

# **CAMAL GROUP**

## **凯迈尔国际贸易投资有限公司**

### **Procurement Overview**

### **国际采购介绍**

CAMAL is trusted worldwide across sectors to deliver on procurement



Building a Better Africa. Together



# Strategic Procurement Overview / 国际采购

## Procurement Overview

Equipped with a unique knowledge of China and well established supplier networks, we ensure that our clients obtain *quality products* from trustworthy suppliers and for the *best value*

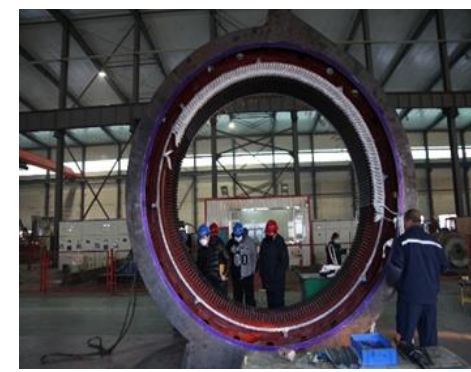
Our solutions include:

- ❖ Sourcing needs analysis for China potential
- ❖ Supplier evaluation and selection
- ❖ Due diligence with quality assurance/control (QA/QC)
- ❖ Contract negotiation, translation and management
- ❖ Coordination with transaction third parties:
  1. Logistics / shipping companies (e.g. Maersk)
  2. Technical QA/QC firms (e.g. CCIC, SGS)
  3. Banks and relevant government authorities (e.g. Customs)

## Previous Procurement Snapshot



*CAMAL on a visit to a steel plant in China to inspect products for E. Africa*



*CAMAL on a supplier inspection visit to a crusher manufacturing plant in Shenyang, NE China*



# CAMAL focuses on three main areas: steel/construction materials, industrial chemicals and capital equipment

## Steel / Construction Materials & Industrial Chemicals



100mm\*100m steel billets at Tianjin port for CAMAL's Kenyan client



Loading of CAMAL's Zambian client's copper mining reagents (PAX/SIBX) in Shandong

## Capital Equipment



CAMAL's E.African client on inspection visit for procurement of 25-ton excavators in Jiangsu



CAMAL with Client inspecting gyratory crushers for use in an iron mine in South Africa

# CAMAL has rich experience in the steel & construction materials sector

## Steel Billets & Deformed Steel Bar in Coil at Site



## Wide Flange I-Beams / H-Beams & Hot Rolled Coil



## Summary of Product Experience

1. Prime hot rolled alloy steel in coil ( $> 1\text{mm} * 1219\text{mm}$ )
2. Deformed steel bar in coils / Pre-cut deformed steel bar (various sizes)
3. Wire rod (SAE 1008  $> 5.5\text{mm}$ )
4. H/I beams (various dimensions)
5. Steel slabs (various sizes)
6. Angle steel bar ( $\text{mm} > 20 * 20 * 2.2 * 6000$ )
7. Flat steel bar ( $\text{mm} > 20 * 2.2 * 6000$ )
8. Steel Billets ( $> 50\text{mm} * 50\text{mm} * 6\text{m}$ )
9. Steel rebar HRB standard (various sizes)
10. Other steel inputs/products

# CAMAL has experience in a wide range of industrial chemicals

## Industrial Use / Water Treatment

Chemical Name	Typical Usage
Aluminium Sulphate	Inorganic flocculent for water treatment
Dicalcium phosphate	Feed grade for animal use
Calcium Hypochlorite 65%	Water treatment
Calcium nitrate	Fertilisers
Ferric Chloride	Inorganic flocculent for water treatment
Ferric Sulphate	Inorganic flocculent for water treatment
Caustic soda	Various industrial uses
Polyaluminium Chloride	Polyaluminium Chloride
Acetic Acid Glacial	Chemical compounds
Boric Acid	Various industrial

## Mining / Refining Reagents

Chemical Name	Typical Usage
Copper Sulphate Pentahydrate	Activator for sphalerite in base metal ores
Lead Nitrate	Activator
Potassium Amyl Xanthate (PAX)	Strong, unselective collector
Sodium Isobutyl Xanthate	Collector
Sodium Isopropyl Xanthate	Selective collector
Sodium Cyanide	Gold extraction using heap leach, CIL processes
Zinc Sulphate	Depressant for base metal ores
Activated Carbon	Leaching process
Ferrous Sulphate	Detoxification process



# CAMAL has experience in procurement of various construction, mining and specialised capital equipment

## Selected Yellow Machines Experience



ZG3210-9C excavator

- Alternative to CAT 320-330
- Operating weight: 25000Kg
- Bucket Capacity: 1.2m<sup>3</sup>
- Arm Length: 3050mm
- Boom Length: 5850mm
- Power: 133kW

- 957H wheel loader
- Operating Weight: 16700Kg
- Breakout force: 160kN
- Dump clearance: 3100mm



## Selected Truck Experience



6 × 4 Dump Truck

- Engine: CNHTC brand WD615.47, 371HP EURO II
- Transmission: HW19710
- Steering: ZF8118 hydraulic steering with power
- Front axle: HF9 Drum
- Rear axle: HC16
- Carriage Internal Dimensions: 5600 × 2300 × 1100mm
- Fuel Tank: 300L



CAMAL supports our clients procure a wide range of spare parts to support their operations

## CAMAL Recent Experience On Spare Parts





# CAMAL has experience in procurement of various construction, mining and specialised capital equipment

## Selected Crushing Equipment Experience



Jaw & cone crusher typically used in mining and construction

## Selected Crushing / Grinding Equipment Experience



Cone crusher & mill equipment being loaded for export to Tanzania



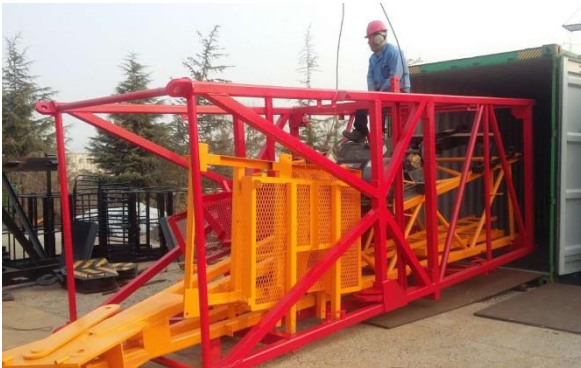
Conveying equipment accompanying crushing equipment



CAMAL's client's roll crusher mill & grinding media at site in Kenya

# CAMAL has experience in procurement of various construction, mining and specialised capital equipment

## Specialised Equipment: Tower Cranes Experience



Loading of tower crane (max load 4 tons) for export to Algeria



## Specialised Equipment: Power/Energy Experience



Factory inspection before generators export



CAMAL staff member inspects client's generator before export to Kenya



# CAMAL has experience in assisting our client procure heating equipment

## Overview of Solar Products



## Selected Solar and Boilers Experience





# CAMAL has experience in procurement of various construction, mining and specialised capital equipment

## Selected Specialised Vehicles Experience



Sewage treatment & water supply vehicles



Fire engines & concrete mixers



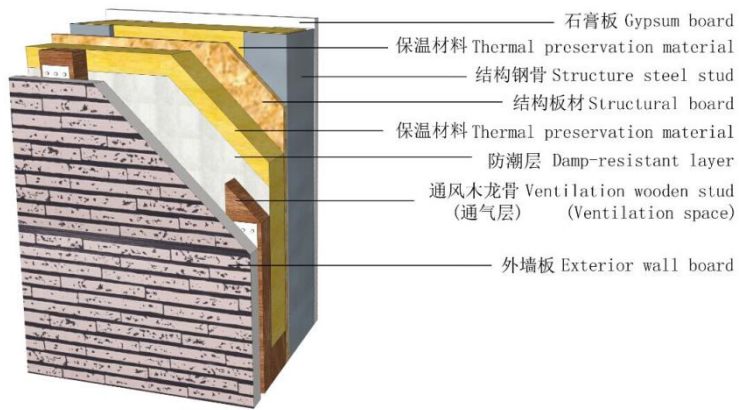
## Selected Specialised Equipment Experience



Containerised fuel systems for client in East Africa

# CAMAL has experience in procurement of various construction, mining and specialised capital equipment

## Pre-fabricated Housing Overview



外墙构造示意图  
Exterior wall construction sketch map



Current technology works for both high end & low cost housing solutions

## Pre-fabricated Housing Experience



Assembly phase of Kenyan housing project using prefab technology from China



CAMAL's client's first pre-fabricated housing project in Kenya – 20 unit staff housing, one large scale processing plant and clinic

# Some key advantages of working with CAMAL

## Snapshot of CAMAL's Strengths for Int'l Procurement

### ❖ A deep of understanding of China –social, economic and cultural

- ✓ China office with Chinese & foreign staff fluent in Mandarin
- ✓ Understanding of international companies' needs when entering China

### ❖ Proven track record

- ✓ Satisfied client list including high profile companies and individuals

### ❖ Customised and tailor made solutions

- ✓ We listen to the client needs and develop a China-based solution that we iterate with the client until consensus is reached

### ❖ Focused engagement

- ✓ We aim to only to procure equipment that we are confident is competitive and quality
- ✓ Focus on quality and checks before export (use third party technical professionals where required)

### ❖ Long-term focus

- ✓ At CAMAL, we always operate with the long-term in focus particularly repeat business, we have cultivated key relationships with various suppliers, but ensure that our client is also first

### ❖ Advisory services

- ✓ In order to ensure that the procurement company get the most of out of China, CAMAL will advise our clients as necessary on the pro/cons of the market



# Next Steps

**In order for CAMAL to assist you, we would like to understand the following:**

1. Description/Specifications of item you would like to procure:
  - ❖ (As detailed as possible including pictures, links)
2. Quantity required
3. Unloading port
4. Expected payment terms (TT/LC/Other)
5. Other specific requests/requirements



## For More Information and Requests Please Contact: CAMAL GROUP OFFICES

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