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## COMPANY PROFILE

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### ADDRESS:

#### STARPECO LIMITED

*We deal with Import, Processing and refining of Petroleum Products namely Bitumen and Lubricants and provide Oil Analysis Services through the use of On Site Oil Analyser (OSA).*

P.O.BOX 40272

Plot 107 &108

Kipawa Industrial Area

Nyerere Road

Dar es Salaam, Tanzania

Phone: +255 782 83 55 07/ +255 754 83 55 07

Website: [www.starpeco.co.tz](http://www.starpeco.co.tz)

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### BASIC INFORMATION:

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. The company deals with;

- Importing, processing and distributing bitumen
- Importing, blending and distributing conventional lubricants (Sharlu Brand and AGIP).
- Importing and distributing industrial SWEPCO specialist lubricants from USA.
- OSA – On –Site- Oil Analysis equipment and services from USA exclusive representative in east and Central Africa.
- Representation of Various Manufacturer of Engineering, Chemicals, Security & Inspection Systems
- Producer of Bitumen Emulsion under the brand name Colabinder

### OUR MERITS:

#### Our Merits

We offer our products at:

- Affordable prices.
- Claimed Weight
- Claimed Quantity
- Highly Efficient
- No Bureaucracy
- No Hidden Costs
- Available at 24/7

## FINANCIAL DETAILS

### Sales Turnover:

2014: Tshs. 5,606,602,213 (US\$ 3,439,633.26)

2013: Tshs. 9,934,804,000 (US\$ 6,151,581.00)

2012: Tshs. 8,255,000,000 (US\$ 5,075,000.00)

2011: Tshs. 5,560,000,000 (US\$ 4,276,923.00)

### Bank Details:

Bank Name: Bank M (T) Limited

Branch Name: Industrial Finance Branch (IFB)

Account No. (USD): 0150001702

Account No. (Tshs): 0150001701

Swift Code: BANKMTZTZXXX

## MEMBERSHIP



In 2010 The Company was rated as the Most Reliable Company in distribution of Lubricants and Bitumen in Tanzania by a consulting Marketing Company.

From 2011/2012 to 2015/2016 vetted in Tanzania Top 100 Mid-Sized Companies survey conducted by KPMG and Mwananchi Communications Limited (MCL).

Starpeco Limited is a member of various prestigious organisations

- American Chamber of Commerce in Tanzania AMCHAM,
- CEO ROUND TABLE - Tanzania
- Tanzania Chamber of Commerce Industry and Agriculture (TCCIA)
- Tanzanian Government nominated supplier of Lubricating oils and Grease to government departments, Armed Forces and Parastatals Organizations under framework contract agreement from 2009/2010 – 2016/2017.

## REGISTRATION:

Certificate of Incorporation 57901 (Tanzania) - 2006

TRA - TIN No. 105-049-420

TRA - VAT No. 10-019329-V

Trading Licences No. 01746382, 01709243 and No. 01709244

EWURA Registered

Chief Chemist Government Laboratory Agency No. 0622

## **PRODUCTS AND SERVICES:**

### ➤ **The Bitumen**

Stock list of all ranges of Bitumen Grades

Bitumen grades produced by the company;

- Cut Back bitumen for binding and they are:- MC 30, MC 70, MC 3000 and Colabinder CSS-60 & Colabinder CRS -60 (Emulsion Bitumen K1-60)

Other Bitumen Grades Stocked

- Penetration Grades 40/50, 60/70, 80/100 and 150/200

Bitumen are sold and packed in drums, poly bags and/or bitumen containers.

### ➤ **Lubricants**

Distributing third party branded conventional and specialty Lubricants under the brand names of SHARLU, AGIP and SWEPCO respectively.

### ➤ **OSA (On Site Oil Analysis)**

Starpeco entered into contract with On Site Oil Analysis Inc of Florida USA for agency ship in East Africa to sell the OSA equipment and/or provide services. The agreement also covers consumables to be sold like stationery (slip) reagents etc.

We are registered by Government Chief Chemist Laboratory Agency for diagnosing and analyzing all imported lubricants (including virgin and recycled)

### ➤ **Manufacturers' Representation**

The company is teaming up with various manufactures in engineering products and Chemicals to supply them in Tanzania. The Targeted products are like chemicals, engineering products like; heavy machinery spares for industries and locomotive, sea going vessels and specialized engineering tools and Inspection and Security Systems (X- Ray Scanners)

**KEY CLIENTS LIST:****BITUMEN CUSTOMERS**

<b>S/ N</b>	<b>CUSTOMER</b>	<b>PROJECT NAME</b>	<b>PRODUCT SUPPLIED</b>	<b>DURATION</b>	<b>VALUE</b>
1	Ministry of Infrastructure and Communications, Zanzibar	Upgrading of Zanzibar Roads under UUB	Bitumen Pen Grade 60/70	2013	US\$ 197,560
2	United Nations (UN)	United Nations Stabilization Mission in the Democratic Republic of Congo - MONUSCO	Bitumen Pen Grade 80/100	2012 – 2014	US\$ 1,292,400
3	Konoike Constructions Limited	Rehabilitation of New Bagamoyo Road and Kitwe in Zambia	Bitumen Pen Grade 60/70 and MC 30	2011 - 2014	US\$ 678,000
4	TOKURA Corporation	Upgrading of Masasi – Mangaka Road to Bitumen Standard	Bitumen Pen Grade 80/100 and MC 30	2010 – 2011	US\$ 465,000
5	China Henan International Corporation Group Co., Ltd (CHICO)	Upgrading of Mayamaya – Meela Road to Bitumen Standard	Bitumen Pen Grade 60/70 and MC 30	2011 - PRESENT	US\$ 1,860,000
6	China Sichuan International Corporation Co., Ltd (SIETCO)	Upgrading of Iringa – Migori to Bitumen Standard	Bitumen Pen Grade 60/70 and MC 30	2011 - PRESENT	US\$ 472,000
7	Canopies International (T) Ltd	Upgrading Njombe Roads to Bitumen Standard	Bitumen Pen Grade 60/70, 80/100 and MC 30	2011 - PRESENT	Tshs. 906,000,000
8	Skol Building Contractors Ltd	Rehabilitation of Kilwa Road and Dar es salaam city roads.	Bitumen Pen Grade 60/70 and MC 30, Emulsion Bitumen	2010 - PRESENT	Tshs. 463,000,000
9	DB SHAPRIYA + Co., Ltd	Upgrading of Mtwara town roads to bitumen Standard	Bitumen Pen Grade 60/70, Emulsion K 1-60 and MC 30	2010 - PRESENT	US\$ 160,000
10	Estim Construction Co., Ltd	Upgrading of Ubungo Maziwa – Kigogo road to bitumen Standard Upgrading of Msata – Bagamoyo Road to Bitumen Standard	Bitumen Pen Grade 60/70 and MC 30	2010 - PRESENT	US\$ 178,000
11	BADR EAST AFRICAN ENTERPRISES	Upgrading of Kunduchi – Ununio Road to bitumen Standard	Bitumen Pen Grade 80/100 and MC 30	2011 – 2013	US\$ 127,400
12	National Service Construction Department	Rehabilitation of Uyole - Kasamulu	Bitumen Pen Grade 80/100 and MC 70	2011	Tshs. 520,000
13	Jiangxi Geo- Engineering (Group) Corporation	Upgrading of Iringa – Dodoma Road to Bitumen Standard	Bitumen Pen Grade 60/70 and MC 30	2012	US\$ 646,000
14	Southern Link Limited	Upgrading of Mtwara Town Roads to bitumen Standard	Bitumen Pen Grade 60/70 and 80/100	2011 - PRESENT	Tshs. 214,000

15	Nyanza Road Works	Upgrading of Dodoma and Mwanza town roads to bitumen standard	Bitumen Pen Grade 60/70	2011 - PRESENT	TSHS 281,000,000
16	R. H Enterprises	Rehabilitation of Dar es Salaam city roads	Bitumen Pen Grade 80/100 and MC 30	2010 - PRESENT	Tshs. 189,500,000
17	M.R AND SONS	Upgrading of Lindi Roads to Bitumen Standard	Bitumen Pen Grade 60/70 and MC 30	2011 - PRESENT	Tshs. 214,000,000
18	MAC CONTRACTORS COMPANY LTD	Rehabilitation of Dar es Salaam City Roads	Bitumen Pen Grade 60/70 and MC 30	2010 - PRESENT	Tshs. 89,500,000
19	JASSIE AND COMPANY LTD	Upgrading of Mwanza Roads	Bitumen Pen Grade 60/70, 80/100 and MC 30	2012 - 2014	Tshs. 536,000,000
20	PETER MULIMA	Upgrading of Bukoba town roads	Bitumen Pen Grade 80/100 and MC 30	2011 – PRESENT	Tshs. 672,000,000
21	CHINA GEO-ENGINEERING CORPORATION	Road Rehabilitation and construction of Shrei - Nzega and Kilwa	Bitumen Pen Grade 80/100 and MC 30	2009 – PRESENT	US\$ 172,000
22	Lukolo Company Limited	Construction of Dodoma Roads	Bitumen Pen Grade 80/100 and MC 30	2011 - PRESENT	Tshs. 142,000,000
23	Globalink General Contractors Limited	Construction of Mbeya Roads	Bitumen Pen Grade 80/100 and MC 30	2010 – PRESENT	Tshs. 212,000,000
24	Maltauro-Spencon-Stirling JV Ltd	EU - Rehabilitation of Mandela Road – Dar es Salaam	Bitumen Pen Grade 60/70 and MC 30	2009 - 2010	US\$ 320,000
25	Rocktronic Ltd	Upgrading of Kilimanjaro roads to bitumen standard	Bitumen Pen Grade 80/100 and MC 30	2010 – PRESENT	Tshs. 492,000,000
26	J. S. KHAMBHAITA LTD	Upgrading of Kilimanjaro roads to Bitumen Standard	Bitumen Pen Grade 80/100 and MC 30	2010 – PRESENT	Tshs. 81,420,000
27	China Railway Jianchang Engineering Co., (T) Ltd	Upgrading of Meela – Bonga Road to Bitumen Standard	Bitumen Pen Grade 80/100 and MC 30	2011 – 2012	Tshs. 146,000,000
28	Dott Services Limited	Upgrading of Same Roads, Kilimanjaro Region	Bitumen Pen Grade 80/100 and MC 30	2014 - Present	USD 142,800
29	AARSLEFF – BAM International Joint Venture V.O.F	Upgrading of Laela – Sumbawanga Road to Bitumen Standard Rehabilitation of Julius Nyerere and Kilimanjaro International Airports	Bitumen Pen Grades 60/70, 80/100 and MC 30	2014 - Present	USD 350,000

## LUBRICANTS CUSTOMERS

S / N	NAME OF THE CUSTOMER	CONTACT PERSON	POSITION	DURATION	VALUE
1	Police Vehicle Maintenance Unit - Dar es Salaam	Shaaban Hiki	Commanding Officer	2008 - Present	Over Tshs. 400 Million
2	Ministry of Defence and National Services	Col. Ghuluki	Chief of Logistics and Engineering	2015 - Present	Tshs 200 Million
3	Prisons Tanzania	Mrs. Nyandindi	Procurement Manager	2008 - Present	Tshs 250 Million
4	Sao Hill Forestry - Tanzania	Lwiza	Procurement Manager	2010 - Present	Tshs. 300 Million
5	Drilling and Dam Construction Agency (DDCA) - Tanzania	Edwin	Procurement Officer	2008 - Present	Over Tshs. 200 Million
6	Agricultural Seed Agency (ASA)	Viviano	Business Support Manager	2012 - Present	Tshs. 144 Million
7	Tanzania Electrical and Mechanical Services Agency (TEMESA)	Dati	Procurement Manager	2008 - Present	Over 150 Million
8	Ministry of Natural Resources and Tourism - Tanzania	Maria	Procurement Manager	2013 - Present	Over 120 Million
9	Serengeti National Park	Msaki	Procurement Manager	2011 - Present	Over 70 Million
10	Ruaha National Park	Anselm Shayo		2010 - Present	Tshs. 60 Million
11	Orion Transport Ltd	Kibara	Procurement Manager	2014 - Present	Tshs 50 Million
12	G & S Transport	Mohamed	Owner	2011 - Present	Over Tshs. 180 Million
13	Southern Link	Josam Mlaki	Owner	2014 - Present	Over 30 Million
14	Chillimi Garage and Auto Marketing	Freddy Chillimi	Owner	2014 - Present	Over 60 Million
15	Euro Petrolube	Jayesh	Owner	2006 - Present	Over 100 Million
16	Mwanamboka Hauliers Ltd	Peter Mtui	Workshop Manager	2010 - Present	Over 100 Million
17	Konoike	Sablaki	Procurement Manager	2008 - 2014	Over 250 Million
18	Mamba Auto Spares	Mohamed	Owner	2009 -	Tshs.

				Present	112 Million
19	Police Marine	Deogratus	Procurement Manager	2008 - Present	Tshs. 210 Million
20	Nduvini Auto Works	Masoud	Owner	2006 - Present	Over 270 Million
21	Famari Store	Saleh	Owner	2006 - Present	Over 90 Million

### **COMPANY STRUCTURE:**

Starpeco Limited is private company registered in 2006 and governed by the board of directors. The current board members are Mr. Prashant M. Patel and Mr. Gratian B. Nshekanabo, the individuals with following particulars;

1. Mr. Prashant M. Patel

Co – founder, director and current chairman of Starpeco Limited, renowned business man in Tanzania, Licence holder of Miss Tanzania Beauty pea gent, has strong interest in Fine Wood Works and Now Bee Keeping.

2. Mr. Gratian B. Nshekanabo

Co – founder, director and Managing Director of Starpeco Limited. He holds a Post Graduate Qualification in Import Management, Bachelor of Commerce in Marketing and Diploma in Accountancy and Business Administration and attended several Courses on Lubrication technology. Have many years in petroleum products.

### **MANAGEMENT:**

Starpeco management is headed by Mr. Gratian Nshekanabo with four departments namely

- i. General Administration
- ii. Marketing
- iii. Operations and Production and
- iv. Accounts

Starpeco has 18 permanent staff 9 of them with professional qualifications or degree holders in Engineering, Business Administration and Accountancy

## **COMPANY FACILITIES**

**Offices:** The Company has its offices at Plot 107 and 108 along Nyerere Road Highway in Kipawa Industrial Area near the airport. The offices are easily accessible, connected to electricity, telephone and internet and piped water.

**Storage Facility:** In the same office premises the company has warehouse of 1,000 m<sup>2</sup> and fenced open yard of more than 10,000m<sup>2</sup>.

**Production Facility:** Starpeco has a modern bitumen emulsion plant with production capacity of 15,000litres per hour.

**On-Site Oil Analysis Service:** Starpeco has a modern onsite laboratory for analyzing oils for the oil companies, the government and public in general.

**Delivery Facilities:** The Company has one truck, one pick up and one delivery van.