

The Zambian

# Manufacturer

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# Manufacturer

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# Welcome to the Ninth Edition



“ Cheap innovative methods of manufacturing will lead to higher profits and accelerated growth for our economy...”

**T**hank you so much for taking your time to read The *Zambian Manufacturer Magazine*. Manufacturing is the process of adding value to raw materials and getting a finished good out of it especially with the aid of machines for large scale. In order to be able to play an active role in the trade arena globally, *Zambian manufacturers* are admonished not only to add value to their products but move a step further and become more innovative. Innovation is creating new value or capturing value in a new way. In the year 2015, *Zambia's economy* was hit with a number of challenges that left the manufacturing sector in disarray and making it uncompetitive on the global market. Hence the manufacturing sector must innovate cheap ways of production as a way of participating in trade and compete favorably with friendly prices for essential products especially against imports. New ideas, new methods, new products must be introduced in the sector.

Additionally, with cheap innovative methods of manufacturing will lead to higher profits and accelerated growth for our economy. Due to a number of challenges that *Zambia* is still undergoing such as insufficient power supply, high inflation rates as well as fluctuating foreign exchange, the manufacturing sector was hit hard, which led to job cuts, production rates automatically dropped and the country witnessed an influx of imported products. Therefore the only way out for the manufacturing sector is to come up with cheap innovative ways and have low priced products so that most *Zambians* must think local first before turning to look at an imported product.

The government and the private sector must create, coordinate and implement strategies that will move the sector forward and thereby creating an enabling environment for conducting business. Therefore, let us partner for development as we move to greater heights of innovations.

Pleasant reading!!!

*Gallina Tembo*  
Membership Officer / ZAM

# Word from The Chief Executive Officer

“ The erratic supply of power resulted in most firms losing production, with cases of damaged plant and machinery....”

Dear Reader,

I welcome you to the 9th Edition of the *Zambian Manufacturer Magazine*.

The period 2015- 2014 has been challenging to the local manufacturers. The power deficit and the resultant erratic supply as well the depreciation of the *Zambian Kwacha* following the collapse of global prices, among others, presented unforeseen difficulties in the operations of most firms.

Further, the erratic supply of power resulted in most firms losing production, with cases of damaged plant and machinery. Depending on the nature of sector, output declined by between an estimated 40 and 70 percent. The result was inability by some firms to meet supply commitments and therefore loss of contracts, which in turn had other effects on their ability to retain labour and sustain their contributions to the treasury.

With *Kwacha* denominated assets and transactions being almost halved, following the depreciation of the *Kwacha* by almost 45 percent against the *US Dollar*, most firms found themselves struggling to source their materials, as most inputs used in the local manufacturing industry are imported. Several of them faced challenges in maintaining their credit facilities with financial institutions as the *Central Bank* tightened monetary policy, forcing players in the financial services sector, such as banks to respond by tightening lending conditions and increasing the interest on their credit facilities.

This notwithstanding, the period also saw some interesting and promising developments. One of the positive developments was the conclusion of negotiations and signing of the *Zambia-Congo Democratic Republic* and the *Zambia Angola Bilateral Trade Agreements*. The *Congo* and *Angolan* markets have, for a long time, been seen as markets that could contribute to bolstering *Zambia's* exports. However, the two countries have not been active in the tariff liberalisation processes under the *Southern African Development Community (SADC)* and the *Common Market for Eastern and Southern Africa (COMESA)*. The period also witnessed the signing and launch of the *Tripartite Free Trade Area (FTA)*. The signing of the bilateral agreements and the launch of the *Tripartite FTA* therefore, provided a ray of hope to those looking to seize the opportunities in these markets.

This edition of the magazine presents some of the issues covered above in greater detail and highlights some of the initiatives that the association, in its own right, and in collaboration with other stakeholders and partners, has been undertaking to support the growth of *Zambia's* manufacturing sector against all odds. It also presents some developments related to investment and trade that some of our members are undertaking.

I hope you find the content of the magazine interesting.

*Maybin Nampila*

# Secretariat Update



## INTRODUCTION

The year 2016 is a very special year to the Zambia Association of Manufacturers for we are proud to celebrate 30 years of being part of the great economic strides that Zambia has made thus far. Even though we turn 30 there are still a lot of expectations from industry in terms of policy reforms, job creations, economic diversification and sustainable socio-economic development. As Secretariat we are optimistic that with the right interventions and continued support from the members and other collaborating partners, 2016 will bring forth great success to the association and the manufacturing sector at large.

## STRATEGIC PARTNERSHIP

### ZAM signed Memorandum of Understanding with TEVETA

The manufacturing sector globally has a challenge of employing relevantly skilled and competent graduates from higher institutions of learning. Companies in turn spend close to two or even three years to retrain these graduates in order to increase their productivity. The manufacturing sector requires up to date technology and highly innovative and versatile employees to remain profitable and competitive at all times.

It is with this background that with the technical and financial assistance of the Zambia Business in Development Facility (ZBiDF), a platform that assists business participate in development, ZAM and TEVETA worked on modalities of a memorandum of understanding (MoU) stipulating their mutual collaboration in reducing the skills gap.



The MoU aims at both enhancing employability of graduates as well as productivity and competitiveness of the companies in their quest to add value.



## BUSINESS LINKAGES AND CAPACITY BUILDING

ZAM in collaboration with COMESA Business Council and The Investment Climate Facility for Africa (ICF) have embarked on a Local Sourcing Project, a project whose main objectives are to increase local sourcing from small growth enterprises in the agro manufacturing and agriculture sectors, by large corporate companies in the COMESA region in order to create jobs and economic development.

The project firstly commenced with the training seminar on the International Quality Standards, and this was followed up with site visits to corporate companies which facilitated the integration of the SMEs into the competitive supply chain network of corporate companies and key regional value chains.

## ZAM INITIATIVES

### 4th Annual Manufacturers Week – 22nd to 27th November, 2015.

The Manufacturers Week has become an annual tradition for the manufacturers and other stakeholders to celebrate the tremendous achievements in the manufacturing sector showcase the locally produced products/services as corporate social responsibility through giving back

to the community. The 2015 Manufacturers Week was held under the theme “Leveraging local procurement and consumption for increased local value-added production, economic diversification and job creation”. And this week was extraordinary as the association officially launched the Proudly Zambian Logo. This historical occasion was graced by the Minister of Commerce Trade and Industry Hon. Margret Mwanakatwe, MP and attended by ZAM Executive as well as the general membership.

A number of activities were lined up for the week and among them were the business seminars on skills development and local procurement that resulted in business linkages between manufacturers and procurement companies. Alongside the business seminar was the two day Proudly Zambian Expo held at arcades shopping mall car park. This event created a huge platform for participants to showcase their products to more than 5,000 arcades visitors. In total 50 participants from Manufacturers, collaborating partners and government agencies showcased their products and services to the public. These events were a huge success with support from ZIDBF, COMESA and PEP Zambia respectively.

Another notable event that was lined up during the week was the “Manufacturers Give Back” which is aimed at promoting corporate social responsibility (CSR) by giving manufacturers an opportunity to give back to various communities. The 2015 give back was held at the Cheshire Homes Chawama which caters for orphans, the aged and the chronically ill. The event was graced by Zamia’s first lady, Mrs. Ester Lungu who thanked ZAM for this wonderful gesture and encouraged the manufacturers to continue giving back to the community. As ZAM, we would like to take this opportunity to express our gratitude to Mrs. Lungu for the support rendered during the Give Back as well as the following companies for the products and monetary donations to Cheshire Homes as well as Secretariat to support the Week-long event;

- Equatorial Foods Ingredients
- M. M Integrated Steel Mills
- Metal Fabricators of Zambia (ZAMEFA)
- Trade Kings
- Dugude Enterprises and Semi-Conductors
- Eclipse Timber
- Kachema Meat Supplies Ltd
- PACRA
- Roland Imperial Tobacco Co. Ltd
- COMESA Business Council
- LST Industries Ltd
- PEP Zambia
- Tata Zambia
- ZBIDF
- Parrogate Gineries Ltd
- Zambia Weights and Measures
- Global Industries Ltd
- Yatu Tea
- Mongini’s Bakers
- Mount Meru Millers (Z) Ltd
- Superior Milling Co. Ltd
- Sobi Industries Ltd
- Seba Foods
- Parmalat Zambia Ltd
- Zambia Breweries PLC
- Zambia Sugar PLC
- Zambeef PLC

To crown it all, the week ended with the Prestigious Annual Manufacturers Gala which is a high level social networking event that aims to promote and celebrate the strides in the manufacturing sector. The Gala was held at the Radisson blu Hotel on the 27th November, 2015 and was graced by the Minister of Commerce Trade and Industry Hon. Margret Mwanakatwe, MP.

During the Gala, awards were presented to manufacturers to recognize their outstanding contribution to the manufacturing industry in Zambia. The 2015 ZAM awards winners were:

Award Category	Winning Company
Manufacturer of the Year	Global Industries Ltd
Most Promising Entrepreneur of the Year	Cork Trading Ltd
Lifetime Contribution Award	Mr. Chance Kabaghe
ZAM Ambassador of the Year	Mrs. Rita Edwards
Sector Representative of the Year	Superior Milling Co. Ltd
Most Innovative Product	Zambia Electrometer Ltd
Sponsor of the Year	MM Integrated Steel Mills

Additionally in recognition of participants in the Manufacturer’s Week Proudly Zambian Expo whose products, displays and overall business orientation placed them a cut above the rest. Were awarded based on the opinions of consumers of the products compiled via the Local Content Showcase questionnaire. The winners for the Proudly Zambian Expo were;

Exhibitor of the Year	Seba Foods Ltd
The Proudly Zambian Quality Award	City Clothing Factory Ltd
Most Recommended and Proficient Supplier	Strongpak Ltd

We would like to thank all the members and all stake holders for the support given to ZAM during this memorable Manufacturers week despite the challenges that the sector was hit with. ZAM remains ever appreciative and we look forward to the 2016 Manufacturers Week which will definitely hold in the last quarter of the year!

### Energy Efficiency Project

Since 2014, Zambia Association of Manufactures has been implementing the Energy Efficient Management Project that will help the local industry to conserve and utilize energy more efficiently. The Project was conducted with the support of the Funds for Local Cooperation (FLC) of Finland. The project focused at two main sectors namely Steel & Metal Fabrication and Wood Processing sub sectors and ran in Lusaka and Copperbelt. The primary goal of the Project is to promote the conservation and efficient utilization of energy for production in the manufacturing sector. At the end of 2016, the project had met its objectives and its life cycle came to an end. For further details read the full story on page ...

### SECRETARIAT NEWS

#### ZAM Website

As ZAM turns 30, it has launched and rebranded its website with more features and more information. We want our members and other website visitors quickly to find information and get talking with. Our membership forms can be found on our site with a mini display of our members. The Zambian Magazine articles are now online meaning that our magazine has gone digital too. We are going to use the new website to bring smart ideas to life in terms of digital marketing for our members, the site will soon be open for digital marketing and we shall link it to many other sites and blogs as well as social channels. ZAM this year is determined to reach out to masses through digital. Visit our site on [www.zam.co.zm](http://www.zam.co.zm).

#### 29th Annual General Meeting

During the course of the year 2015, ZAM held its 29th Annual General Meeting at Radisson Blu Hotel, during which new office bearers were ushered into office. The office bearers will be steering the manufacturers’ ship from 2015 to 2017. Mrs. Roseta Chabala comes in as the captain of the ship taking the position of President. The other crew members on the helm include Mr. Richard Franklin Vice President - South, Mr. Basil Nundwe, Vice President - North and the 3 trustees; Mr. Chance Kabaghe, Mr. Sajeev Nair and Mrs. Rita Edwards. Additionally several Sector Representatives were equally ushered into office and similar to the main executive committee their tenure of office will also end in 2017. The Annual General Meeting was officiated by Minister of Commerce Trade and Industry Hon Mrs. Margret Mwanakatwe MP. Secretariat would like to take this opportunity to congratulate the new office bearers and give them best wishes as they work at taking the association to greater heights in the midst of rough waters.

#### ZAM Members of Staff

In order to give support to the Executive and attend to manufacturing sector issues promptly, The ZAM Secretariat is run by a vibrant and result oriented team of experts which includes;

Chief Executive Officer – Mr. Maybin Nsupila  
 Policy Analyst – Mr. Lewis Chimfwembe  
 Membership Officer – Ms. Gallina Tembo  
 Finance and Administration Officer – Mrs. Chipu Mtonga  
 Business Development Services Officer – Mrs. Tasila Mwila  
 Projects Officer – Mr. Henry Tembo  
 Office Assistant/Driver – Mr. Kennedy Simwaka

# Policy Update

By Lewis Chimfwembe  
(Policy Analyst)



## 1. Mobile Testing Lab

The Ministry of Commerce, Trade and Industry is working with the United Nations Development Programme (UNDP) in implementing a project aimed at reducing income inequality and poverty in Zambia via enterprise development. In this regard, ZAM joined other stakeholders at the handover ceremony for the Mobile Testing Laboratory.

Honourable Margaret Mwanakatwe received the Mobile Testing Laboratory from UNDP which will assist Small and Medium Scale Enterprises (SMEs) especially those far from Lusaka. The equipment is vital in helping manufacturing SMEs improve the quality of their goods in order to be competitive in both local and international markets.

## 2. Safeguard on Steel

Following a complaint from manufacturers of steel and trailers in Zambia against a surge in imports of like products which were threatening to cause severe injury to the domestic industry, the government conducted preliminary investigations into the claim and invoked a provisional safeguard on 10th July, 2015 to run for 180 days.

The provisional safeguard invoked through Statutory Instrument number 46 of 2015 imposed 15% duty on imports of like products from COMESA and SADC countries implementing the free Trade Area and 25% duty for imports originating from any other state. Further, for goods with HS Code 7210 imported from any other state or territory shall be subjected to customs duty of 30%.

In line with the WTO guidelines on safeguards, government has appointed an Investigation Committee to carry out full investigations and provide a report for the Advisory Committee.

The Advisory Committee will then determine whether to implement a full safeguard or employ alternative means after the 180 elapses.

## 3. Edible Oils Permit System

After several complaints from the manufacturers of Edible Oils over imported Oil into Zambia, the Minister of Agriculture, Honourable Given Lubinda, constituted a Technical Committee on edible oils whose mandate was to look into issues pertaining to edible oils and advice government on measures to take. An import permit system was, therefore, put in place and guidelines were published for all importers of edible oils to follow.

## 4. Health Clearance Certificate

The Ministry of Health has put in place an import permit system for food ingredients. Following complaints from ZAM members who had challenges with regard to the importation of food ingredients for use in their beverages and other food products among others, Secretariat engaged the Ministry in order to ensure that the permit system did not work to disadvantage the manufacturing sector.

## 5. South Africa Honey Market

In September 2015, the South African government granted Zambia market access for Pure Honey. This follows a consistent set of engagements between the two governments for over a 10years in which ZAM was actively engaged. South Africa closed its market to Zambian Pure Honey citing Zambia's failure to comply with Sanitary and Phyto-Sanitary (SPS) requirements for Pure Honey. South Africa feared Zambian Pure Honey might contain *Nosema Ceranae* and *Paenibacillus* larvae.

*Nosema ceranae* is a parasitic microsporidium that dates back from mid 1800s in New Zealand.



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“ Goods with HS Code 7210 imported from any other state or territory shall be subjected to customs duty of 30%...”

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The parasite only infected Asian honey bee until 1990. It was reported in USA in 1995 and in Spain in 2005.

According to an article published by the New Zealand Ministry of Primary Industries, Nosema increases the mortality of adult bees and can cause the death of some colonies during winter and spring. Nosema reduces honey yields, and causes poor population build up because the bees are unable to produce enough brood food. If a queen becomes infected, her ovaries degenerate and her egg laying capacity is reduced. The severity of infection varies among colonies. In slight infection, losses are small, but in severe infections the colony will dwindle and may ultimately die out.

According to the African Honey Bee (AHB) South Africa produces about 1,000 tons of honey per year but consumes about 3,000 tones. Therefore, the country has to import the 2,000 tons deficit of pure honey under HS Code 0409.00.00. Honey from Zambia can now be exported to the South Africa with no measures put in place.

## 6. Bilateral Agreement with DRC

In August 2015, Zambia signed a Bilateral Trade agreement with the Democratic Republic of Congo. Zambia's Commerce, Trade and Industry Minister Honourable Margaret Mwanakatwe with her Counterpart from DRC signed the agreement at the signing ceremony that was held at Lusaka's Intercontinental Hotel.

The Democratic Republic of Congo is Zambia's biggest market for non-traditional exports. The country has, however, not been an active in phasing down tariffs and participating on the free trade areas under the regional economic communities of SADC and COMESA. To secure increased market access to the DRC market, the Zambian government has in the past 15 years been trying to sign a bilateral agreement with that country's government. Consequently, the agreement is of great benefit to the Zambia Manufacturing industry.

ZAM participated in the negotiations to ensure that the agreement tends to promote growth of and not serve as an impediment to the manufacturing sector in Zambia.

## 7. Tripartite Free Trade Area Launched

African leaders launched the Continental Free Trade Area (CFTA) during the third Tripartite Summit held in Sharm El Sheikh, Egypt in 2015. The CFTA brings together 26 African countries from Cape to Cairo with a combined population of 600 million people and total Gross Domestic Product of US\$1 trillion. The TFTA is made up of three regional economic communities namely; Common Market for Eastern and Southern Africa, (COMESA) Southern Africa Development Community (SADC) and East African Community (EAC). The negotiations for the tripartite began after its endorsement at the Summit of Heads of State and Government in Johannesburg in June 2011. ZAM has provided inputs in all manufacturing related positions for Zambia under the tripartite.



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“ The tariff increment effected by ZESCO of, in some cases, higher than 180% has greatly increased the cost of production in the sector.”

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## 8. Energy Crisis and surge in electricity tariffs

The energy crisis that Zambia experienced in 2015 and has continued to experience has affected many sectors of the economy and manufacturing has not been spared. Power rationing which according to the Zambia Electricity Supply Company (ZESCO) was due the low rainfall, led to some companies shutting down at least one of their shifts while others resulted to use of more costly alternative sources of power like generators.

While it is clear that the nation needs to migrate to cost reflective tariffs as a way of achieving a long term solution, the tariff increment effected by ZESCO of, in some cases, higher than 180% has greatly increased the cost of production in the sector. Companies have seen their monthly electricity bills increase by over 200%.

Zambia Association of Manufacturers has engaged ZESCO and the Energy Regulation Board to try to find an appropriate route to achieving cost reflective tariffs without paralysing the manufacturing companies.



# YOU, *the farmers,* are our PARTNERS

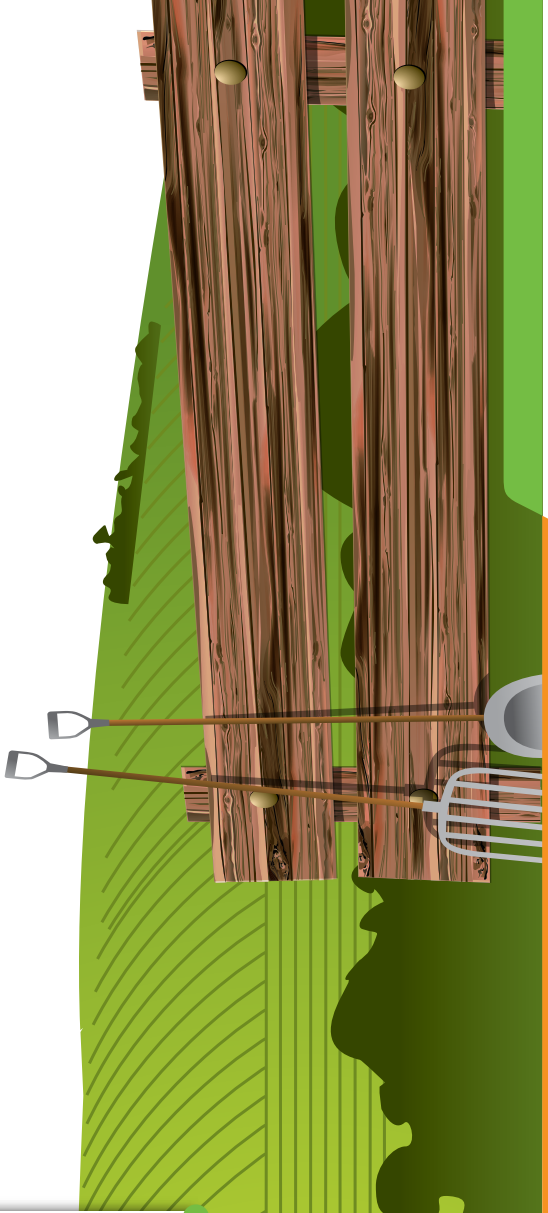
**TRAINING**  
NWK has a skilled staff base working in the field dedicated to training farmers to understand farming as a business.

**MECHANIZATION**  
Farmers are able to apply for a tractor, trailer, planter, ripper, and boom sprayer on loan as well as various inputs.

**RETAIL**  
9 retail stores are located through out the country. NWK serves your agri inputs shop for all farmers in the regions.

**PURCHASING**  
NWK Purchases Cotton, Maize, Soya, Sunflower, Ground Nuts, Cowpeas and Wheat at its buying sites located around the country.

**E-PAYMENT**  
To minimize security issues on payments NWK purchased mobile phones for its farmers and now pay farmers through Mobile money.



Grow with us...



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# ZAM

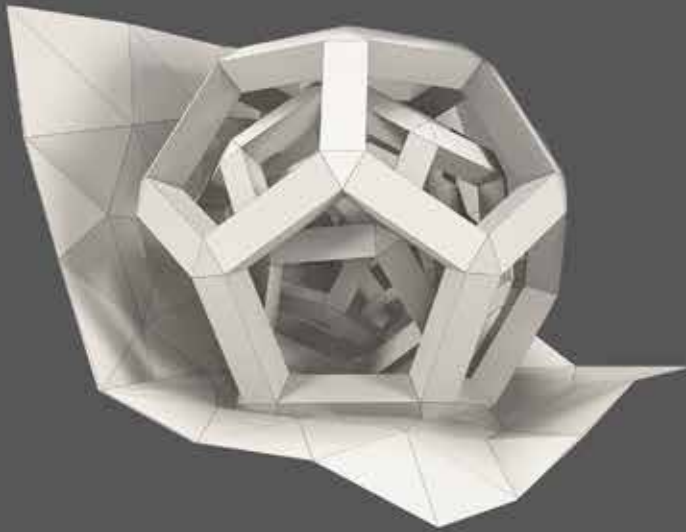
## Executive Members and Sector Representatives 2015 - 2017

### Executive Members

#	Position	Board Member	Company	Contact No.
1	President	Mrs. Roseta Chabala	Metal Fabricators of Zambia Limited	+260211274303/5
2	Immediate Past President	Dr. Bright Chunga	Trade Kings Zambia Limited	+260955 433350
3	Vice President North	Mr. Basil Nundwe	Scaw Zambia Limited	+260966 750293
4	Vice-President South	Mr. Richard Franklin	Zambeef Group of Companies PLC	+260977 794506
5	Trustee	Mr. Sajeev Nair	Agro Fuel Investments	+260955 843625
6	Trustee	Mrs Rita Edwards	Equatorial Food Ingredients	+260977 770409
7	Trustee	Mr. Chance Kabaghe	Seedco Zambia Ltd	+260977 794466

### Sector Representatives

#	Sector	Sector Representative	Company	Contact No.
1	Agro Processing	Mr. Khama Mbewe	Lumuno Organic Foods	+260969 531453
2	Metal Engineering	Mr. Kedia Gopal	MM Integrated Steel Mills Ltd	+260977 301418
3	Edible Oils	Mr. Dharmesh Patel	Mount Meru Millers (Z) Ltd	+260 211 255241
4	Plastics	Mr. V.M.K Narveem	Afripak Zambia Ltd	+260966 591591
5	Wood & Wood Products	Mr. J.S Tembo	Copperbelt Forestry Limited	+260966 782594
6	Beverages (Alcoholic)	Mr. Manfred Ngweza	Duncan, Gilbey and Matheson	+260977 854328
7	Beverages ( Non- Alcoholic)	Mr. Rodney Sikumba	Hult Enterprises Ltd	+260978 980316
8	Explosives	Mr. Anthony Mwila	Orica Zambia Limited	+260971 511244
9	Leather and Leather Products	Mr. Richard Franklin	Zambeef Products Plc	+260 211 241519
10	Electrical Engineering	Mr. George Narder	Electrical Maintenance Limited	+260 211 227824-7
11	Milling	Mr. Peter Cottan	Superior Milling Ltd	+260 211 289848
12	Textiles & Garments	Mr. Ivor Muluba	Cork Trading Ltd	+260966 777 672
13	Paper	Mrs. Lydia Sibanda	LST Industries Ltd	+260977 784745
14	Paints	Mr. Goodson Mwenso	Kansai Plascon Paints	+260 211 287939



# 3D Printing

## The Future Of Manufacturing

Penias Chabwela, Consultant in Private Sector Development, Lusaka, Zambia

I first learnt about 3D printing when I was looking to replace a part on my old faithful HP computer. After combing the internet sales sites and forums, one kind fellow advised me sarcastically to “just download the design and print the silly thing”.

With no access to 3D printing in my immediate vicinity it was pointless to even search for the design online, I thought so and I sought other means; three months later I drew the conclusion that I should have gone 3DP. Here I explain why and go further to show how rife with opportunities and threats 3DP is too small, low-industrialized economies. I don't cover all the bases, but I believe just enough to get you thinking about it and maybe wanting it for yourself.

Manufacturers are constantly looking for means of increasing productivity while reducing factor usage, and this is the crux of most research and development efforts of most industries. By inventing additive manufacturing (3D Printing), suddenly a breakthrough in cost optimization was imminent, and manufacturers could finally behold a means of manufacturing that required fewer inputs for the same or more outputs. Two main schools of thought emerged with respect to the prospects for developing and Least Developed Countries: the first is that LDC firms and entrepreneurs would not need to invest heavily in complicated industrial equipment in order to start up new manufacturing firms or expand existing firms; secondly, due to the poor level of technology adoption by LDCs, and the lack of government led incentives, the 3D printing revolution would pass them by, thus plunging further into poverty.

Economists use the term ‘disruptive effects’ to describe an innovation that creates a new market by applying a different set of values, which ultimately and unexpectedly overtakes an existing market. Strong market leaders and alliances fall prey to the disruptive effects thus ushering in new market trends and value networks. It goes without saying that not all innovations are disruptive, at least not immediately. The advent of the mobile phone in the late 80's was not disruptive due to the high cost of the devices. It was not until com-

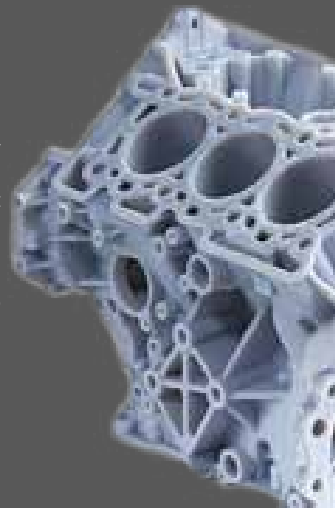
panies like Motorola and Nokia mass produced smaller and cheaper devices to cater to the needs of the highly populated developing and least developed countries, that telecoms companies that offered landline services were threatened enough to adopt the technology to stay the risk of being forced out of the market. Other examples of disruptive innovations are: personal computers, pocket calculators, USB flash drives and micro SD's, LCD projectors, digital photography and desktop publishing.

What, then, is 3D printing and is it, or will it be, disruptive as an innovation? Additive Manufacturing (AM or Three-Dimensional (3D) Printing or 3DP), according to an authority in the area, Daniel Castro (in his publication “Should Government Regulate Illicit Use of 3D Printing”), entails the creation of a three-dimensional object from a digital design or

model by the successive laying down of layer upon layer of materials. The created objects are made from the bottom upwards. The first step is the creation of a design either from scratch using computer programmes such as Auto-CAD or from 3D scans of existing items. After feeding the design into the 3D printer, layer by layer of material is ‘printed’ until the desired object is realized.

3D printing has been coined by some writers as the Industrial Revolution 2.0. It has received higher acclaim in the last two decades than expected, and it is already beginning to significantly change major facets of human life. Stories of 3D printed human organs have been finding their way on to social media, and trending quite highly, too. But if one is to appreciate 3D printing it is critical to explore its applications, in the past and present, and what lies in store for 3D printing in the near and far future.

3D printing has been coined by some writers as the Industrial Revolution 2.0.



Yes, 3D printing is an advanced form of manufacturing. Thus far it has been used by small and large corporations in a vast array of business and non-business sectors around the world, particularly in the developed world. Recently, [www.futurism.com](http://www.futurism.com) reported that a 9-month-old baby was saved by a 3D printed heart replica in China. Much as I would like to lead you to believe that a 3D printed heart was placed in a nine-month old baby, actually the scan of the baby's heart was printed using a 3D printer to create a replica which the surgeons used to pre-plan the life threatening surgery. Dr. Zhang Xueqin, an accomplished surgeon, and his team performed the surgery in half the time due to their prior practice. Other medical applications like the Intel – 3D Systems collaboration in the design and production of a prosthetic hand for an 11-year old Spanish boy at a significantly lower cost, prove the importance of 3D printing in prosthesis. In this backdrop, and in the backdrop of the United Nations report on 3D printing as a "local manufacturing source for goods related to humanitarian relief," Crowd4Africa, an organization formed by Rome-based students, is promoting the campaign to provide African hospitals with 3D printing mini factories.

### What about the Zambian Manufacturer?

How is she or he affected by the technology? To answer this question we need to understand the technology in a bit more detail, particularly with respect to the benefits and challenges regarding production factors such as: cost, time, quality, volume, customization and economies of scale.

Currently the majority of industrial-grade 3D printers cost between \$49,000 and \$500,000 depending on the material they print and the size of the product. The most expensive 3D printer costs slightly over a million dollars. On the other end of the spectrum are the personal 3D printers which are small enough to fit on your office desk. These cost as little as \$100 - \$2,500. Comparing to traditional manufacturing requires a more detailed cost-benefit assessment, but generally 3DP experts such as Benjamin Grynol suggest that the mould and tooling costs are higher in traditional manufacturing. Despite the relative lack of economies of scale in 3D printing at present, it is relatively faster and easier to manage JIT (just in time) inventory and products are easily customizable for a single purpose. It is therefore likely to be more cost effective for a start-up manufacturer to use 3DP technology than for an existing traditional manufacturer to change over.

The fact is that developing countries in general specialize in production and exportation of heavy labor intensive goods whereas developed countries specialize in capital intensive goods. Examples of labour intensive goods are copper ore, agri-

cultural products and clothing, and capital intensive goods are smart phones, automobiles and other electronics. Copper Ore is extracted in countries with cheap and available labour (Zambia, Chile and DRC) and dispatched to highly developed and/or industrialized countries like UK, China and USA, where value is added using advanced technologies. Likewise, smart phones are traditionally manufactured in high labour countries like China but based on designs from specialized industries in the USA's Silicone Valley, for example, which is vastly capital intensive. My view is that the two broad anticipated effects of 3DP will be any of the following occurring simultaneously or exclusively in the short run (5-15 years), with unintended results leading to a more fixed outcome revolving around just one in the long run (15 years or more from the first emphatic adoption of the technology):

1. Start-up entrepreneurs in low income countries like Zambia will procure 3D Printers and venture into low scale manufacturing, at first of common household goods like cups, utensils, replacement parts for basic household

2. Investment in manufacturing from high income countries will reduce as the need for labour in the manufacture of traditionally labour intensive products reduces owing to the conversion to 3D printing. There is a strong likelihood that these same firms will export to LDCs like Zambia, which, in this scenario, will not have adopted the technology as aggressively as the developed and developing country manufacturers. The reduction in the level of outsourcing jobs from developed to least developed countries is expected to leave gaps in our economy due to high unemployment, reduced investment and further declines in industrialization.

"The exploitation of cheap labour can no longer serve as the comparative advantage in the face of the relatively cheap, yet highly efficient technology that is radically overhauling the manufacturing sector around the globe."  
- Hailemichael Teshome Demissie, African Centre for Technology Studies

It goes without saying that it is in the best interest of manufacturers in least developed countries to take strides towards the adoption of 3DP technologies. In order facilitate this adoption, policies that create a conducive environment for additive manufacturing need to be designed and adopted. The legislative framework should be flexible enough to incentivize local manufacturers to develop, adapt or procure 3D printing technologies, and standards and sector codes need to be developed in a participatory manner through the involvement of the Zambia Association of Manufacturers and technology hubs such as Bongo Hive Technology and Innovation Hub. Capacity Building is also a critical factor. 3DP needs to be integrated into curricula at all levels of education, and the production and sale of designs should be promoted as much as possible

It is in the best interest of manufacturers in least developed countries to take strides towards the adoption of 3DP technologies.

appliances like blenders and bicycles. Eventually, as profits rise, the enterprise will invest in more advanced printers and will begin to break even and cater to a larger market for products such as plastic bottles for hair products and bottled water. As for existing Zambian manufacturers, those that do not adopt the technology will be forced out of business. Thus Zambia would transition from a predominantly labour intensive economy to a somewhat labour-capital balanced economy. Imports of goods will most likely reduce relative to exports, and the trade balance would then tend towards a positive value.



# Chimp

## Enterprises Limited



**S**ituated in the light Industrial area of Lusaka, Chimp Enterprises Limited is a dynamic business- oriented manufacturing firm with a backbone in beverages been Sabo juice and water. Chimp has been in the game since 1991 and is still playing stronger and going higher.

SABO juice is our key flagship brand that is now distributed in Lusaka's major supermarkets, market areas and many other residential areas. Our major future plans are to widen our market presence by distributing all our products across the country and become the household name.

Our firm has a very strong marketing team for we have managed to establish and register our presence on the market. Our presence is and will continue lead to a steady growth when we roll out to reach the entire Zambia.

### CHIMP ENTERPRISES SUPPLY THE FOLLOWING PRODUCTS:

- Sabo Drink
- Mineral Water
- Rab's Pure Glycerine
- Rebecca Shampoo

### OUR FUTURE PLANS

In the near future Chimp Enterprises will be the best Food and Beverage Industry in Zambia and Africa at large. We are also planning on expanding the business to other countries within Africa by establishing plants in those countries. Operating plants and distribution outlets will soon be opening in our neighbouring countries.

Sabo shall soon be a global name and to achieve this we have embarked on training our members of staff so that they deliver accordingly and be able to meet the market demand.



# Superior Milling

sector representative of the year 2015

## MEALILE

Since time immemorial Superior Milling has predominately been known to be a producer and supplier of Maize Meal products. However this scenario changed in 2014 when the Company diversified its business operations and ventured into the supply of Sugar, Flour, Rice and Salt, making it a major supplier of food products in Supermarkets.

Though challenging, the diversification into other products has proved to be one of the best decisions the Company has made considering the growth of its brand since that time. Our Trademark coupled with increase in sales has now become pivotal yardsticks on which we consistently measure our progress.

The scooping of the "Sector Representative of the Year 2015" award, during the 2015 Zambia Association of Manufacturers (ZAM) Manufacturers Week and at the Gala Dinner held in November at Radison Blu Hotel is evidence to the growth of our brand.

Today we are delighted as a Company to carry the mantle of being the number one brand in the Country in terms of production, distribution and competitive prices.

Our diversification into other products has greatly contributed to the strength of the Mealile brand as the Company has consolidated its presence in Shoprite, Pick n Pay, Spar, Game Stores, Melissa, Sana Supermarket including Engen Quick shops and SGC filling stations.

Through this distribution network coupled with self-run-depots, Mealile products are accessible Countrywide although our aim is to open New Depots in 2016 as a way of increasing our presence in every province.

Our production capacity has helped our cause as we now produce around 9,600 MT per month from the previous figure of around 3,000 MT per month.

To cope with this increased production capacity, Superior Milling has continued to venture into new markets by opening New Depots with the Kabwata Depot in Lusaka being the first in 2016. Thereafter several other Depots are earmarked for opening starting with Chipata and followed by Petauke in Eastern Province.

The New Depots to be opened in 2016 are a direct response to Government's call for Millers accessing FRA Maize to open more selling points to make Zambia's staple food (Mealie Meal) more accessible and available to the market.

As a Milling Company on the FRA maize programme it is our obligation to help the nation by making our Mealie Meal available in all corners of the Country at the recommended retail price.

This is so because we believe in Affordability, Accessibility and Quality. These are the ethos that forms the critical part of our existence and this is why we continue to work with the Government of the day to feed our nation.

# The Strategic Importance of Manufacturing

## Stressing the need for Zambia to Refocus Development Efforts and Discourse on Manufacturing.

By Maybin Nsupila

### Performance Of The Manufacturing Sector In Zambia

Zambia's manufacturing sector has shown encouraging growth trends in terms of contribution to GDP growth, employment, FDI inflows, and export performance during the past decade. Between 2000 and 2013 the sector recorded compounded annual growth rate of 5.5% (IGC, 2014). This growth has mainly been underpinned by the food, tobacco and beverages sector; the basic metals and fabricated engineering sector; cement and chemicals, plastic and the rubber sector. Employment in the manufacturing sector increased fourfold from 55,600 people in 2005 to 216,700 people in 2012 (IGC 2014). Between 2005 and 2012, the percentage contribution of the manufacturing sector to total employment increased three-fold. Despite this positive growth, manufacturing sector's contribution accounted for less than 4% of total employment in 2012. As regards, GDP, the sector's contribution has remained static in the last few years standing at about 8%.

The sector has also seen increasing share of FDI. Out of US\$ 1.7 billion FDI flows in 2012, US\$ 933 million targeted mining, and US\$ 470 million the manufacturing sector (IGC, 2014). Manufacturing FDI stock rose from US\$ 883 million in 2011 to US\$ 1.3 billion in 2012.

It is clear that the Zambian local manufacturing industry has underperformed in many respects due to a number of factors, some of which were covered in the previous edition of this magazine. This note is meant to highlight the strategic importance of manufacturing so as to inform policy makers and other stakeholders of the need to refocus their effort on developing the local manufacturing industry as a means of countering the many socio-economic development challenges that the country faces today.

### What then is the Strategic Importance of Manufacturing to Zambia's Development?

On the one hand, there is overwhelming evidence that technology and innovation – which are crucial for economic development – have historically been underpinned by growth and development in manufacturing. The progress witnessed in technology and innovation across most Asian countries as well as other more developed countries have mostly been attributed demands and needs of the manufacturing industry. Beyond being the driver, manufacturing also acts as a major conduit for diffusion of new technologies to other sectors of the economy. The low levels of advanced in technology and innovation experienced by countries that have not made a breakthrough in the development of manufacturing is also instructive about the role of manufacturing in technology upgrading as well as innovation.

On the other hand, manufacturing in comparison with other sectors is characterised by very strong linkage and spill-over effects which act as a critical source of demand for other sectors. While agro-processing provides a market for primary agricultural products, metal engineering and fabrication resulting in products such as steel and copper cables provides a market

for mineral resources such as iron ore and copper ores. In this regard, manufacturing is not only an important source of demand that is crucial for growth of the agricultural sector and other extractive sectors such as mining but also an important source of demand for services such as insurance, banking, transport and communication. Further, the embedded forward and backward linkages characterising manufacturing therefore, have immense potential for increased domestic investment, employment and output in Zambia's development.

Further, manufacturing offers significant opportunities for export market expansion and is therefore, a key driver of growth in merchandise trade due to Angel's Law. The Law points to the fact that the share of primary agriculture in total household expenditure falls as per capita income rises and that the share of manufacturers increases. This is explained by the fact that as an economy increasingly registers advancement with a growing middle class, who are inclined to consuming more processed foods, there are better prospects for manufactured products than primary agricultural ones. Increasing exports of dynamic products, particularly manufacturers, with high income elasticity of demand is thus key to Zambia's sustained development.

Manufacturing also has a higher potential for more value-added and decent employment relative to agriculture and traditional services. This is so because of the diminishing returns to scale characterising agriculture partly explained by fixed factors such as land. Implicitly therefore, opportunities for expanding employment in the agriculture sector are limited especially in the face of population growth and urbanization being experienced in some areas of Zambia. This is so because population growth and urbanization is giving rise to displacement of labour from the agriculture sector. The growth in manufacturing is crucial to the continuous absorption of this displaced labour and contributing to enhancing economic and social stability.

Finally, given that the prices of manufactured products are more stable compared to the price of commodities, increased production and export of manufactures shields a country from commodity shocks and therefore, provides a firm foundation for sustained and undisrupted growth and development. The experience that Zambia has had every time there has been a collapse of global copper prices further reinforces this point.

### Conclusion

With all the outlined benefits that come with a developed local manufacturing industry, there is no question that a developed manufacturing industry can foster accelerated socio-economic development Zambia. There is need therefore, for relevant stakeholders – government, private sector, civil society including sector associations and donors active in private sector development – to ensure that their development efforts are refocussed and aligned to ensure that manufacturing is placed at the core of the broader development strategy.





# Why ZAM?

Zambia Association of Manufacturers currently represents the interests of twenty sub-sectors through policy advocacy, dialogue, lobbying, business linkage initiatives, and the provision of other key services such as technical advice, marketing facilitation and training. ZAM membership is drawn from the following sectors;

- Agro Processing
- Metal Fabrication & Engineering
- Asbestos Processing/Building Products
- Milling
- Beverages (Alcoholic & Non-Alcoholic)
- Paints
- Electrical Engineering
- Paper/ Printing
- Explosives
- Petroleum Products
- Gemstones
- Plastics
- Industrial Gases
- Refractory/ Cement
- Leather & Leather Products
- Rubber Products
- Pharmaceuticals
- Soaps & Chemicals
- Wood & Wood Products
- Textile & Garments

## WHY JOIN ZAM?

Whereas the manufacturing sector has continued to grow at an average of 4% in the last 10 years, it has the potential for even more robust growth driven by the private sector. ZAM provides the vehicle through which manufacturers can jointly achieve this objective.

To propel productivity, reduce the costs of production and address the various challenges facing the sector, ZAM NEEDS YOU to add your voice to the voice of industry.

## WHAT'S IN IT FOR ME?

- Greater bargaining power to address production challenges
- Opportunity to represent the manufacturing industry in national policy making process
- Networking with like-minded business executives
- Create business linkages with key customers
- Training opportunities for staff and organizational development
- Access to business information, reports, surveys and studies on manufacturing industry
- Recognition of outstanding performance in Industry

## WHO CAN JOIN?

ALL manufacturers, both large and small are welcome and encouraged to join the ZAM in designing interventions to strengthen sector performance and enhance growth opportunities.

## CONTACT ZAM

Post Net Box 424, P/Bag E891, Manda Hill Centre, Lusaka  
Email: [info@zam.co.zm](mailto:info@zam.co.zm), Tel: +260 211 253696, Fax: +260 211 253693

Visit Us In the Lusaka Showgrounds, Right Next to the Show Society Building, Opposite the Main Arena

# Let's get eating with Kizi's Cakes and Catering

**K**izi's Cakes and Catering is a wholly owned Zambian company and was registered in 2014. The name Kizi comes from the proprietor's name Kizubo, Mavis Bota nee Kyakilika. Because of the passion she has in baking and cooking, Mavis left formal employment in the NGO world in 2014 to pursue her dream in making delightful confectionery, other baked goodies and the yummy cooking of various dishes.

Mavis holds a Bachelor's degree in Public Administration and Sociology with a Master's Degree in Business Administration. Like a fiction story but true, she fell in love with baking at an early age inspired by her maternal grandfather who would occasionally during family visits would give his daughter some baking lessons. He was an innovative cook that worked for expatriates in the late 60s and early 70s. The community where he lived in the mining compound knew him well for his meat pies baked in a make shift clay oven in the backyard.

Over the years Mavis has won the hearts of her friends, clients and family with delectable goodies that have come from her kitchen, such as her popular chocolate, black forest and carrot cakes. It was from such a rich background and encouragement from family and friends that Kizi's

cakes and catering was born. Kizi's has been on the market for exactly two years and is growing steadily and competing favourably.

Our major line of business at the moment is the production of mini health peanut and oatmeal cookies that we supply to various shops and supermarkets. This product is very good for those who are watching their health and supports the efforts to reduce the rise of uncommunicable diseases such as diabetes and is supplied to parties and other functions while at the same time attempting to break into major chain stores and mini marts within and outside Lusaka. Additionally we are able to provide catering services for any event, it be matebeto, various parties, weddings, corporate events and many more.

In the coming years, Mavi's dream is to take Kizi's Cakes and Catering higher by becoming a brand name for every household and event.

Kizi's cakes and Catering production and sales are done at the base in PHI off Benny Mwiinga Police Road Lusaka. With time, Mavi's believes that she will expand the production base and will start operating from a factory.





# NWK

## Aims High

**To be the most Innovative Agricultural Business in the SADC Region**

NWK supplies competitive, innovative, quality inputs, agronomic advice and financing solutions to farmers. We provide them with the best market access by purchasing, storing and processing commodities and/or sell it on to various end-users.

**W**e use our intimate knowledge of small, emergent and commercial farmers to improve the livelihoods of the farming community while delivering a reasonable return on equity to our shareholders.

To achieve our goals we use our expanding footprint and resources, qualified, dynamic, committed personnel and an inclusive management philosophy.

Our core business includes Cotton, Retail, and Commodities.

### Cotton

NWK Agri-Services was historically a cotton based company; our network of farmers was built around the cotton growing areas and cotton continues to be a core aspect of our business.

Our cotton production is done by over 130 000 smallholder farmers, supported by our regional agricultural offices located in Lundazi, Chipata, Katete, Petauke, Lusaka, Kabwe, Mumbwa, Monze, Gwembe and Choma.

Our team of agronomists prepares and disseminates training programmes based on best practices in cotton growing, to all our farmers. It is of the utmost importance that our farmers are up

to date on current best practices in agriculture to ensure their cotton yields are high and that the best measures are being taken to ensure the environmental sustainability of their practices. We also support our farmers with financial training in the form of Farmer Business Schools, which are well attended and well received.

### Retail

NWK Agri-Services' Trade Centres are strategically located throughout the country. The company operates as a one-stop shop for farmer inputs. We sell seed, fertilizer, chemicals, day old chicks, feed, veterinary products, protective clothing, sprayers, solar lights, hardware and mechanization equipment. Our stores are located in Lusaka Soweto, Lusaka West, Mumbwa, Monze, Nyimba, Petauke, Katete, Chipata and Lundazi.

### Commodities

NWK Agri-Services diversified from its Cotton based to also trade and store commodities like maize, soybeans, sunflower, cowpeas and pigeon peas. We also encourage our farmers to diversify as well. The company provides a secure market for its farmers to sell their crop. In diversifying farmer's crop, farmers are no longer relying on one crop in the market and can therefore benefit on different commodity prices. NWK

Agri-Services processes raw seed cotton into lint, cottonseed and planting seed.

We support smallholder farmers and commercial farmers by providing a market for their commodities. NWK Agri-Services purchases maize, soybeans and other commodities from smallholder and commercial farmers at its various operational sites across the country on a "cash on delivery basis". We also provide short- and long-term grain storage solutions across the country at very competitive rates. Types of storage offered, include Shed storage, Silo bag storage and Outside storage. Grain storage and intake facilities are currently situated in Chipata, Katete, Petauke, Kabwe, Lusaka, Mumbwa, Monze, Gwembe and Mpongwe.

### Corporate and Social Responsibility

The company has teamed up with various organizations to support the communities where we do business. Recently we launched Spray Races in the Mumbwa area in support of cattle farmers. We are also involved in promoting E-Payment as a safe and cost effective way to handle money.

**We live by our slogan – GROW WITH US!**

# Savoury Base Flavours

**\*\*NEW LAUNCH\*\***

## Why Savoury Base Flavours?

We are very pleased to present our new range of powdered Savoury Base Flavours. This is something very new for the SA food sector—you have seen nothing like this range up to now. The key building blocks for all savoury flavours, for meat/spice mixes, etc.

## Our new range opens the door for you to:

- \* Improve product quality
- \* Improve and gain flexibility to make all savoury profiles
- \* Reduce costs
- \* Reduce MSG and sodium levels
- \* Use flavours from a natural source

## What can they do?

Savoury Base Flavours are the key, central part of all savoury flavours. The core or mid-section of the Flavour Triangle. You may currently be buying much more expensive "flavours" which of necessity include such savoury base notes. Why pay more? Savoury Bases may be all the flavour impact you need.

You may be using "old technology" ingredients such as BYP. Not only can we enhance all types of different savoury notes, we can also "tailor-make" these notes to meet your requirement for specific Meat, Beef, Chicken, Mushroom, Vegetable and Roasted Notes.

Savoury Base Flavours enhance and create the Umami Effect. They work in synergy to enhance flavour, body and mouthfeel in virtually all savoury applications.

Apart from their key role of flavour enhancement, we also expect that salt and/or MSG dosages can be reduced if desired.

Contact Equatorial Food Ingredients Ltd.  
Tel: +260 211 272120/1/2

[www.capefoodingredients.com](http://www.capefoodingredients.com)

FOOD INGREDIENTS  
**CAPE**

## Example

### BYP Replacement

Here we have developed several products, from concentrates to a 1:1 dosage/replacer. All deliver the characteristic, full-bodied savoury profile required.

### BYP Replacer 60.918C

Dosage typically 1-3% (1:1 vs BYP)  
Applications: include soups, sauces, soya products, snacks, processed meats, stock cubes etc.

### Savoury Base Notes

Applications: all savoury notes, from the usual meaty/veg/mushroom notes to cheese and even maize flavour enhancement.

**VEGETARIAN    HALAAL    KOSHER**

Savoury Base Type: 3 Examples	Dosage	Application
<b>Chicken 30</b> Good chicken breast notes, with umami.	2 - 3%	All savoury applications.
<b>Meat 954</b> Strong roasted meat notes, many variations and extensive umami notes.	0.8-1.5%	All savoury applications.
<b>Vegetable 20</b> Boosts vegetable notes, umami.	1-2%	All savoury applications.

### Top Notes

Yes, at the apex of your Flavour Triangle, you may (or may not) need further top notes on top of these Savoury Bases. And yes, we have these available as well (in liquid) — Beef, Chicken, Mushroom, Cheese, Sweetcorn, Black Olive, Peppers, Herbal Notes, Smoky etc. Just ask us for samples.



Contact Equatorial Food Ingredients Ltd.  
Tel: +260 211 272120/1/2

[www.capefoodingredients.com](http://www.capefoodingredients.com)





# KANSAI PLASCON

**P**lascon Zambia was established in 1997 and for more than 15 years, the Company has been in the forefront, supplying Decorative, PC, Industrial, Automotive and Furniture Coatings to our customers in the Construction, Mining, Agricultural, Wood and Panel beating industries. Over the last decade, the Zambian economy has stabilised and is constantly growing. Plascon Zambia has been a major driver of this growth in the painting sector and has grown at over 30% per annual turnover over the last five years. In the process the company has become a market leader in Zambia with over 40% overall market share. Plascon has become a household name in Zambia and represents top quality and excellent service.



### Construction Business

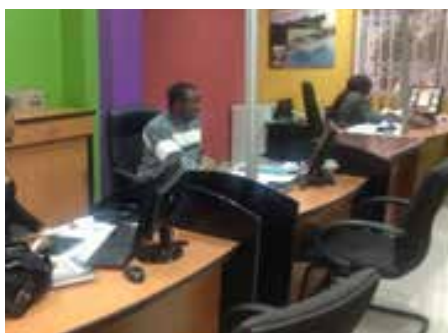
Today Zambia stands on the verge of an economic boom with the Government initiating a number of projects. Infrastructure development is a priority. Government has initiated Pave Zambia 2000 and Link Zambia 8000 projects to improve the condition of Zambia roads and generate employment to more than 20,000 people, as a result of these projects and initiatives Plascon products are being specified and recommended by architects and contractors for Government projects handled by various ministries such as Transport, Works and Supply, Education and Health.

Plascon is also the preferred supplier for major Corporates like Airtel, NAPSAs, MTN, Zamtel, ZESCO, Zambia Sugar, Zambian Breweries, Zambia Railways and many others. Below are some of the housing projects being painted using Plascon products.

with many subcontractors who carry out various projects in the Mines, mainly Industrial and Protective Coatings related.

### Automotive Business

With the huge influx of vehicles coming into Zambia due to the improving economic standards and the pressures on road networks and infrastructure, the Panel beating industry is showing serious growth. Consequently the Auto refinishes demand is also escalating. With this background, Plascon Zambia has made Automotive business a key element of our strategy we stock a wide range of Automotive paints which include price competitive Mas-termix and Auto accessories so as to offer "all products under one roof".



### Retail Business

Plascon has the biggest dealership network in Zambia. We have over 80 dealers covering all parts of Zambia. Plascon also has the widest range of products stocked by Dealers. The biggest dealers are Micmar, Handyman Paradise, Builders Warehouse, Wood Processing, Rekeys, Voltic, Colourtech, Phoenix Electricals and Mica, Fire Prevention, and Kitwe Processing. While most of the dealers stock directly manufactured items, we have over 15 dealer outlets with tinting machines. It can be said that Plascon has revolutionised the Zambian market and created awareness for upmarket flagship range of products whose market share has been steadily growing. Below are some of our major retail outlets in the country.



### Mining Business

Plascon Zambia has a dominant presence in the Mining Sector. Today we have running contracts with all the major Mining companies like Konkola Copper Mines, Mopani Mines plc, First Quantum Mines (FQML), CNMC Luan-shya Copper Mines, Copperbelt Electricity Corporation (CEC), Lubambe Mines (Vale) and Chambeshi Copper Smelter. We have over 80% of the market share for Mine maintenance coatings. Besides we are also working closely



### Corporate Social Responsibility

Plascon Zambia is thankful to Zambia and her people for allowing us to work in peaceful atmosphere and to grow and prosper from strength to strength. We are therefore mindful of giving back to the community and looking at opportunities for the same. Protecting and beautifying national heritage and donations to institutions caring for the poor and needy are some of the ways we fulfill our Corporate Social Responsibility.



**Seba's®**

# Golden Goodness

TASTE THE GOODNESS



**Seba Foods (Zambia) Ltd**, part of the Export Trading Group (ETG), is a Zambian food producer of Corn and Soya based products. Founded in 1997, in the Republic of Zambia, the company's vision is to nourish the nation with a quality range of branded products at affordable prices.

Well known for its Golden Goodness Tasty Soya Pieces, Instant Thobwa, HEPS, and the newly launched Golden Goodness Soya Mince, SEBA makes their products using the highest quality soya beans and corn, sourced from local farmers within Zambia, providing an excellent high protein food for adults, as well as for children.



SEBA FOODS (Z) LTD  
 6454 Buyantanshi Road, Heavy Industrial Area,  
 P.O. Box 36207, Lusaka, Zambia  
 Tel: +260 211 242380 | Cell: +260 977 740832

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 SebaFoodsZambia

Manufacturing Sector in the Midst of

# Regional Integration ( Prons and Cons )

By Lewis Chimfwembe (Policy Analyst)

In the early 1990's, Zambia embarked on the privatisation of state owned companies, trade liberalisation and embraced regional integration. The fact that privatisation and liberalisation were done simultaneously posed a challenge to the new owners of inefficient companies. With trade been liberalised, the domestic firms had to compete with imported products from more established and better equipped firms from all over the world. Hence, the manufacturing sector nearly collapsed during the first 10 years of privatisation period. However, by 2008 the manufacturing sector was back on track accounting for 10.1% of Zambia's GDP (African Economic Outlook, 2014).

According to Winter (1996), regional integration refers to any policy designed to reduce trade barriers between a subset of countries regardless of whether those countries are actually contiguous or even close to each other. There are many Regional Economic Communities (RECs) in the world and Zambia is part of, among others, SADC, COMESA and the newly launched Tripartite Free Trade Area made up of 26 countries from three regional blocks namely; EAC, SADC and COMESA.

Regional integration mechanisms can have a lot to offer to the manufacturing sector. However, in that offer basket, not all things serve to aid the growth of the sector. Therefore, the question that arises is whether regional integration is fostering the growth of the manufacturing firms or actually stifling them?

## Positive effects

Bigger market / economies of scale; Regional economic integration creates a market for domestic products outside the domestic market. The fact that a bigger market is created allows producers to increase their output by either investing in plant expansion or improving capacity utilisation of the existing factories.

Competitiveness; Competition from imported products and also the desire to have a country's goods sold in a foreign market results in improvements in production techniques to lower the cost of production and also elevate the quality of the products.

Bargaining power for the country; Countries within the REC tend to develop similar positions and because of this, these countries can have a united position over a particular matter in multi-lateral trade negotiations which increases the bargaining power of REC members and enhances the chances of getting what they want.

## Negative effects

Injury to local industry; A surge in imports of products similar to those manufactured locally can cause injury to the local industry which if not addressed can cause local firms to shut down.

Dumping; Dumping arises when the exporting country is selling its products in the importing country at a price less than its "normal value. This practice if not addressed on time is in fact more dangerous than a surge in imports.

Specialisation in primary products; For countries within the REC that are at a lower level of industrial development, their cost per unit tend to be higher than those at a higher level of industrial development. A Rec arrangement can, therefore, cause such countries to specialise in production and exporting of primary goods while importing manufactured goods.

## Recommendations

### Regional level

There are a growing number of appeals been made by member states in different RECs. For example, Zimbabwe applied for derogation under SADC, Tanzania has also applied for derogation of sugar, Kenya invoked a safeguard on sugar and Zambia in 2015 invoked a preliminary safeguard on steel and steel products. All these countries feel the need to minimise further injury to and support the growth of the respective local industries.

However, when such trade remedies are invoked without following appropriate procedures they can bring about trade disputes between member states. If the rec mechanisms for handling such cases are not strong member states may begin taking retaliatory measures.

Therefore, there is need to strengthen the RECs in handling matters such as trade disputes in a timely and effective manner. There is also need to have simplified trade remedy regimes for invoking trade remedies under the RECs in order for affected countries to avoid further injury to their local industries on time.

## Domestic level

Mechanism for trade remedies; Much as the remedy regimes can be simplified under the RECs, there are also domestic constraints which may lengthen the time for invoking trade remedies. Thus, there is need to build capacity domestically in trade remedies and also simplify procedures followed to invoke trade remedies at domestic level.

National quality infrastructure; There is also need to develop the national quality infrastructure to aid manufacturing in improving the quality of manufactured goods in order to not only be competitive in local markets but also both regional and international markets.

Transport (trade) infrastructure .There is need to invest in improving the transport infrastructure in order to reduce the cost of land transport which is generally higher than sea transport. This coupled with improvements in border infrastructure and procedures will reduce delays and improve the competitiveness of Zambian products.

Tax policy .Manufacturing use a lot of inputs, some of which are not sourced locally or within the FTA region and as such are imported from outside the region and duty is charged on them. Some countries do not charge duty on such inputs in order to support manufacturing. This results into a difference in the cost of production between manufacturers in different member states.

Therefore, there is need to have a tax policy that takes into account the needs of the local industry. There may be some loses in terms of revenue in the short run but the economic benefits in the long run outweigh the losses by far.





**PRODUCERS OF QUALITY Agri- Lime, Stockfeed supplements, Concrete Products, Aggregates and Bldg blocks.**



### **COMPANY CONTACTS**

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Sales: Cell +260 976 316947, 0955 367 800/0977 367 800,  
Email: riyas@miramamin.com Lusaka, Zambia



# Business Linkages

Opening doors for Business

In Zambia, big business is dominated by large national and multi-national corporates with high expectations from supplying companies. Local companies that would ideally like to supply these big organizations often do not have the correct understanding of what is required and have no way of opening the right door. This is where the Business Linkage Programme comes in.

The Zambia Association of Manufacturers has been working in collaboration with Private Enterprise Programme Zambia to implement strategic projects that promote local content.

Private Enterprise Programme Zambia has introduced the Business Linkage Programme, a five-year project which aims to build and strengthen the capacity of Zambian micro, small and medium enterprise in the private sector, to create jobs and to help the diversification of the economy.

The Business Linkage Programme is working to strengthen the relationship between large cor-

porates and local suppliers by finding potential partnerships and providing information and technical assistance in order to bring local SMEs to a level that makes working with big businesses feasible.

The Business Linkage Programme has exceptionally strong links with some of the key business operators in the country. It is from this background that the Business Linkage Programme is launching an electronic market place called the PORTAL.

This Portal will allow suppliers and buyers to exchange vital information as well as hosting electronic tools to enable buyers to submit tender information and receive bids from suppliers. The portal is operational and can be accessed for registration at;

[zamb2b.com](http://zamb2b.com)

Do not be left out on this great opportunity to grow your businesses!!!



## Lusaka

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DEPARTMENT



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PROGRAM UNDER BEIT CURE HOSPITAL.  
CLUBFOOT CAN BE CURED.





# A New Frontier for CSR and Social Investment Projects

The Musangu Foundation is a new social impact charity that is leading the way in innovative and sustainable CSR projects within Zambia, focusing on Health, Education and Livelihood creation for people living in rural communities.

The Foundation was established in September 2015 to harness the momentum created by business investment, recognising that companies often work in remote regions within Africa and have the capacity to create strategic partnerships with other private and public sector partners to deliver long-term services to rural communities.

Consolidated Mining and Investments Ltd (CMI) in conjunction with Consolidated Nickel Mines (CNM), the group behind the Munali Nickel Mine in Zambia, have invested over \$50,000 in the Musangu Foundation to help kick-start the Foundation's seed projects in and around the Mazabuka District of Zambia.

Simon Purkiss, Chief Executive Officer of CMI said 'we take our CSR very seriously, and aside from our in-house social investment programme, which focuses on the immediate vicinity around our mine, we are thrilled to provide further support to the wider communities in Mazabuka District. The Foundation's involvement is a welcome addition to the area, widening our own social impact and I very much look forward to working with them on future projects.'

Part of the investment will be used to expand a Cook Stove Pilot Project that was initially conducted in Q4 2015 with 50 families in Southern Province in Zambia. The project's aim was to assess the opportunity and need within communities to introduce an energy efficient cooking stove and alternative fuel sources, moving away from the traditional methods using wood and charcoal.

In Zambia over 13 million people rely on traditional biomass for cooking and, as in much of sub-Saharan Africa, this reliance on biomass for fuel is rising. Efforts to bring modern energy access to all is far outpaced by population growth.

One of the most notable impacts of traditional cooking methods is on health, with indoor smoke from biomass ranking in the top 10 risk factors for the global burden of disease.

Deforestation is also considered one of the priority environmental problems in Zambia and illegal logging for wood and charcoal production is one of the main causes of forest degradation. Traditional cooking methods have less than 20% thermal efficiency has a dramatic impact on the quantity of wood being used for everyday cooking.

The 2016 pilot will incorporate the results of the 2015 study and trial 2 different types of cooking stove and alternative renewable fuel types. The trial includes an affordable energy efficient multi-fuel stove for use in rural communities which can use fuels such as small twigs, maize husks and other biomass. The second stove is a biomass pellet stove for urban and peri-urban communities specifically designed for bio-fuel pellets. Education and training will be given on the usage of the new stoves, health and environmental implications and what every day agricultural waste materials can be used as efficient fuel sources.

'We are looking for companies in Zambia to partner with the Musangu Foundation through their CSR programmes, to enable us to roll the Cook Stove pilot project out to more areas. The long term strategy is to collect data to allow us to identify the needs of communities, assess suitability of current stoves on the market as well as investigate in-country stove manufacturing opportunities. Fundraising Director, Vicki Partridge commented 'One of our main driving goals at the Musangu Foundation is to look at longevity and sustainability of the projects we run, always looking at possible rural livelihood creation and income generation'.

**To find out more about the Cook Stove Project or any of the other initiatives currently being run by the Foundation contact Vicki partridge at [vicki@musangufoundation.org](mailto:vicki@musangufoundation.org) or visit the Musangu Foundation website [www.musangufoundation.org](http://www.musangufoundation.org).**



Maize husks can also be used in the cook stove instead of wood only.



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# Are Zambian Manufacturers Barcoding?

By Gallina Tembo



**M**any years back when buying a product from a store, the cashier had to enter the product manually into the system that took a whole lot of time. But thumbs up to the ever advancing technology that now we have bar codes on products. According to the advanced learners dictionary “barcodes are the small image of lines (bars), spaces or patterns that are affixed to retail store items, identification cards, and postal mail to identify a particular product number, person, or location”. In simple terms barcodes are a special pattern with or without digits that we see at the back of most products. Many may mistake these patterns to be decorative but the article below gives us an insight on what exactly barcodes do.

After taking a quick survey on the manufacturing plants and major supermarkets in Zambia, it is now a known fact that the use of barcodes has grown enormously in the past years with many Zambian manufacturers placing them on their products. Even though a number of manufacturers in Zambia still have to migrate to this barcoding system.

## Why Barcodes?

Barcodes were mainly used for groceries in the 1970's, since then the usage has enormously grown. In many supermarkets and other market stores it has now become a requirement that for them to place a product on the shelf it has to

have a barcode on it. Otherwise they will accept to sell the product that is not well labeled and definitely the product cannot find its way to their system.

Barcoding has proved that it reduces human inaccuracy and miscalculations, because the product data has been recorded beforehand and now can smoothly pass through on the checkout counters/tills in supermarkets and other systems. Improved productivity on the part of the employ is another advantage of barcoding, saves time by quick automatic product identification and implementation. Other than employee productivity and time saving barcodes are cost effective because once you acquire the label you acquire it once and for good. Barcodes provide asset and security tracking, theft deterrence, peace of mind and reduces liability. Barcodes are versatile and not only are they used on in store products but they are also used to take inventory in retail stores; to check out books from a library; to track manufacturing and shipping movement; to sign in on a job; to identify hospital patients; and to tabulate the results of direct mail marketing returns.

Therefore as a Zambian manufacturer we urge you to start barcoding if you have not yet started for this will enable you to access markets of many retailers in Zambia as well as outside the country.

# Efficient Energy Utilization in Manufacturing

By Tasila Mwila

Zambia's manufacturing sector is at the core of economic development through its backward and forward linkages to economic growth, exports and employment creation. Manufacturing becomes important to drive productivity growth, innovation and trade. It also plays a critical role in reducing energy and resource consumption.

However, Energy costs in Zambia particularly fossil fuel energy have remained comparatively higher and there is no sector in the country that has the potential to gain from Energy Efficiency as much as the Manufacturing Sector.

With efforts to improve and ease the cost of doing business yet yielding good results, the Association with the support of the Funds for Local Cooperation (FLC) of Finland embarked on implementing the Energy Efficient Management Project with the aim of helping the local industry conserve and utilize energy more efficiently.

## Why Energy Efficiency??

The Manufacturing Sector is a major consumer of various forms of both primary and secondary energy including: coal, petroleum, gas, electricity etc. Energy costs constitute a significant percentage of production costs in most of the manufacturing processes. Some of the factors hindering energy conservation and efficiency in the manufacturing sector are limited knowledge and information on energy utilization, obsolete technology, and limited knowledge and information on implementing conservation and efficient measures.

The Energy Efficiency Project therefore, seeks to address the gap that has been created in the sector by providing information and technical assistance to the firms. To kick it off, the project focused on two sectors namely Steel & Metal Fabrication and Wood Processing sub sectors largely because of their high levels of energy consumption in the production process.

A total of 30 companies from Lusaka and the Copperbelt were audited and assisted to transition to a more Energy Efficient system with best practices in order to achieve optimum energy utilization. Before the organizations could be audited, trainings were conducted on both the Copperbelt and Lusaka to lay a foundation for the audits. The Lusaka training had a 25 participants from 15 organizations while the Copperbelt training had 30 participants from 16 organizations. The composition of the participants included Directors, electrical engineers, and workshop supervisors, among others. The facilitators were from UTILINK and experts from ZESCO Limited who focused on discussions including Energy Management for Sustainable Production in the steel and metal fabrication and wood sectors, Promoting energy efficiency amongst customers and Energy Efficiency & Energy Management Systems. (Note: These presentations are available on the website).

Audits were conducted onsite with each company allocated a minimum of two days. Using the focal person/ energy champions in each organization, measurements on the Harmonic Imbalance, Power Factor, Energy Consumption and Energy and Demand Prices were conducted.

Additionally, each organisation was provided with recommendations that would be useful in implementing an efficient energy management system which included the constitution of an energy management team, installing power factor equipment, moving to energy saving bulbs in teams of lighting among others. Success stories of how the audits have been able to change the perceptions and the use of energy in different organizations have been received, this has furthermore attracted interest in other sectors to demand for the audits as well.

The culmination of the energy audits was celebrated in style during the Zambia-Finland Partnership Week under the theme “Partnership for Economic Growth” which brought together all the participants from Lusaka and Copperbelt for a one day Zambia-Finland Energy Seminar. The seminar was graced by the Deputy Minister of Energy and was able to create a platform for disseminating the findings of the Energy Audits that had been conducted in Lusaka and Copperbelt Provinces, create business linkages between audited firms and energy efficiency solution providers and share experiences and information between Zambia and Finland in the area of Energy Efficiency. Visit our website for a detailed report on the seminar.

To end, here are some of the best practices compiled by ZESCO which can be useful for your organisation as well.

**1. Improve the efficiency of motors and Motor-Drive Systems;** Maintenance is key in motor efficiency; regular maintenance will get you more from your motor. Improving the power factor of your motor systems is also key in optimizing energy efficiency.

**2. Building Lighting enhancement;** Implementing a lighting enhancement scheme with other energy-efficiency projects will keep costs down.

**3. Heating, Ventilating and Cooling (HVAC) Systems improvement;** Older HVAC systems need replacing, when putting in new equipment, always investigate and consult on the most efficient equipment available. Always read the label.

**4. Benefit from Utility offers;** Track energy costs and consult the utility on the best way possible of managing energy through measurement and verification. Closely tracking your energy bills will assist to uncover where you ‘waste’ is coming from. If possible, find the utility that wants to partner with you to reduce costs.

**5. Involve Employees to be part of goals on energy efficiency;** Inform employees, customers and stakeholders on your improvements through possible channels such as bulletin boards, newsletters, reports, e-mails etc.

**6. Utilize Water saving Tools and Practices;** Installation of closed-loop systems that will allow water to be reused. Maintenance of the water system; replace seals, leaking valves etc. Reuse-Reduce- Recycle.

**7. Implement an energy management system;** Keep numbers on energy use and waste. Get corporate management to champion energy issues, develop and implement an energy policy. Appoint a dedicated energy manager or add as an important function to an appropriate employee who will be responsible for improvements, setting targets and reporting on efficiency objectives.



# ZAM 2016 members per sector



## DIAMOND MEMBERS

COMPANY NAME	SECTOR	CONTACT DETAILS
Global Industries Ltd	Agro Processing	+260 212 651 938
Global Plantations Ltd	Agro Processing	+260 212 651 938
NWK Agri Services	Agro Processing	+260 211 259200
Global Agri Ltd	Agro Processing	+260 212 651 938
Musa Biscuits Ltd	Agro Processing	+260 211 286 683
Kachema Meat Supplies Ltd	Agro Processing	+260 955 901 672
Royal Oak Ltd	Agro Processing	+260 211 288856
Roland Imperial Tobacco	Agro Processing	+260 211 256649
Swiss Bake Ltd	Agro Processing	+260 211 288856
Zambia Sugar PLC	Agro Processing	+260 232 231 106
Heinrich's Syndicate Ltd	Beverages (Non- Alcoholic)	+260 961 776 154
National Breweries	Beverages (Alcoholic)	+260 961 776 154
Zambian Breweries Ltd	Beverages (Alcoholic and Non Alcoholic)	+260 211 246 555
El Sewedy Electric Zambia Ltd	Electrical Engineering	+260 212 650 120
Neelkanth Cables Ltd	Electrical Engineering	+260 212 671661
AMG Investments Ltd	Metal Fabrication	+260 211 846444
Morganite Zambia Ltd	Metal Fabrication	+260 212 611 297
M.M Integrated Steel Mills Ltd	Metal Fabrication	+260 211 846 098
Technical Engineering Company	Metal Fabrication	+260 211 846444
Universal Mining Company Ltd	Metal Fabrication	+260 211 288856
Zambia Metal Fabricators Ltd	Metal Fabrication	+260 212 591 000
Dangote Industries Zambia Ltd	Refractory/Cement	+260 975 192457
Neelkanth Lime Ltd	Refractories	+260 967 834 839
Spar Light Candles	Soaps and Chemicals	+260 211 288856
Trade Kings Group	Soaps and Chemicals/ Agro Processing	+260 211 288 084



## PLATINUM MEMBERS

COMPANY NAME	SECTOR	CONTACT DETAILS
Orica Zambia Ltd	Explosives	+260 212 721 310
Zambia Electrometer Ltd	Electrical Engineering	+260 212 650011
Non ferrous Metals Ltd	Metal Fabrication	+260 212 651 777
Lamise Investments Ltd	Plastics	+260 211 272 076
City Clothing Factory Ltd	Garments	+260 211 222142
Kansai Plascon Zambia Ltd	Paints	+260 211 287 939
Zambia Batashoe Ltd	Leather and Leather Products	+260 211 244394





## GOLD MEMBERS

COMPANY NAME	SECTOR	CONTACT DETAILS
Capital Fisheries Ltd	Agro Processing	+260 961 624 920
Monginis Baker's Ltd	Agro Processing	+260 977 794 747
Mount Meru Millers (Z) Ltd	Agro Processing	+260 211 255 241
Majoru Investments Ltd	Agro Processing	+260 211 212 913
Parmalat Zambia Ltd	Agro Processing	+260 211 286 855
Zambeef Products PLC	Agro Processing	+260 211 252 496
Roland Imperial Tobacco Co. Ltd	Agro Processing	+260 211 256649
Cargill Ltd	Agro Processing	+260 211 286 450
ClassEcon Roofing Africa Ltd	Asbestos/Building Products	+260 211 840 164
Safintra Zambia Ltd	Asbestos/Building Products	+260 211 288 155
TAP Zambia Ltd	Asbestos/Building Products	+260 211 278 315
Californian Beverages Ltd	Beverages (Non-Alcoholic)	+260 211 247 012
Duncan, Gilbey and Matheson (Z) Ltd	Beverages (Alcoholic)	+260 211 247 167
Equatorial Food Ingredients Ltd	Beverages (Non-Alcoholic)	+260 211 272 120
Reddys Global industries Ltd	Beverages (Alcoholic)	+260 977 555 777
Varun Beverages (Z) Ltd	Beverages (Non- Alcoholic)	+260 211 846 339
Danyan Engineering Ltd	Electrical Engineering	+260 211 287481
Electrical Maintenance Ltd	Electrical Engineering	+260 211 227 824
Neon & General Signs Ltd	Electrical Engineering	+260 211 290 527
Agrofuel Investments Ltd	Metal Fabrication/Engineering	+260 211 288 856
Gemstone Marketing and Consultancy Ltd	Gemstone	+260 211 250 005
Copperbelt Shoe Company Ltd	Leather and Leather Products	+260 212 650301
Zamleather Ltd	Leather and Leather Products	+260 211 241 519
Brockman Engineering Ltd	Metal Fabrication	+260 212 210934
Captom Engineering Ltd	Metal Fabrication	+260 212 218 594
Good Time Steel Company Ltd	Metal Fabrication	+260 211 244 481
Match Corporation Ltd	Metal Fabrication	+260 212 510 536
Saro Agro Industrial Ltd	Metal Fabrication	+260 211 241 477
SKF Zambia Ltd	Metal Fabrication	+260 212 223 333
TATA Zambia Ltd	Metal Fabrication	+260 211 286 081
Zalco Ltd	Metal Fabrication	+260 211 221 331
National Milling Corporation	Milling	+260 211 229 548
Pembe Four Mills Ltd	Milling	+260 211 845294
Superior Milling	Milling	+260 211 289 848
Colour Rite Chemicals Ltd	Paints	+260 211 845997
Decotex Paints Ltd	Paints	+260 211 237 678
Dulux Paints Ltd	Paints	+260 211 287 035
Signs of the Times (z) Ltd	Paper	+260 211 252428
Lublend Ltd	Petroleum Products	+260 212 655 381
Baxy Pharmaceutical Mfg Company Ltd	Pharmaceutical	+260 212 650 690
Pharmanova Zambia Ltd	Pharmaceutical	+260 211 287481
Vyking Pharmaceuticals Ltd	Pharmaceutical	+260 211 287 434
Manal Investments Ltd	Plastics	+260 211 286 431/ 235
Melcome Industries Ltd	Plastics	+260 211 286 431
Nampak Zambia Ltd	Plastics	+260 211 247 525
Polythene Products (Z) Ltd	Plastics	+260 211 287 860
Stripes Zambia Ltd	Plastics	+260 211 220 370
Greenbelt Fertilisers Ltd	Soaps and Chemicals	+260 211 287 822/3
Sakiza Spinning Ltd	Textiles	+260 212 215 905
Strongpak Ltd	Textiles	+260 211 210 986
Copperbelt Forestry Company Ltd	Wood and Wood Products	+260 211 246 611
Eclipse Timber Ltd	Wood and Wood Products	+260 966 955 797



## SILVER MEMBERS

COMPANY NAME	SECTOR	CONTACT DETAILS
Rivonia Farm Products	Agro Processing	+260 211 213 079
Seba Foods (Z) Ltd	Agro Processing	+260 211 242 380
Unified Chemical Co. of (Z) Ltd	Agro Processing	+260 211 286 639
High Protein Foods Ltd	Agro Processing	+260 211 286 388
Parrogate Ginners Ltd	Agro Processing	+260 211 273849
Yatu Foods Ltd	Agro Processing	+260 212 731 889
Lunzua Beverages Ltd	Beverages ( Non- Alcoholic)	+260 211 252434
Specialised Systems Ltd	Electrical Engineering	+260 955 831 100
Akaal Engineering Ltd	Metal Fabrication	+260 211 289 258
Meltcast Engineering Ltd	Metal Fabrication	+260 966 786 216
SAV Steel Mills Ltd	Metal Fabrication	+260 974 289754
Southern Africa Ferro Alloys Ltd	Metal Fabrication	+260 974 424491
Oriental Steel Manufacturing Ltd	Metal Fabrication	+260 976 845666
Perway Industries Ltd	Metal Fabrication	+260 212 213 000
Zambezi Roofing Ltd	Metal Fabrication	+260 211 281 812/13
Pembe Flour Mills	Milling	+260 211 845 294
Printech Zambia Ltd	Paper	+260 211 229 406
Sreenidh Media Ltd	Paper	+260 211 239636
Polymer Containers Ltd	Plastics	+260 211 233 384
Dolphin Containers Ltd	Plastics	+260 955 900 500
Imperial Plastics Ltd	Plastics	+260 211 212 500
Kazuma Plastics Ltd	Plastics	+260 211 281 812/13
Kango Trading Ltd	Soaps and Chemicals	+260 979 975 830
Bisonite Zambia Ltd	Wood and Wood Products	+260 212 651 063



## BRONZE MEMBERS

COMPANY NAME	SECTOR	CONTACT DETAILS
AWC Fine Foods Ltd	Agro Processing	+260 978 481 651
Hillcliff Import and Export Ltd	Agro Processing	+260 977 464044
Lumuno Organic Foods	Agro Processing	+260 966 745 716
Bislink Food Products	Agro Processing	+260 977 786541
Kizi's Cakes and Catering	Agro Processing	+260 211 281689
Chimp Enterprises	Beverages (Non-Alcoholic)	+260 979 542048
Top Ice Ltd	Beverages (Non-Alcoholic)	+260 211 844499
Hult Investments Ltd	Beverages (Non-Alcoholic)	+260 978 980316
Vend Masters Zambia Ltd	Beverages (Non-Alcoholic)	+260 211 258889
Ari Cohen Partners Ltd	Electrical Engineering	+260 977 111416
Alert Machine Services Ltd	Electrical Engineering	+260 977 859027
Dugude Enterprise and Semi- Conductors	Electrical Engineering	+260 977 345 527
Mwekatech Ltd	Electrical Engineering	+260 977 855070



## BRONZE MEMBERS

COMPANY NAME	SECTOR	CONTACT DETAILS
Sun Marvel Innovations Ltd	Electrical Engineering	+260 211 292754
Heroes Foundry and Engineering	Metal Fabrication	+260 977 870 353
Kechas General Dealers Ltd	Metal Fabrication	+260 215 221245
Nahath Investments Ltd	Metal Fabrication	+260 966 596425
Mirama Minerals Ltd	Metal Fabrication	+260 977 367800
Remwa Craftworks Ltd	Metal Fabrication	+260 211 841329
International Drug Company Ltd	Pharmaceutical	+260 211 234 485
Habib Industries Ltd	Plastics	+260 977 800 981
LST Industries Ltd	Paper	+260 211 292910
JS & Z Manufacturing Ltd	Soaps and Chemicals	+260 979 681258
Kutowa Designs	Textiles and Garments	+260 966 728 911
Lupenga and Chris Services Ltd	Wood and Wood Processing	+260 966 619075



## ASSOCIATE MEMBERS

COMPANY NAME	SECTOR	CONTACT DETAILS
Reba Construction Ltd	Construction	+260 212 251 267
ZCCZ	Construction	+260 978 890626
Thorn Park Construction Centre	Construction/Education Servies	+260 211 231970
Kickstart International	Agro Processing	+260 211 295690
Grandma School	Educational Services	+260 977 871 242
Louis Dreyfus Commodities Zambia Ltd	Soaps and Chemicals	+260 211 237 691





# Photo Focus

ZAM Manufacturers Week, Manufacturers Give Back, Proudly Zambian Launch and Gala Dinner In Photos



Zambia's First Lady Mrs. Esther Lungu hands over various donated products by ZAM members to Chesire Homes during the 2015 Manufacturers Give Back Charity Event.



Some of the Assorted products that were donated during the 2015 Manufacturers Give Back Charity Event







Jive Cream Soda  
 Salsa Orange  
 Havana Cola  
 Tango Pina



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