



# **TATOS**

## **PRE-MIX CONCRETE**

**Profile**  
2020









# WHO

## We Are

Tatos Pre-Mix Concrete Limited was established on March 10, 2011 to manufacture premixed cast concrete and allied concrete based products to supply to the construction Industry.

It is a dynamic and innovative company dealing in the manufacture and supply of cast concrete, initially in Lusaka and later to expand other areas, such as the Copperbelt and other provinces in Zambia, where there are major construction works – mines, housing units, retail and institutional developments.

The company is registered and incorporated in Zambia and its fixed Production Plant is located at Plot 396A, Teagles Road, Off Kafue Road, Lusaka.

With the emerging middle class in the country, premix cast concrete is becoming popular coupled with the boom in the housing industry.

Builders of foundation slabs, decks, prefabricated walls, pillars etc prefer premix cast concrete delivered to the construction site.

In order to develop into a leading market supplier on the local construction, Tatos is investing in the best and efficient facilities, processes and human capital.











## VISION

To continually support and improve the living conditions of local communities through provision of superior quality products that will ensure sustainability of its operations

## MISSION

To be among the market leaders in the concrete manufacturing industry and to continually grow profitably creating value and wealth for all stake holders.

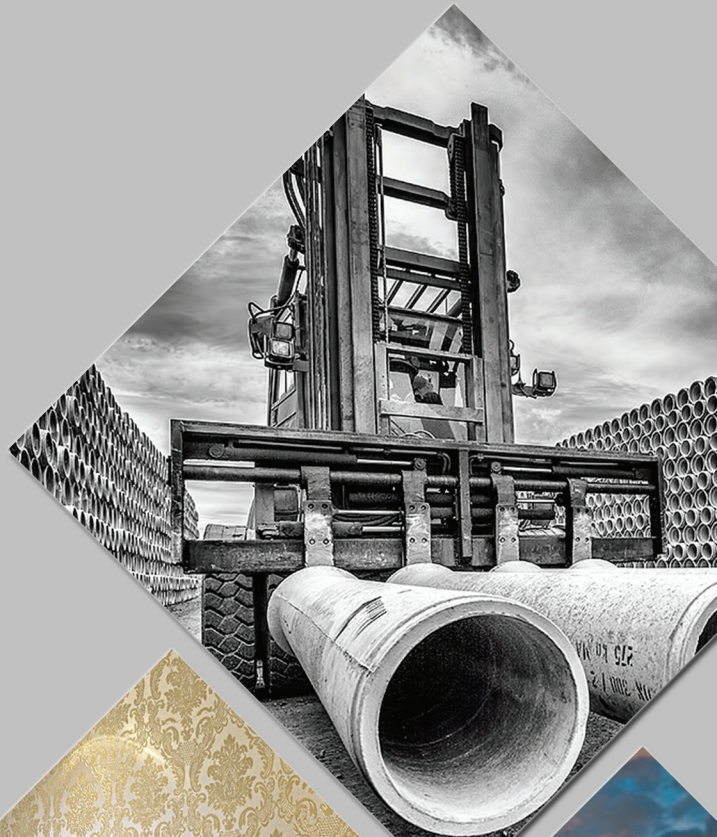
- Supply only the best quality products to its customers and will demand the same of its suppliers
- Conduct business with integrity
- Maintain excellent business relationships with all its strategic partners
- Operate on a sound financial basis

## VALUES

**COMMUNITY EXCELLENCE:** We recognize our responsibility and are committed to compassionately sharing our corporate and individual talents and gifts to build and care for our community.

**INNOVATION AND EXCELLENCE:** We invest in the development of our people and processes so that we continue to be known as industry leaders in the innovation of new products, engineering solutions and sustainability through continuous improvement.

**SERVICE EXCELLENCE:** We offer our clients, employees and vendors a positive experience where our commitment to excellence is clearly visible in our safety, integrity, quality and accountability.











# THE MARKET

Zambia's construction industry has undergone a renaissance and it is at an all-time high, with Lusaka taking the lead through many businesses and housing projects and on the drawing board in many part of the metropolis. The market is huge with the country's housing deficit currently standing at over 2,000,000 units, with the capital accounting for over 40%. Given the above scenario the firm has a significant opportunity to supply its products to new building and existing customers building in such places as the central business district (CBD), Lilayi, Meanwood, Makeni, Lusaka East, Lusaka West and Chalala.

Another market for the company is the multi-facility economic zone (ZFEZ) under construction in Lusaka East that will house a number of industrial and manufacturing concerns. Thus, the market segmentation covers in the main, three broad groups: single family developers; semi-commercial developers; and commercial developers. It is a fact that Zambia and the region as a whole is an emerging and growing market with limitless opportunities. With the increasing middle class and building works, there will always be a growing demand for construction materials such as pre-mixed concrete.

The sales and marketing objective of the company is to capture 15-30% of the domestic market in the first two years of operation and grow to about 35% within 5 years. Tatos Premix Concrete Limited distinguishes itself by offering superior quality products and services with emphasis on customer satisfaction. Thus it will provide high quality, availability, affordability and reliability. Its competitive advantages hinge on the following dimensions: high quality products; strong and highly recognizable unique brand; broad understanding of the local communities; and provision of the transport of products to the customers' premises and construction sites. Customers include Lafarge Cement, Lamasat, Carousel Shopping center, New Olympic Stadium Swimming Pool among others.











# EXPANSION

The company is planning to extend the Batching Mixing Plant and machinery to a capacity between 1500 – 2000 cubic meters in 24 hours.

Other plans encompasses the production of pre-fabricated walls for the construction, bridge civets, mobile platforms for concerts, rallies and conferences, security walling, leads for underground storages.

As part of our commitment of investment, we have expanded our operations in Solwezi with a pre mix mixing plant to service the growing development and demand of premix cement and concrete products.

In the Copperbelt Tatos will also have operations Kitwe and target opening in October 2015 this is a fully pledged pre mix plant.

Kabwe – we also aim to have pre mix plant and will also be operational by September 2015.









# SOCIAL

## ECONOMIC IMPACT

The company has since inception contributed to national development through direct employment creation, community empowerment creation, through distribution networks, payment of taxes to the national treasury provision of market for cement manufacturers and quarrying firms, thus indirectly creating employment opportunities for many Zambians.











# MATERIALS

Materials in the form of stone aggregates quarry dust, cement, chemical additives to enhance the mixed design of the final product.

Using the latest computerized programs the material is analyzed until the optimal mixture of the concrete is attained in the automated mixer.

The product is then loaded into specialized concrete delivery trucks which ensures that the concrete does not solidify in transit to construction sites.

All the input materials are sourced locally and are readily available, making the product cost-effective.

Tatos Pre-mix Concrete whose quality is defined in Mpa/m<sup>3</sup> (mega pascal cubic meter), ranging from 15, 20, 25, 30, 35 up to 40 which gives the company a competitive edge in the market for high quality product.

The product has since its launch augmented customer needs in the production of pillars, pavers, road work materials, landscaping work.









# PREMIX

## CONCRETE

Locally sourced aggregates such as quarry dust, cement and water are mixed using computerized programmed quantities until the optimal mixture of the concrete is attained in the automated mixer.

In today's power supply challenge that the country is facing Tatos is fully equipped to combat load shedding by installing generators in all our sites, this is to ensure that supply to our customers is not delayed.

We at Tatos do not only believe in supplying products but believe in thoroughly engaging with our clients for their needs and offer more than our products but also advice.

As an additional service to our clients we provide the following:

- Pumping mix service pumps concrete to elevate pre mix for multi story buildings, this is an advantage to our clients as it cuts back cost of manual labor and any delay in project delivery.
- Laying concrete, polishing concrete, power floating and concrete cutting.
- Tatos in house laboratory analyzes the concrete produced for quality purposes which is available for client review and satisfaction. This is done for every batch produced.











# PRECAST

## CONCRETE PIPES

Tatos Pre-mix Concrete is the leading manufacturer having a full automatic plant producing 150 pipes per shift using steel reinforced concrete pipes (SRCP) and associated precast products in Zambia. Tatos is registered with Zambia Bureau of Standards and has quarterly quality check on all our products further ensuring of quality for customer satisfaction.

Available in a wide range of diameters, lengths and with varying strengths, Tatos concrete pipes have a proven track record and are designed for wide applications including drainage, sewerage, water supply and irrigation.

Only Tatos precast reinforced pipes products offers you the strength and durability you expect from a concrete pipe. This is so because we are the only company in Zambia that make these pipes through a fully automated machinery process with high VIBRATION force to give the pipes the strength you expect.

In addition, our pipes are applicable in commercial and industrial projects for grounds that will experience greater loads and traffic.

Using concrete is the most environmentally friendly and cost effective material that can be used compared to other materials. It provides a wide range of alternative bedding solutions that can offer:

- Increased cost savings
- Quicker installation
- Lower environmental impact

All precast concrete pipes manufactured by Tatos conform to OCG class 100D in accordance with the industrial control recommendations.











# MANHOLE

## COMPONENTS AND RINGS

Manholes allow easy access to underground piping, meters and facilities.

Tatos provides sealed manhole systems that can be built to specification to include a variety of important features.

From complex jobs to simple solutions, our manholes are used in a variety of applications.

A wide range of precast manhole components are available for you to build up your particular choice of manhole system, whether deep or shallow.

Advantages of using the Tatos manhole system include:

- Savings in cost of construction
- High quality (factory made) units
- Efficient installation, savings in time and labor
- No form-work required
- Heights can be easily changed without damaging segments











# STAMPED

## CONCRETE

Stamped concrete is concrete that is patterned and or textured or embossed to resemble brick, slate, falgstone, stone, tile, wood and various other patterns and textures.

Stamped concrete can make dramatic impression and there are many reasons why homeowners, businesses, and municipalities are choosing stamped concrete to enhance their landscape and building.

From cobblestone driveway to a stone patio, the look of textured concrete is not only realistic but also bears the permanent durability of concrete.

Concrete is also cost effective over alternative materials such as pavers or natural stone.

Installation is quicker and the final product is long lasting can mimic natural materials in color design and therefore more economical.

Tatos provides the best quality laboratory tested quality controlled stamped concrete products.









# WALL PAPER

When your walls need a little extra wall decor, ask for wallpaper samples from TATOS.

Wallpaper is the way to turn any room space into any scenic appearance you've always wanted without using expensive paintings.

You can add the best styles, colors and personality to your walls.

Our wallpaper is the fastest, most affordable and beautiful way to update your living space.

We have a wide range of designs and styles you can choose from.

Whatever you decide, TATOS Luxury Wallpaper is the way to go.

We are here to help you achieve just that.

We do FREE installation along with your purchase.











# KERB

## STONES

Tatos Kerbs can be used to restrain the edges of roads and foot ways. You can use our Kerbs for all types of external surfaces, including concrete block and flag paving.

They mark the differentiation between road and foot way and can significantly improve the final appearance of a paving project, lending it that finished touch and enhancing the aesthetic.









# OUR TEAM

## BASSAM KARNIB

CHAIRMAN

Is a successful entrepreneur with substantial experience in establishing and operating large scale projects in Africa and Zambia.

## YOUSSEF KARNIB

MANAGING DIRECTOR

Is adept at operations and has considerable experience in operating and growing production from greenfield to large scale operations in Zambia.

## OUR TEAM

- Tatos employs 150 full time employees.
- Tatos is committed in the development of our staff welfare in and out of the factory.









# OUR EQUIPMENT

The company has full equipment of plant and equipment:

- Front end loader (for loading stone aggregate into bunkers)
- TLB
- Fork lifts (for moving heavy equipment parts)
- Generator (to combat any power outage for smooth production delivery)
- Tipper Trucks (for delivery of stone aggregates to the plant from the quarry.)
- Mixer trucks (delivery of pre-mix concrete to our clients)
- Mobile Batching Plants











# CONTACT US

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## **IBEX HILL BRANCH**

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## **NEW KASAMA BRANCH**

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