



SOLE SUPPLIER AND DISTRIBUTOR OF RAW AND TREATED WOODEN POLES



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1.0 EXECUTIVE SUMMARY

Introduction

Poles (T) Limited is an established private company incorporated in Tanzania on **06th February 2014** and issued with certificate of incorporation **No. 63715** by registrar of companies under Business Registration and Licensing Agency (BRELA).

The company is also registered as a tax payer with Tanzania Revenue Authority (TRA) and has the following certificates.

- Taxpayer Identification Number (**TIN**) **123-347-471**
- Value Added Tax (VAT) **No: 40-021421-I**

Poles (T) Limited has issued with valid Business license (Leseni ya Biashara) **No: B 1999517** issued by Municipal Trade Officer, Iringa municipal councils in Iringa Region.

Also the company has been approved by National Environmental Management Council (**NEMC**) as well as inspected and approved by **TANESCO**

Company registered office, address and business location

Poles (T) Limited is located at Kibwabwa, Ruaha Industrial Area, Plot No. 31 Block A, P.O Box 2545, Iringa Tanzania
Tell: +255 687 555 555/0656 555 555
E-mail: info@polestanzania.co.tz Web: www.polestanzania.co.tz





The Company Business

The company is mainly dealing with the supply of sustainable treated wooden poles for electricity and telephone lines and other utilities. This is achieved through the growing and harvesting of trees as well as purchasing or import from other suppliers and treating them while complying with National Environmental Management Council Standards (NEMC).

The need to supply projects with expertise and experience of national professionals in network sector with treated wooden poles to the power and communication industry led to the establishment of Poles (T) Limited.

The company's team comprises of young experienced experts in construction industry, Long term personnel who served in the chemicals, forestry and mechanical works.

The capability of the company is backed up with use of imported modern treating plant and equipments as well as local and imported treating materials and consumables. Combining these opportunities' the company is capable of producing and delivering quality work timely.



2.0 THE PROJECT PLAN

Our feasibility study sets out a proposal for the establishing a project to cultivate trees farm for the purpose of harvesting logs and process them for business of supplying wood poles.

Our project capacity starts with 2500 cubic meters plant for 5000 cubic meter for harvesting and eventually to arrive at a number of 10,000 cubic meters. This is from the fact that it is planned to supply an adequate number of poles in each year.



Our project involves the construction of a modern treatment and processing base with its associated equipments, facilitations and processing systems.

The project runs the following:

- Saw Mill Machines for big log
- Fuel Cube making machine from waste
- Lorries for offloading and loading Lorries for supply and distribution
- Tractors for hauling and pushing

Our base is fully equipped with modern Tools, Equipments and Machineries, for treatment and processing. These include:

- Laboratory Equipment
- Preservative Chemicals
- Chemical Apparatus
- Yard lift and Fork lift

TEST CERTIFICATES SCHEDULE

List of the test certificates included with type test certificates and samples of routine test reports. Together with the relevant equipment and Specification Clause.

Sl. No.	Name of Equipment	Reference Clause No. from Specifications	Type Test or Routine Test Enclosed
1.	Hand held X-ray Spectrometer	S.11 Clause 2.5 – Preservative Treatment-retention is 24kg/m ³ named net sapwood retention.	TEST NUMBER: BCL/0645/2020
2.	Cantilever Machine	S.11 Clause 2.3– 12kn(1,225kgf)- Fiber Strength/ Poles Strength Testing	TEST NUMBER: BCL/0645/2020
3.	Tape Measure/Vanier Caliper (Length & Diameter)	S.11 Clause 2.4– Dimension of Poles	TEST NUMBER: BCL/0645/2020
4.	Moisture Analyzer Machine/Moisture Content Meter	S.11 Clause 2.2.3– Seasoning-Final Moisture Content not Exceeding 25%	TEST NUMBER: BCL/0645/2020
5.	Hydrometer- Solution strength testing Equipment	S.11 Clause 2.5.2– Solution Strength not less than 5% W/V	TEST NUMBER: BCL/0645/2020
6.	Borer Hand Tool- Preservative Penetration & Distribution	S.11 Clause 2.6- Post Process- All bored holes (5mm diameter nominal) is promptly fitted with treated tight fitting wood plugs	TEST NUMBER: BCL/0645/2020

Shareholders Motivation

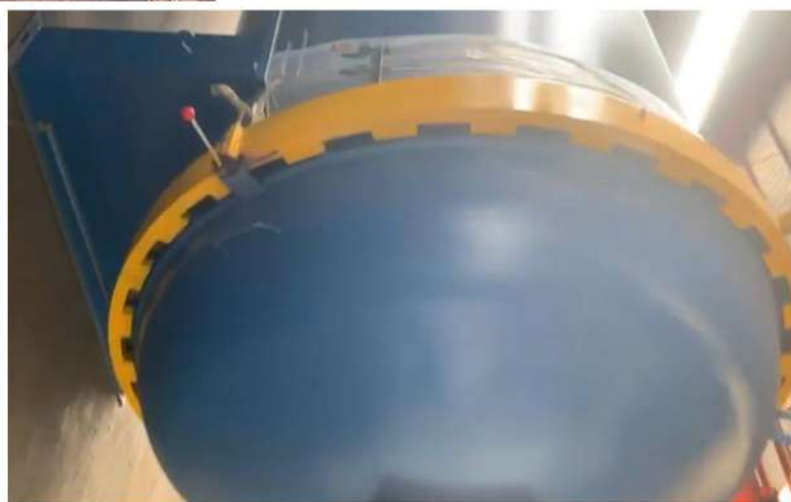
Shareholders have identified the business of supplying wood poles, in National and International Market is of high value potential regarding that, many companies are anxious to invest in wood poles and reforestation project because potential returns are enormous. As the supply of Poles dwindles, the prices of these poles will continue to rise. Higher prices only make the opportunities for poles investments that much more desirable.

Fact about our treated poles

Because all of our Poles come from our own plantations, we are able to select the longest and straightest poles first. We produce some of the finest quality treated poles in South Africa. All timber is air dried and then pressure treated with Tanalith and carries guarantees of quality.

- Super -Selected for straightness and accurate diameter class
- Full Range available from stock, From 1.2m – to – 12.5m Long
- All diameters up to +/- 400mm in diameter
- In house Mechanical (Bell) loaders
- Computerized Stock tracking

All treated timber carries the national standards mark, Unless otherwise specified, all treated timber includes a silicone additive effectively makes the timber water resistant which dramatically retards cracking resulting in improved appearance and weathering characteristics.



Quality of our treated poles

This is achieved through consistent:

- Training to get quality treated poles.
- Regular internal audits to get quality treated poles.
- And a pride taken in the treated poles that we manufacture.
- Plant and equipment are maintained to ensure that standards are met.
- Environmental issues are continually monitored to ensure a friendly surrounding and safe workplace.
- Regular report back from our customers are undertaken to ensure customer satisfaction and that the quality of our service and treated gum poles are maintained.



Company Performance and Experience

Upon start of our business we succeeded to enter into a contract with VIETEL to supply wooden poles to facilitate their project, this followed by the recommendation of their technical panel out various distributors of the same product, mainly selection conducted basing on quality assurance of our product samples.

Among others the reason was due to the well-equipped facilities of our industry and reliable technology of our treating plant and equipment, machineries as well as experienced labor force and specialized personnel. We Have Completed Several Contract which are mentioned below:-

- ✓ REA
- ✓ TANESCO
- ✓ Sengerema
- ✓ VIETEL (T) LIMITED T/A HALOTEL
- ✓ TTCL
- ✓ ELETEL (T) LIMITED
- ✓ RADI FIBRE
- ✓ JOINT VENTURE OF NJARITA ,RADI SERVICES & AGUIRA
- ✓ HUSK POWER
- ✓ ISOLUX
- ✓ CRCEBG

In Additional to that we Have in our hand ongoing contract to the following clients which are:-

- ✓ TANESCO –Coast and Dar es Salaam Zone
- ✓ TANESCO- mwanza zone
- ✓ CRCEBG
- ✓ HUSK POWER



3.0 COMPANY STATEMENTS

Company Intended statements are as follows:

Objective Statement

Increasing sales and market shares to a reasonable percentages by creating reliable image and quality assurance for our products and service to the maximum satisfactions

Mission Statement

Producing and offer reliable and quality product and services while conserving nature. The company will focus on providing individual and specialized services to meet each client's specific needs.

Quality policy statement

In order to meet the various quality requirements throughout the production process, a quality management system (QMS) has been put in place. The system identifies the production process based on the customer requirements. Once this has been established, each production sector has a standard to obtain, and the end result, quality treated poles.

4.0 COMPANY OWNERSHIP AND ORGANISATION STRUCTURE

The company was registered as a private limited company and has been established with principal partners who also are founders and promoters, and there by each of whom owns share in the company.

The organization is operated under the consultation of board of Directors. The day-to-day activities are carried out through supervision of Directors and the project Manager to site. The board of directors comprises all shareholders of the company and Company Secretary named below

1. Salim Bisher Huwel- Managing Director
2. Islam Nihed Huwel- Director
3. Salim Ahmed Abeid- Company Secretary

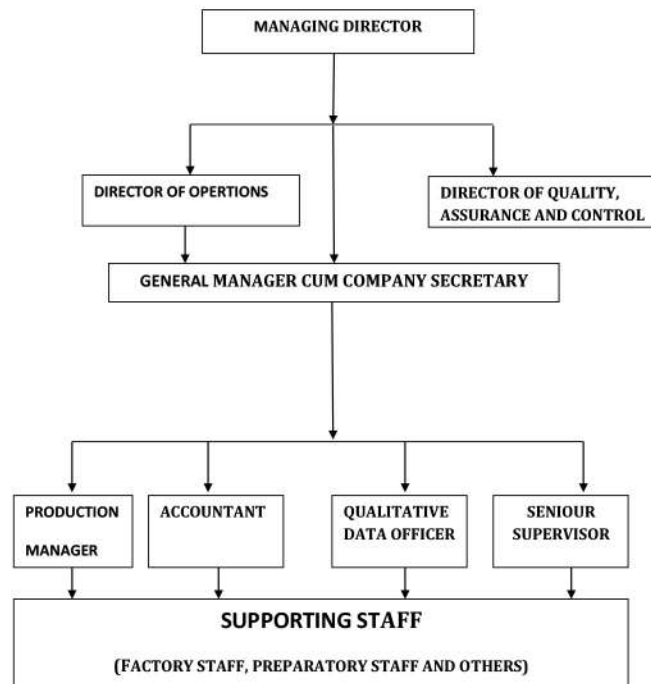
All above named director have extensive experience in organizing various successful business entities with successful number of business portfolios

**GUARANTEE TECHNICAL PARTICULARS (GTP) FOR SUPPLY OF WOODEN
POLES**

S/N	TECHNICAL SPECIFICATIONS	GUARANTEED TECHNICAL SPECS
1	Manufacturer	POLES (T) LIMITED
2	Country of Origin	TANZANIA
3	Applicable Standards	BS 1990 BS144 ANSL SANS 754
4	ISO Certificate	ISO9000
5	Pole Sizes	10Meter - Medium 10Meter - Stout 12Meter - Medium 12Meter - Stout 13 Meter - Medium 13 Meter - Stout 15 Meter - Medium
6	Minimum diameter of the Top end (mm)	10 Meter - Medium 155 10Meter - Stout 200 12Meter - Medium 160 12 Meter - Stout 210 13 Meter - Medium 165 13 Meter - Stout 215 15 Meter - Medium 190
7	Minimum diameter at 1.5m from the butt end (mm)	10 Meter - Medium 198 10Meter - Stout 243 12Meter - Medium 213 12 Meter - Stout 263 13 Meter - Medium 223 13 Meter - Stout 273 15 Meter - Medium 253
8	Species of timber - Botanical name and standard name	Eucalyptus/Saligna/Glandis
9	Method of preservative treatment	Pressure autoclave
10	Nett Retention of chemical (kg/m ³)	24 kg/m ³ for CCA
11	Penetration Minimum mm	15mm
12	Average moisture content	25%
13	Pole Material (batch sample-strength), (kgf/sq.cm)	Wood 400kgf/sq.cm
14	The width of sapwood: At the butt (mm)	25 mm
15	The width of sapwood: Other parts of the pole(mm)	20 mm
16	Maximum observed sweep (mm) in every 3 m	more than 25 mm
17	Pole drilling within specification (y/n)	Yes
18	Pole markings within specification (y/n)	Yes
19	Type of preservative used	CCA
20	Even preservative distribution (yes/no)	Yes
21	Expected average life time period (Years)	40 Years
22	Length of splits at the butt end (mm)	300

23	Length of splits from top bolt hole downwards to butt end(mm)	150
24	Size of red heart as % of pole top area (%)	10%
25	Size of defective butt as % of pole butt area (%)	10%
26	Softening of wood or decayed wood (yes/no)	no
27	Individual knot circumference as % of pole girth at that point	17 (not less than sixth of pole girth at that point)
28	Sum of diameters of sound knots at worst 150mm length of a pole as % of pole girth at that portion	33mm (not to exceed one third of pole girth at that point)
29	Circumference of trimmed scar surfaces between the butt and 600mm below the ground line (mm)	240 mm (not less than the minimum circumference specified at 1.5 from butt)
30	Depth of trimmed scar (mm)	50
31	A scar or turpentine cat face (yes/no)	no
32	Distance from the pole surface to the shake (at the butt end) (mm)	60
33	Distance from the pole surface to the shake (at the top end) (mm)	50
34	Depth of bark inclusion (mm)	50
35	Spiral grain (%)	17%
36	Taper(mm) per meter length	10
37	Dead streaks (y/n)	No
38	Unspecified holes(y/n)	No
39	Marine borer damage(y/n);	No
40	Unauthorised nails, spikes, or metals(y/n);	No
41	Short crooks(y/n);	No
42	Double sweep(y/n);	No
43	Insect damage(y/n);	No
44	Mechanical damage	
	o the depth of the damage (mm)	5
	o the length of the damage (mm)	300
	o the width of the damage (mm)	25

ORGANISATIONAL CHART FOR POLES (T) LIMITED



6.0 COPIES OF STATUTORY CERTIFICATES

I. Certificate of Incorporation

C.1

TANZANIA



Certificate of Incorporation

Section 15

No 105699

I HEREBY CERTIFY THAT

POLES (T) LIMITED

is this day incorporated under the Companies Act, 2002 and that the Company is Limited.

Given under my hand at Dar es salaam

this **6TH** day of **FEBRUARY**

TWO THOUSAND AND FOURTEEN.


Asst. Registrar of Companies

II. Tax Identification number (TIN)

CTIN: 2125287



TANZANIA REVENUE AUTHORITY

**CERTIFICATE OF REGISTRATION
FOR
TAXPAYER IDENTIFICATION NUMBER (TIN)**
(ISSUED UNDER SECTION 23 OF THE TAX ADMINISTRATION ACT 2015)

THIS IS TO CERTIFY THAT

POLES (T) LIMITED

HAS BEEN REGISTERED WITH THE TANZANIA REVENUE AUTHORITY
AND ASSIGNED THE TAXPAYER IDENTIFICATION NUMBER

123-347-471

WITH EFFECT FROM: **07 March 2014**

TRA LOCATION: **IRINGA**

TAX OFFICE: **IRINGA**

PHYSICAL LOCATION: **PLOT No. 31**

BLOCK No. A

STREET / AREA: **KIBWABWA**

ELIJAH G. MWANDUMBYA

OFFICIAL SEAL

COMMISSIONER FOR DOMESTIC REVENUE

NOTE: THE REQUIREMENTS UNDER WHICH THIS CERTIFICATE IS ISSUED ARE STATED OVERLEAF

III. VAT Registration number (VRN)

VAT 108


TANZANIA REVENUE AUTHORITY

**Certificate of Registration
for
Value Added Tax (VAT)**

(ISSUED UNDER SECTION 20 OF THE VALUE ADDED TAX ACT NO. 24 OF 1997)

THIS IS TO CERTIFY THAT
POLES (T) LIMITED

WHOSE TAXPAYER IDENTIFICATION NUMBER (TIN) IS
123-347-471

HAS BEEN REGISTERED FOR VALUE ADDED TAX (VAT)
AND ASSIGNED VAT REGISTRATION NUMBER (VRN)
40-021421-I

FOR BUSINESS LOCATED AT **KIBWABWA 31**
IRINGA

WITH EFFECT FROM **30 April 2015**

GIVEN UNDER MY HAND


THIS 30th DAY OF April 2015


P. N. Kassera
COMMISSIONER FOR VAT



NOTE: THE REQUIREMENTS UNDER WHICH THIS CERTIFICATE IS ISSUED ARE STATED OVERLEAF

IV. Business Registration

ID 8739.  TFN. 226
(Rev. 2/96)

JAMHURI YA MUUNGANO WA TANZANIA

LESENI YA BIASHARA

B 3205960

(Imetolewa chini ya Sheria ya Leseni za Biashara Na. 25 ya Mwaka 1972 marekebisho ya mwaka 1980 na masharti yaliyo nyuma)

*Futa isiyotakiwa.

MIO-IRINGA

1. Ofisi iliyotolewa
2. Nambari ya Ushuru wa mapato **123-347-471**
3. Leseni imetolewa kwa **POLES(T) LIMITED**
POLES RETIREMENT
kuendesha biashara ya
katika Wilaya/Kanda* ya **KITWIRU** Mtaa **KIBWABWA**

4. Ni ya Shina/Tawi*
Ada Sh. **20000/=** Nambari ya Stakabadhi **123552**
ya tarehe **04/08/2020**

5. Mpya inaendeleza* muda wa Leseni Na. **B: 3060841**
ya tarehe **04/7/2019**

(ii) Muda wa leseni hii utaishia **3/07/20**

Tarehe **04/8/2020**

Sahihi na Muhuri wa Mtoaji Leseni
AFISA BIASHARA WA MANISPA
HALMASHAURI 'A MANISPA
IRINGA

V. Certificate of Incentives

 10/6/2014 For: Executive Director Tanzania Investment Centre	 THE UNITED REPUBLIC OF TANZANIA	00221004
Certificate of Incentives (Section 17 of the Tanzania Investment Act, 1997)		
No: 042668		
This is to certify that		
POLES (T) LIMITED		
of address	P.O. BOX 207 IRINGA	
has been granted a Certificate of Incentives to invest in a new, establishment enterprise known as		
POLES (T) LIMITED		
Which is located at	PLOT NO. 31 A KIBWABWA RUAHA INDUSTRIAL AREA IRINGA RURAL	
Further particulars required by Section 17 of the Tanzania Investment Act are set out overleaf.		
 Executive Director		
Tanzania Investment Centre P.O. Box 938, Dar es Salaam		
Dated 27TH MAY 2014		

VI. TBS Certificate

 TANZANIA BUREAU OF STANDARDS SHIRIKA LA VIWANGO TANZANIA P. O. Box 9524 DAR ES SALAAM LICENCE to use the Mark of the Bureau No. 2856		
1. By Virtue of the power conferred on it by the STANDARDS ACT, 2 of 2009* the BUREAU hereby grants to M/S POLES TANZANIA LIMITED of P.O.BOX 2545, IRINGA. (hereinafter called "the licensee") this licence to use the Standard Mark set out in the first column of the first Schedule hereto upon and in respect of the article(s) set out in the second column of the said Schedule which is (are) manufactured in accordance with the related TZ Standard (s) referred to in the third column of the said Schedule as from time to time amended or revised.		
2. This licence carries the rights and obligations stipulated in the regulations made under the above mentioned Act. In pursuance of his obligations, the licensee shall pay in due manner and time the scheduled Marking Fee set out in the Second Schedule hereto and maintain to the satisfaction of the Bureau, the Scheme of Inspection and Testing a copy of which is attached hereto.		
3. This licence shall be valid from 2020-09-01 to 2021-08-31 and may be renewed as prescribed in the Regulations.		
Signed and sealed for an on behalf of the Bureau		 Dr. Ngenya, A. Y. DIRECTOR GENERAL
Signed by the Licensee 		Date: 2020-09-01
SCHEDULE		
Standard Mark	Goods in respect of which the use of the Mark is granted	Tanzania Standard(s) according to which the goods are to be produced
	TREATED WOOD POLES (POLES TANZANIA LIMITED- MEDIUM CLASS 9M, 12M and 13M)	TZS 686
*As amended in 2019 in co-operating product registration		
FORM B		