



ZAMANI CHEMICALS



COMPANY PROFILE



INTEGRITY



CUSTOMER SERVICE



EFFICIENCY



QUALITY



WORKMANSHIP



EXCELLENCE



INCLUSIVENESS

www.zamani.co.za

INTRODUCING ZAMANI CHEMICALS

ANALYZING. ORDERING. DECANTING. BLENDING. PACKAGING.

Zamani Chemicals is a South African based analyst, supplier, decanter, blender and packager of all industrial chemicals for the consumer care/ consumer goods, food ingredients and manufacturing industries.

THE BEST OR NOTHING

Why even try if you are not planning to outperform yourself? The world cannot be improved by mediocrity but excellence.

With chemicals, errors are very costly and deviation unacceptable. Analyze a chemical behavior incorrectly, order a wrong chemical, decant wrong chemicals or blend chemicals for longer than is required – and you get a completely different picture, texture and result. Being the best or nothing is a must!



Unilever

Unilever South Africa has trusted us with blending of its post dosage minor ingredients since 2002 and counting. In the process, we have mastered how to analyze, order, decant, blend and package industrial chemicals and we have subsequently built a supreme manufacturing process flow that is accountable to international chemicals' regulations, consistent to manufacturing quality towards end-user excellence.

OVER THE YEARS, WE HAVE CUT OUR TEETH ON:

- Decanting and Blending of Chemicals for Detergent Products
- Decanting and Blending of Chemicals for Chemical Suppliers
- Conversion from liquid to solid chemicals
- Decanting and Blending of Minor Ingredients
- Analyzing, Ordering, Decanting, Blending, Manufacturing and Packaging of Finished Detergent Products
- Analyzing, Ordering, Decanting, Blending and Packaging of Minor Ingredients
- Crushing of different Caking (Soft & Hard)
- Sifting of Chemical Particles
- Supplying of Zamani Speckles to the chemicals market



ZAMANI CHEMICALS

OUR CUSTOMER PROFILE

AREAS	KEY ATTRIBUTES
Company Types	All businesses and statutory bodies that have something to do with chemicals. Suppliers, Manufacturers, Decanters, Blenders, Mixers, Converters, Packagers of All Industrial Chemicals
Industries of Interest	Consumer Care/ Consumer Goods, Manufacturing, and Food Ingredients
Core Businesses	Analyzing, Ordering, Blending, Mixing, Packaging of all industrial chemicals
Opportunity Description	We analyze, order, blend, mix/ convert and package industrial chemicals We supply minor ingredients for post dosing We supply colour speckles for post dosing
Opportunity Size	+500 tons per week
Areas of Interest	Post dosing of powder based chemicals, Manufacturing of chemical based products, Packaging of chemicals and chemical raw materials, Warehousing of chemical based products
Products of Interest	Industrial detergents and cleaning chemicals
Key Individuals	Owners, Buyers, Supply Chain Personnel, Operations Personnel
Our Promise	The best or nothing – World-Class Handling of All Industrial Chemicals
Our Unique Selling Proposition	+40 Years Combined Experience between our Founders and the drive to be accountable, to be consistent and to excel

We currently have capacity to analyze, order, decant, blend and package +500 tons per week.

INTRODUCING #ZAMCHEM5

Our understanding of the behavior of chemicals is unmatched, thus offering the following Chemicals Solutions known as #ZamChem5:

#ZAMCHEM5



OUR PROMISE, WE:

ANALYZE - **Customer Need Driven** approach speaks to our ability to scan chemicals, their character and behavior.

ORDERING - **Itemizing and Coding** speaks to our mastery in understanding raw material and how it affects conversion, blending and packaging.

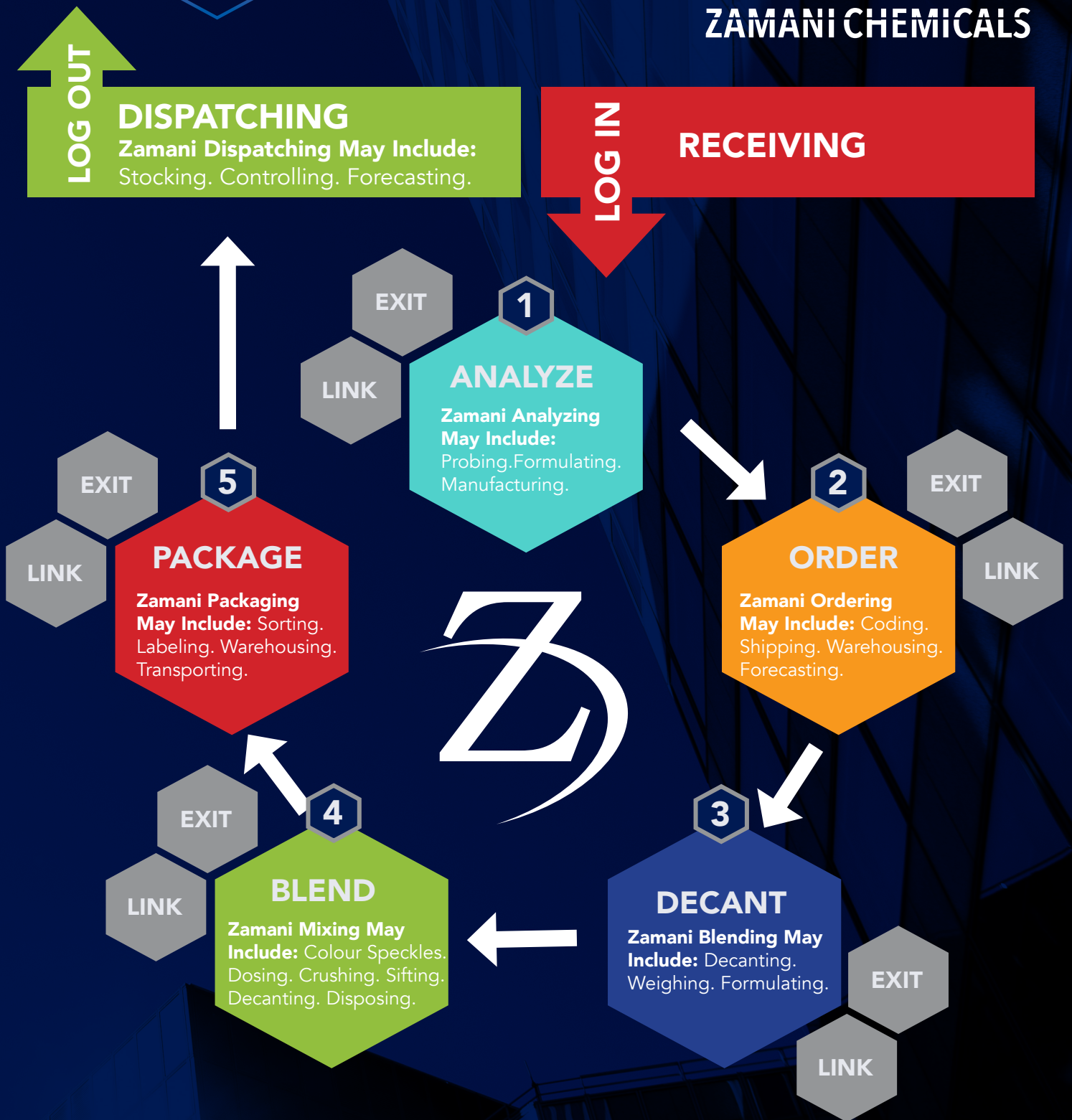
DECANTING - **Weighing and Duration** speaks to our years of manufacturing experience as a top converter, blender and packager of Industrial Chemicals.

BLENDING - **Controlling** the behavior of individual chemical items (raw material) speaks to our processing power.

PACKAGING - **Total Quality Output** speaks to our checklist and sign off.



ZAMANI CHEMICALS



We are 'The Best Or Nothing' in the analyzing, ordering, decanting, blending and manufacturing of all industrial chemicals.

OUR POST DOSAGE PROWESS

We are known for our post dosage strength for all industrial chemicals in general, and detergent makers in particular. World-class handling of all industrial chemicals speaks to over forty (40) years combined experience of our founders and over a decade as respectable handlers of high quality chemicals as we help our customers analyze, order, decant, blend and package all their post dosage industrial chemical solutions according to customer specifications and requirements. We continue to be a part of our customers' success story premised on total quality management.

#ZAMCHEM5

How well we do what we do

ZAMANI ANALYZING

Requires that we constantly master how to narrow down ordering, converting, blending and packaging options as a business solution and or system. Analyzing means that we receive customer requirements and specifications as data input. Our analyzing system then processes input data by organizing and scrutinizing it in a meaningful way to provide information as output data to the chemicals ordering, decanting, blending and packaging. The quality of our analysis is related to the quality of the information, which always depends on the accuracy with which ordering, converting, blending and packaging data is gathered, coded, processed, stored and presented. This means that Zamani always strives to be in a position to help any customer analyze its ordering, converting, blending and packaging needs and come to an informed position as a decision making mechanism on what chemicals to include, which ones to avoid and the best handling methods of these processes. Our litmus test is our analysis feedback on the ordering, converting, blending and packaging activities in order to determine whether the ordering, converting, blending and packaging meets established standards. Zamani Analyzing includes chemicals investigation, chemicals analysis, chemicals formulation and blending design. Zamani Analyzing may include probing, formulating, manufacturing, etc.

ZAMANI ORDERING

Requires that we always implement backward vertical integration in order to achieve increased control of our supply sources. Availability, cost, and reliability of deliveries by suppliers is our non- negotiable, and equally, it is our turnaround promise. Our ordering system ensures that the whole is always greater than the sum of its parts so that there is synergy between raw material (items) and the conversion or blending outputs. Zamani Ordering may include forecasting, coding, warehousing, shipping, etc.

ZAMANI DECANTING

Requires that our measurement of chemicals is on point, and this is our pre-weighment test. Using a batch system ensures that we cater for decanting of any scale, volume and magnitude. Our decanting plant uses force of gravity, and as such, we are able to blend large quantities quicker with more accuracy and control in terms of gravity anchored scales. Zamani Decanting may include mixing, weighing, formulating, etc.



ZAMANI CHEMICALS

ZAMANI BLENDING

Requires that the regulatory task of Zamani Chemicals allows finished products to tie in with raw material (items) and customer expectations. Not only is our blending able to process raw material (items) into minor ingredients but is able to determine, also, whether or not there has been a deviation in the actual blending activity so that steps can be taken to prevent and rectify blending errors. Zamani Blending means that we use process and control procedures to ensure that they are progressing towards their blending objectives and that the raw material is being used productively. Zamani Blending requires that we formulate minor ingredients and input them according to mixing requirements while keeping deviations from planned outputs and quality to a minimum so that the mixing mission and objectives can be achieved with as few hitches as possible. Zamani blending is about controlling the behavior of individual chemical items (raw material) after blending and managing, through time and quality assurance, the entire course of mixing. Using batch mixing ensures that we stay on track in terms of client specifications and batch requirements. Zamani Blending may include colour speckles, dosing, crushing, sifting, decanting, disposing, etc.

ZAMANI PACKAGING

Requires that we package minor ingredients with the aim to align the packaging process with the customers' consumption requirements and nature according to size (weight) and time (duration). Zamani Packaging provides a distribution channel that guarantees a differentiated value proposition as an operational advantage that is sensitive to the customer's demand and supply framework. Zamani Packaging is always looking to provide a distribution model based on cost and value chain.

Zamani Chemicals Handling uses a closed system (as opposed to an open system) so that:

- It is self-supporting and can exist independently;
- It is dependent on the environment in which the chemicals will be applied;
- The environment is dependent on the analyzing, ordering, decanting, blending and packaging systems;
- There is a specific interaction between the analyzing, ordering, decanting, blending, packaging system and the client's environment.

Zamani Packaging may include sorting, labeling, warehousing, transporting, stocking, controlling, forecasting, etc.

OUR COMMITMENT

"We need to constantly invest in understanding all industrial chemicals especially the detergent making ones." ~ Mr. Louis Sithole, Director, Zamani Chemicals

OUR QUALITY SEAL



SHEQ



Zamani Quality Seal demands that we are constantly monitoring and evaluating ourselves through regular internal audits and one annual audit. We audit both our products and services as the chemicals analyzer, order, decanter, blender and packager of choice. Our Safety, Health, Environment and Quality (SHEQ) office is a custodian of the Occupational Health & Safety Act (Act 85 of 1993) intended to create a greater awareness of the Act while educating employees of duties and responsibilities in the workplace and the regulations mostly relevant to Zamani Chemicals.

OUR CORE VALUES



Integrity (we are reliable)

Customer Service (we are there for you)

Efficiency (we save you money, time and inconvenience)

Quality (we are specialized)

Workmanship (we stick to knitting *meaning: we stick to the business that we know)

Excellence (we are unmatched)

Inclusiveness (we lift up others and operate in constant consultation)



ZAMANI CHEMICALS

OUR STRENGTH

WE KNOW OUR STORY

**100% BLACK
OWNED &
MANAGED**

**WITH OVER
A DECADE
EXPERIENCE**

**TRUSTED BY
HOUSEHOLD
NAMES**

MR LOUIS
SITHOLE

MR JOHN
MATHIBELA

MR ISAAC
NGCONGO

MRS
RACHAEL
MOKOU

MRS
MARIKI
MATJIE



Unilever



KTwash



**Backed by more than 40 years combined-experience
of our founders**



FROM RETRENCHED OPERATORS TO BUSINESS OWNERS:

How Zamani Chemicals' founding in July 2002 was a disadvantaged advantage

Ed Koch believed that Louis Sithole and John Mathibela had a potential to start and run a successful business in mixing chemicals. His conviction was what changed a retrenchment disadvantage to an opportunity advantage that saw the humble beginnings of Zamani Chemicals back in July 2002.

Project Vuka – was Unilever's transformation idea that was going to assist retrenched worker by helping them establish small businesses, and then supporting them through a mentorship programme and offering them business management and marketing skills. (Unilever – Report 2002). The targeted areas were forklift maintenance, the manufacturing of blue dye, mixing of chemicals, soap powder packaging, and the preparation of chemicals. Under the project, the union was able to negotiate a contract between Unilever and these individual businesses – with the provision that certain conditions are met including quality standards and Unilever's production volumes – for a minimum of three years. Ed Koch was going to be the project coordinator.

Louis Sithole, who was running a "making" department that made and packaged density powder line with products like Omo micro, surf micro and skip micro, was now facing an axe as his department was closing down with the strategic shift from density packs to sachets – him and 28 of his men were facing retrenchment. With the raising of minimum education levels and the move towards a world-class manufacturing strategy as well as the introduction of new machinery that requires greater skills - most of his men were absorbed by other departments thanks to "first in last out" job shedding principle. But Louis' age was going to alienate him.

John Mathibela, on the other hand, was the very first employee that got a formal retrenchment letter to exit a long career at Unilever. Having climbed the progression ladder, he was now running a packing department responsible for 150g, 500g, 1kg, 2kg, and other SKU's.

History has it that both their fate would be changed by confidence of one man, Ed Koch. He believed in Louis Sithole and John Mathibela so much that he introduced to them the Vuka Project scheme and sold them the idea of starting a business of mixing chemicals. Ed promised Louis and John that Unilever would buy minor ingredients from this proposed company. Having come to the crossroads with a bleak future inside Unilever, Louis & John finally gave Ed's idea a thought. They knew it wasn't going to be easy but they also knew they would never find out unless they tried. They called on old friends (also inside Unilever) to see if any would be interested – Michael Mokou raised his hand, so did Derick Matjie, Isaac Ngcongco, Lucky Khaliphi, Vincent Nkosi and Raymond Mzobe. The eight men went on to set Zamani Chemicals on wheels.



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FROM BUSINESS OWNERS TO SACRIFICE MAKERS:

**How business storms tested the character
of Zamani Chemicals' and its founders**

A small business owner often comes to realize that starting a business is no child's play, Zamani Chemicals was no different – and the eight men were about to find out.

With a Unilever potential contract on the cards the founders still had to raise setup costs. Everyone soon discovered that, though Unilever had stated their commitment to the development of small and medium-sized enterprises and black economic empowerment, the individual financial cost for Vuka Project business venture start-up was too high and the workers involved had to invest their pensions as well as borrowing money from banks. This, and other risk averse considerations, wiggled the founders team down to less men. Five years later, the storm hit the business in 2007 and the founders faced what Louis calls "a near death experience." Unilever dropped volumes and the drowning was in sight but the men vowed "we will die with our boots on!" – in the end, only Louis Sithole, John Mathibela, Isaac Ngcongo, Derick Matjie and Michael Mokou made it to the finish line – which was the beginning of an incredible story that is Zamani Chemicals today.

**"When the storms threatened our voyage in 2007,
we were clear of one thing as sailors: we were prepared
to die with our boots on."**

~ Louis Sithole, Managing Member, Zamani Chemicals

FROM SACRIFICE MAKERS TO PROGRESS MAKERS:

How Zamani Chemicals does its business

Unilever has entrusted Zamani Chemicals with its blending specifications of specific minor ingredients for more than a decade, making us one of the few level one BBEE suppliers and the only success story out of its Vuka Project small business venture programme.

Having been part of Unilever's inclusive economy for over a decade, Zamani Chemicals has proven itself as a stable 100% black owned and black managed company with capacity to blend more than 20 000 tons of powder chemicals per annum at its 2553 square meter plant in Boksburg East.

Using 'batch-making' Zamani Chemicals is able to customize blending of chemicals to that specific customer's needs, giving our customers quality and traceability as our workmanship seal. We use individual loss-of-weight bulk bag weigh batch dischargers and gain-weight batching system integrated with our upstream and downstream equipment – using force of gravity to provide us a natural ability to move different powders – at high rates for fast batching cycles and at steady dribble-feed rates for high accurate weighments.

- Zamani Chemicals machine operators are multi-skilled and run plough-share mixer, ribbon blender and double cone blenders at any given shift – making us master blenders and manufacturers of powder chemicals for industrial detergent makers in general and homecare detergent makers in particular. Batch-making demands accuracy with 'weighing' and 'duration' as our critical blending and mixing variables.
- We run one BSM Techblend ribbon blender that uses contra-flow blending principles for fast blending and mixing with modern design and manufacturing processes such as solid object CAD modeling, laser profiling, casting and MIG welding. Our ribbon blender consists of a blender housing between 50 litre and 4600 litre filling capacity.
- We run two double cone blenders: both a 500kg and a 1000kg. The conical shape at both ends enables uniform mixing and easy discharge. With double cone blender, mixing takes place axially, as a result of the powder moving through the different sections.
- We run one ploughshare Mixtec Series 1000/2000 mixer consisting of a coaxial multi-reduction type gearbox, incorporating an integrally mounted squirrel cage motor having a totally enclosed fan cooled dust and weatherproofed enclosure.





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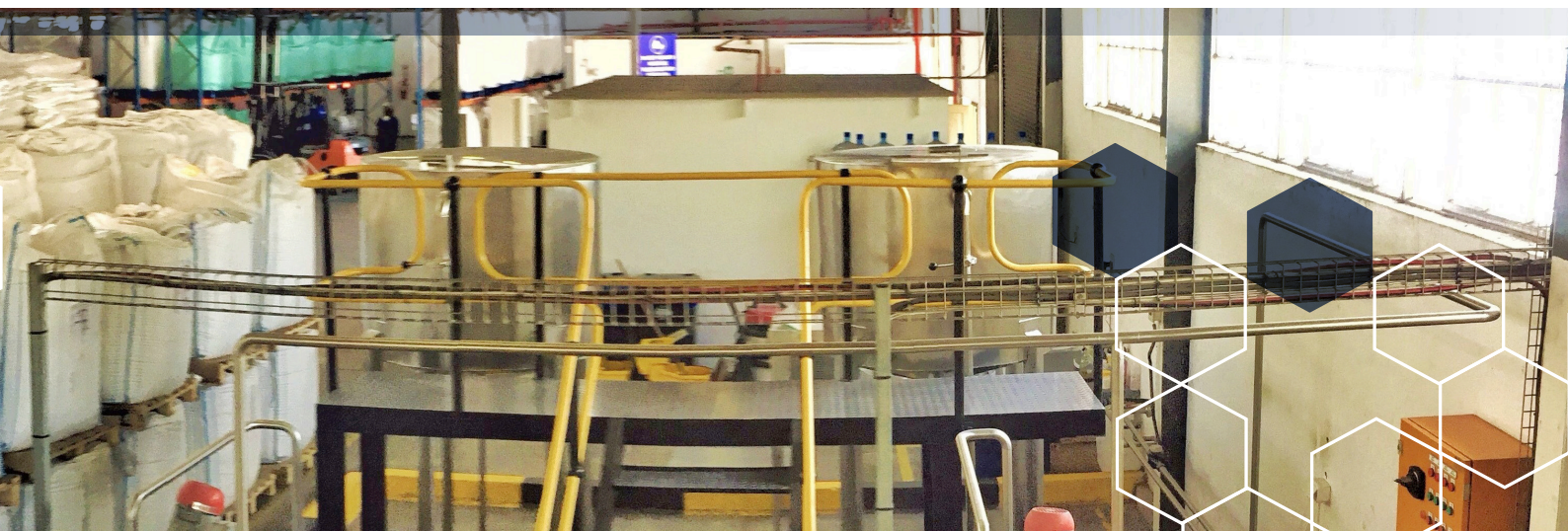
The housing output shaft is coupled to the mixer shaft through a precision coupling which is designed to take axial, radial and torsional loads. A step by step consultation process begins when Zamani Chemicals sets itself to understand all the customer's blending requirements and determines a specific blending DNA in order to align Zamani Blending System (ZBS) to the customer's blending outputs adjustable to fit any material planning and production forecast.

Whether you want to blend laundro-clean and antiform for your auto powders; or simply add colour with our red, blue, green, orange and blend speckles; or blend your key surfactants, builders and several other ingredients – Zamani Chemicals is here to help you with your effective washing solutions. As part of value add, Zamani Chemicals is able to source bulk chemicals, specifically: salt, laundro-clean and antiform which can be built in the blending process according to blending specifications.

Though our strength lies in the powder detergent blending solutions, Zamani Chemicals is able to blend powder ingredients for liquid detergent makers (offering them 'dry detergent mix' according to their specification), and to some degree, assist with the process of mixing back in – after all ingredients are blended. Zamani Chemicals is increasing its knowledge in handling liquid blending solutions consisting of water and various chemicals (known as solubilizers).

Zamani Chemicals also offers packaging solutions for powder and liquid soap (finished product) ranging between 10kg to 50kg in bags, buckets and or sachets. We use semi automatic packaging line: which transfers the powder soap from Z type conveyor, where the large 2 heads calculate the weight, bag it and we seal the bag manually.

Everything we do we are bound by business ethics as promulgated by Zamani Chemicals Key Values like integrity (we are reliable); customer service (we are there for you); efficiency (we save you money, time and inconvenience); quality (we are specialized); workmanship (we stick to knitting *meaning: we stick to the business that we know); excellence (we are unmatched); and inclusiveness (we lift up others and operate in constant consultation). Therefore, guarding your blending intellectual property is what we keep at the centre of our core business.



FROM PROGRESS MAKERS TO INTERGENERATIONAL THINKERS:

How Zamani Chemicals is keeping the legacy alive

With two founders having passed on and three nearing retirement, Zamani Chemicals has been challenged to think about growth and how to keep the legacy alive.

Zamani Chemicals is geared for growth and the first phase of targeted growth (2016 to 2021) will see the converting of Zamani Chemicals from a close corporation to a proprietary limited company in order to corporatize the core business and operate above board with proper corporate governance and board of directors. Mrs Matjie and Mrs Mokou have since come on board as shareholders following the passing of their husbands respectively. Succession planning and implementation is already underway with first born sons Nhlanhla Mathibela, Bara Matjie, Mpho Mokou, Vusi Ngcongco and daughter Duduzile Sithole-Morobe already committed to mentorship as of February 2016. This is a story of 5 families operating as a unit, creating employment and making history.

“Having started my marketing career in the financial sector in 2011 working for Grindrod Bank Limited, little did I know I will be here today – trusted enough to carry my father’s legacy in the business of Zamani Chemicals.”

~ Duduzile Sithole-Morobe, Sales & Marketing Manager, Zamani Chemicals





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FROM INTERGENERATIONAL THINKERS TO STRATEGIC PARTNERS:

How Zamani Chemicals is building partnerships that work

Colour speckle manufacturing, powder and liquid industrial cleaning product making, chemical packaging and sourcing are some of the strategic offerings that Zamani Chemicals has created and is fortifying.

Zamani Chemicals is a strategic **level 1 BBBEE** one-stop-shop supplier and partner for world-class blending and handling of all industrial chemicals and homecare detergents.



"Zamani Chemicals is a brand after my own heart. I have committed all of me to its soaring to great heights – and I know it will."

~ Mngqobi Ka-Nyembe, Brand Strategist, Zamani Chemicals





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