



Nkunzi Chemicals Management (from left): Financial director, John Blakeney; Nkunzi director, Patrick September; Nkunzi director, Jane Wiltshire; Gauteng director, Dean Booysse; Avril Edwards (Western Cape director) and CEO, John Thompson.

NEW MILESTONES & MARKETS

IN February 2007, CIM underwent a management buy-out taking in new shareholder, Nkunzi Investment Holdings (Nkunzi), a black-owned and controlled investment company. Nkunzi Chemicals, trading as CIM, is the first company in this sector to be wholly black empowered, with management owning a 50% stake in the company and the new shareholders owning the balance.

Nkunzi Chemicals employs 70 people countrywide with sales, warehouse and distribution facilities in Johannesburg, Cape Town and Durban.

No manufacturing is done on site, with all raw materials being bought in bulk from the world's primary producers in Germany, Spain, India, China and over a third being locally sourced, before being sold on to local

manufacturers of detergents, soaps, toiletries, paint, water treatment products, textiles and other related industries.

As a market, South Africa's raw material manufacturing industry is relatively unsophisticated in world terms and most performance chemicals have to be imported.

The company was recently awarded their NERA-approved BEE Rating and are now well positioned to tender for government, provincial and large corporate work, previously unavailable to the company.

In addition, the organisation's track record, expertise and experience will also count heavily in their favour as they hope to play a key role in influencing the country's emerging manufacturing industry – all of which will contribute to Nkunzi Chemicals' growth in the years ahead.

SIMPLE BEGINNINGS

WITH the biggest range of active ingredients for industrial and household cleaners as well as toiletries, Nkunzi Chemicals, trading as CIM, is a leader in South Africa's chemical distribution sector – a position that has been hard earned over the past 30 years.

With its head office in Durban, CIM imports and distributes chemical raw materials for the surfactant, food, water treatment and pharmaceutical industries in South Africa. Chemical & Industrial Marketing (CIM) started out in 1978 with just one agency, Akulu Chemicals (Pty) Ltd, then based in Isithebe. Founder John Thompson, who still heads the company as managing director, handled sales in KwaZulu-Natal on a commission-only basis. The products manufactured by Akulu Chemicals are the active ingredients for shampoos, bath products, dishwashers and some household and industrial cleaning products.

Within two years, other ingredients also used in these industries, and imported mainly from Europe, were added to the product range. In 1983, a Johannesburg sales office was set up and within a year Akulu Chemicals (Pty) Ltd asked CIM to distribute their products in that region as well.

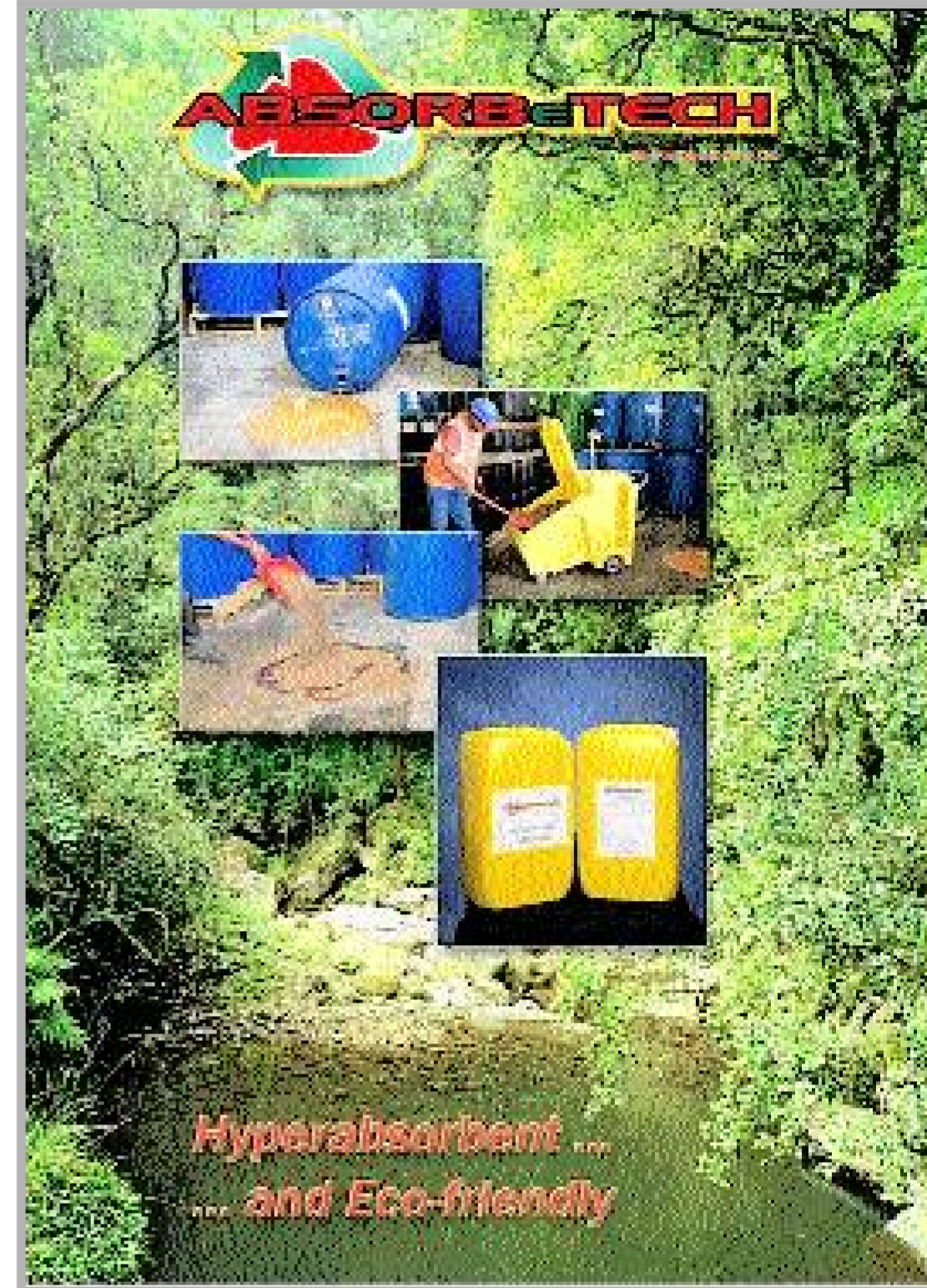
FROM STRENGTH TO STRENGTH

Still on an upward rise, CIM was acquired by a family-owned venture capital group in 1996 and in 1997 Polycor Chemicals in Cape Town was acquired which was an independent company with the distribution rights for Akulu-Marchon (the name of the new company), in the Western Cape.

With the national distribution rights under their belt, CIM was able to add agencies and products and become the dominant supplier and distributor with the most extensive range of these products in this sector in South Africa.

In 2005, another milestone was achieved when CIM received ISO 9001:2000 status. This strengthened the company's ability to deliver even better service which, by that time, had become the company's trademark.

CIM has grown by achieving and maintaining a sustainable competitive advantage through service excellence, a trait that has clearly differentiated them from their competitors over the years.



TAKING CARE OF THE ENVIRONMENT

IN 2003, with a good deal of experience in the chemical industry, CIM developed a new oil absorbent, called Absorbetech.

The improved product also acted as a bioremediation medium, meaning that when oil, diesel, petrol, solvents etc are spilled accidentally on land /or water, they can be absorbed. The

natural and added microbes present in Absorbetech, convert the contaminant to a harmless, compost-like form.

Absorbetech, is made from a blend of plant types which are processed from cultivated crops and therefore environmentally sustainable. Normally, oils and the like are classified as

hazardous waste and by law are required to be disposed of on a H:H (hazardous) waste site, which is very expensive. Absorbetech enables the contaminant to be dealt with in situ by the process of bioremediation.

The product is being used extensively by mines for both accidental spill clean ups as well as remediation of contaminated land by the National Ports Authority, oil refineries, industry and spill clean up companies on the national roads.

Absorbetech Environmental (Pty) Ltd has now expanded the range to offer spill containment products such as spill kits, spill carts, bundled pallets and flooring, and absorbent cloth for paint and smaller spills.

For more information visit www.cim.co.za and www.absorbetech.com or call 031 700 8617.