

# Dar es Salaam Merchant Group QUARTERLY NEWSLETTER



Special Edition | March, 2023



## Foreword

DMG

Welcome to the special edition of our Newsletter as we celebrate our 8th Anniversary! In this edition, we have taken you through our 8 years' journey from the very beginning of our company to where we are now.

We value your continued support and we are grateful that you've chosen to be part of our Big Family. Cheers to a promising future and many more years of togetherness. Please stay in touch for more updates from the coming editions!

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# Word from Managing Director

Dear Family and Friends,

This March, we celebrated DMG's 8th Anniversary. It has been an incredible journey since our inception in 2015 and I would like to take this opportunity to extend my heartfelt gratitude to all of you for being part of it!



DMG was founded in March 2015 to revive the spirit of our forefathers who were the first Swahili Traders along the coast of East Africa and make Dar es Salaam once again a hub of trade in Africa, by making products and services that add value to the African societies.

For the past eight (8) years, we have been able to achieve great success in business. And we are delighted that our efforts do not go in vain, as they have been recognized by our customers, partners, and the industries that we serve.

We started business by trading our own brand "NURU" with only one (1) product, "NURU Coffee ChapChap" (a pre-mixture of sugar, coffee and powdered milk) and one salesman catering for the whole of Dar es Salaam Market. Fast forward, Dar es Salaam Merchant Group has evolved at a greater pace from the number of staff, stakeholders, clients, business and subsidiary companies. We have evolved from the living room office to a bedroom office at the founder's home, where work was intertwined with children games, family meals and social gatherings; to a reputable Corporate Office.

Our two (2) departments, Trading and Project Management have transformed into three (3) full-fledged companies; DMG Trading and Distribution (DTD), DMG Heavy Industries (DHI) and DMG Engineering and Construction (DEC), in order to serve our customers with undivided attention.

All these achievements would not have been possible without your support, we appreciate you for being part of this journey and we look forward to your continued support!

Sincerely,

**Rayton Kwembe**

Managing Director

Dar es Salaam Merchant Group

**DMG Over 8 Years**

Then and Now

2015



2023



# TRADING - HIGHLIGHTS

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## 2015

- Trading Unit Started
- 1 SKU - NURU Coffee ChapChap
- 1 Salesman



## 2016-2019

- Developed distribution channels (HORECA)
- Expand to Dodoma, Mwanza, Moshi and Mbeya



## 2020

- Established Local Products Distribution.



## 2021

- Launched Four (4) SKUs of our brand "NURU Coffee and NURU Chai ChapChap"
- General Supply; Leather Products to Kilimanjaro International Leather Industries



## 2022

- Launched DMG Trading and Distribution Ltd



# PROJECT MANAGEMENT - HIGHLIGHTS

## 2016

Ship Building Unit Started



## 2018

Partnered with two (2) Korean shipyards - Gasentec, Kangnam Corporation; and won a tender to build 1,200 passenger ferry in Mwanza, Tanzania

**GAS Entec**  
Solutions for Gas Engineering



## 2019

- Dry Docking and Repair of Labor Launch "Aida Kondo" - TPA Tanga
- Supply spare parts for TPA Headquarters
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## 2020

- Commissioned and supplied Dinghy Boat at TPA Headquarters
- Fisheries Unit Started
- Signed contract for consultancy of economic profile of tuna and tuna like fisheries in Tanzania Marine waters with Deep Sea Fishing Authority



## 2021

- Supplied one Hydrographic Boat at TPA Headquarter
- Revolution of the fisheries industry in Tanzania in collaboration with TADB
- Surveying and Inspection of MV Mafunzo for Fisheries Education and Training Agency (FETA)



## 2022

- Awarded contract for rehabilitation of MV. Tanga - TEMESA
- Rehabilitation of MV Kitunda - TEMESA
- Supply of 131 Fiberglass Fishing boats for the Ministry of Blue Economy, Zanzibar



**LAST QUARTER**

## DMG TEAM KICKS OFF 2023 WITH STRATEGIC PLANNING MEETING IN ZANZIBAR

It is DMG's tradition to welcome the New Year by setting strategically new plans and objectives for a respective year. For 2023, Strategy and Planning Meeting was held in Zanzibar for one main reason; to expose our team on the ongoing operations at our Fiberglass Boatyard in Mangapwani, Zanzibar.

The Strategic and Planning meeting was a great success. The team left energised and ready to start serving our customers with passion and creativity.



## DMG SUCCESSFULLY COMPLETED REHABILITATION OF MV KILAMBO

In January, DMG successfully completed the rehabilitation of TEMESA's MV Kilambo Ferry which began in December 2022. The ferry was rehabilitated to temporarily serve the people commuting between Kitunda and Lindi. MV Kilambo has replaced MV Kitunda; which is currently undergoing rehabilitation in Mtwara.

The rehabilitation project was done by DMG's experts, who have worked tirelessly to ensure that the ferry is well repaired for efficiency and safety of passengers. The scope of work included hot works (replacement of damaged plates), an overhaul of the main engines, replacement of navigation and communication equipment.



## NURU ACADEMY LAUNCHES IN-HOUSE KNOWLEDGE-SHARING SESSIONS

DMG's NURU Academy started its Knowledge Sharing Session where all employees are exposed to opportunities to learn and strengthen their presentation skills. The initiative has been met with widespread enthusiasm from the staff.

As part of our Corporate Culture, Knowledge-Sharing Session is meant to promote a culture of innovation and collaboration within the company. Each employee will be presenting topics that are related to their fields of expertise, allowing other members to learn from their experiences. The topics will range from the latest industry trends to personal success stories.



## DMG LAUNCHES ENGINEERING AND CONSTRUCTION SUBSIDIARY (DEC)

Dar es Salaam Merchant Group (DMG) has launched its new subsidiary, DMG Engineering and Construction (DEC). This subsidiary will provide Engineering and Construction Services to the group's clients and partners.

DEC will focus on providing the highest level of professionalism and expertise in the areas of Engineering and Construction Services, especially in Project Management, Civil Engineering, Mechanical Engineering, and Electrical Engineering.



**DMG**  
Engineering &  
Construction

## THE LAUNCH OF MV MWANZA "HAPA KAZI TU"

Since 2019, Dar es Salaam Merchant Group (DMG) has been part of the biggest Shipbuilding Project in the countries of the African Great Lakes. MV Mwanza "HAPA KAZI TU" is a project solely funded by the government of the United Republic of Tanzania with a value of \$43 million and a capacity to carry up to 1,200 passengers, 400 tonnes of cargo, 20 light cars, and three trucks.

Since the commencement of the project; DMG manages the local content of the project, contract management, logistics management, supply of manpower, compliance, etc.

The launch of MV Mwanza into the waters of Lake Victoria is a good sign that the project is approaching the end; and that Tanzanians should prepare themselves to reap the benefits associated with MV Mwanza. The project is expected to complete by September 2023.



## DMG STARTED FISHING OPERATIONS AT KIVUKONI, DAR ES SALAAM

In February 2023, Dar es Salaam Merchant Group (DMG) took an important step towards fulfilling its contribution to developing a sustainable Fishing Industry by handing over three (3) 8 Meters of Fiberglass to groups of local fishermen to help them increase efficiency and productivity in fishing operations.

DMG's contribution to revolutionizing Fishing Industry in Tanzania is a call for other stakeholders to take part in this venture by increasing access to finance the production of more modern boats, training crewmen, opening international market for fish and fish products, starting manufacturing industries related to fishing, etc.



## DMG LAUNCHES HEAVY INDUSTRIES SUBSIDIARY (DHI)

Dar es Salaam Merchant Group (DMG) has launched its new subsidiary, DMG Heavy Industries LTD (DHI) will focus on the development of the Marine Sector in Tanzania's Shipbuilding, Ship Repair and production of Fiberglass Boats for Fishing, Leisure, Patrol etc.

DHI seeks to address Marine Sector-related challenges such as poor infrastructure, especially in the areas of inadequate human resources and poor technology by facilitating training of human resources and transfer of technology from partner companies to locals.



**DMG  
HEAVY  
INDUSTRIES**



## DMG SUCCESSFULLY DOCKS MV KITUNDA IN MTWARA FOR MAJOR REHABILITATION

DMG successfully docked MV Kitunda in Msangamkuu, Mtwara for major rehabilitation in February 2023. This is another significant milestone for the Dar es Salaam Merchant Group after the handover of MV Tanga late last year.

The rehabilitation project will involve a complete overhaul of the vessel's systems including the engines, replacement of navigation and communication equipment; plate work and hull painting.

The work is currently ongoing and the vessel is expected to be back in operation by May this year

## Ongoing MV Kitunda Rehabilitation



## REHABILITATION OF THE MV. MAPINDUZI II (SHIPCO): KOOKJE ENGINEERING AND ZANZIBAR SHIPPING CORPORATION

On March, 2023, Kookje Engineering Co. Ltd, Korea and Zanzibar Shipping Corporation reached an agreement to rehabilitate MV. Mapinduzi II in Unguja, Zanzibar. The project is set to begin in early March and will involve extensive repairs and upgrades of the ship.

Dar es Salaam Merchant Group (DMG) is an official local representative of Kookje Engineering in Tanzania, rendering services such as project management, local content management, local supply of manpower and manage compliance.



## DMG HOSTS NATIONAL INSTITUTE OF TRANSPORT EXPERTS AT FIBERGLASS BOAT YARD



DMG and NIT signed an MoU that allows the staff of NIT to practically learn and work with DMG's experts on different Ship Building and Repair projects.

This time, the NIT team visited DMG's Fiberglass Boatyard in Mangapwani, Zanzibar to practically learn step-by-step processes of Fiberglass boats production. They were attached to different departments to experience the different processes of the production of the Fiberglass boats.

We hope that the visit was a great success, and that the NIT team was able to acquire a wealth of knowledge and experience that can be used to further their careers in the Marine Industry.



# DMG'S 8TH ANNIVERSARY HIGHLIGHTS



# 8

**YEARS**

**Your Win, Our Win**

If you have any feedback, please send it to:

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