reasons that they have chosen to use CoralGuard products and systems.

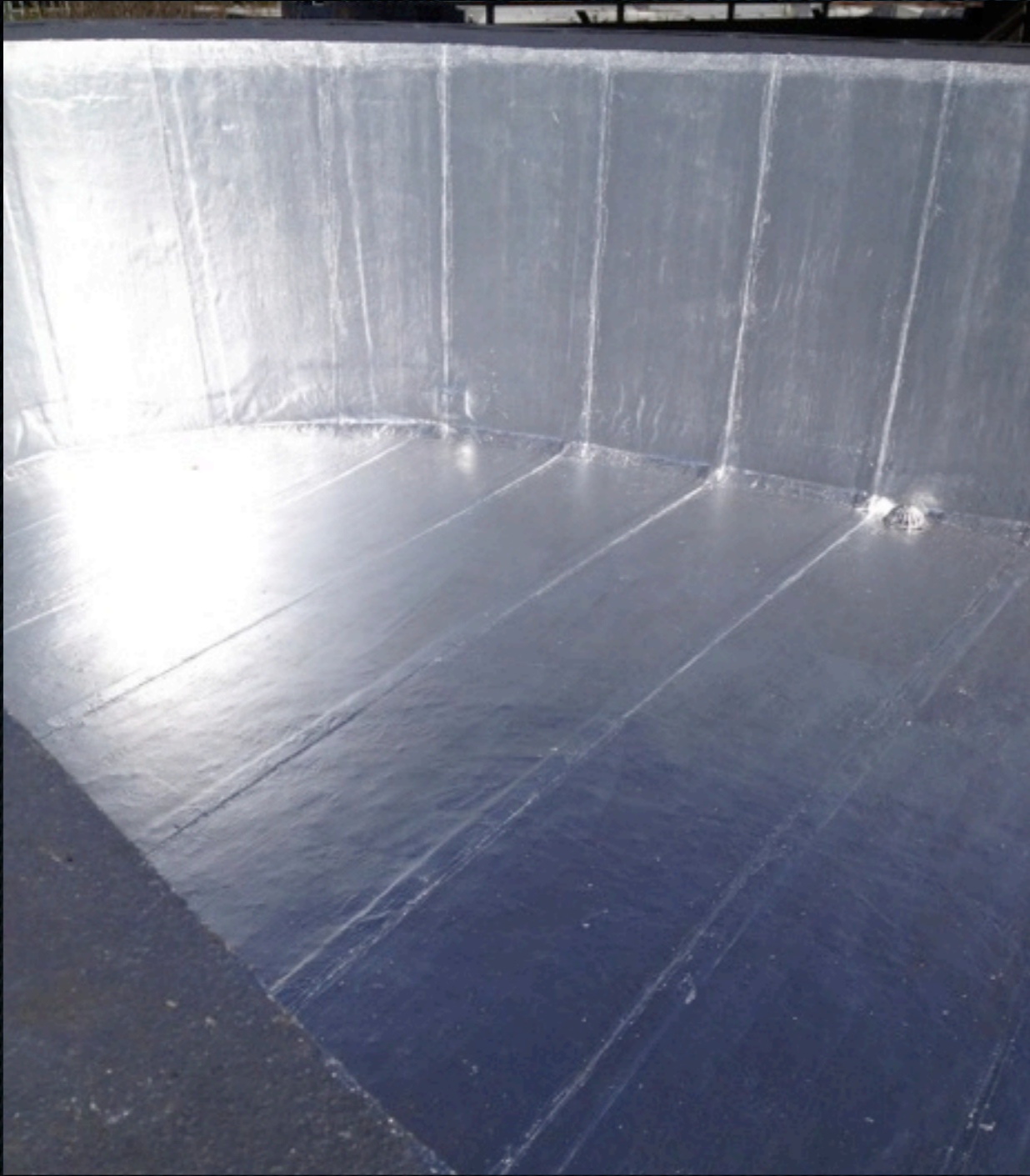
Founded in 1986, CoralGuard started manufacturing waterproofing products to a new trade secret and patented formulation. CoralGuard soon branched out into coatings, plaster additives and other products all being a byproduct of the patented waterproofing formulation. In 2008 CoralGuard upgraded their manufacturing

plant and now have the capacity to manufacture up to 4000 litres daily.

CoralGuard products are manufactured locally to stringent conditions, each batch manufactured is tested to ensure that it conforms to quality standards.

By combining quality products with professional application be assured of an effective, aesthetically pleasing solution be it a domestic, industrial or commercial application.

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