

# PROJECT MANAGEMENT PROFILE



Dar es Salaam  
Merchant  
Group

# Overview

---



Established:

March 2015



Address:

Uporoto Street, Plot. No 17, New Bagamoyo Road, P. O Box 6133, Dar es Salaam, Tanzania.



Homepage:

[www.dmg.co.tz](http://www.dmg.co.tz)



No. of Employees: 101 People (June, 2023)



Departments:

Trading, Consulting, Project Management

# Contents

---



Dar es Salaam  
Merchant  
Group

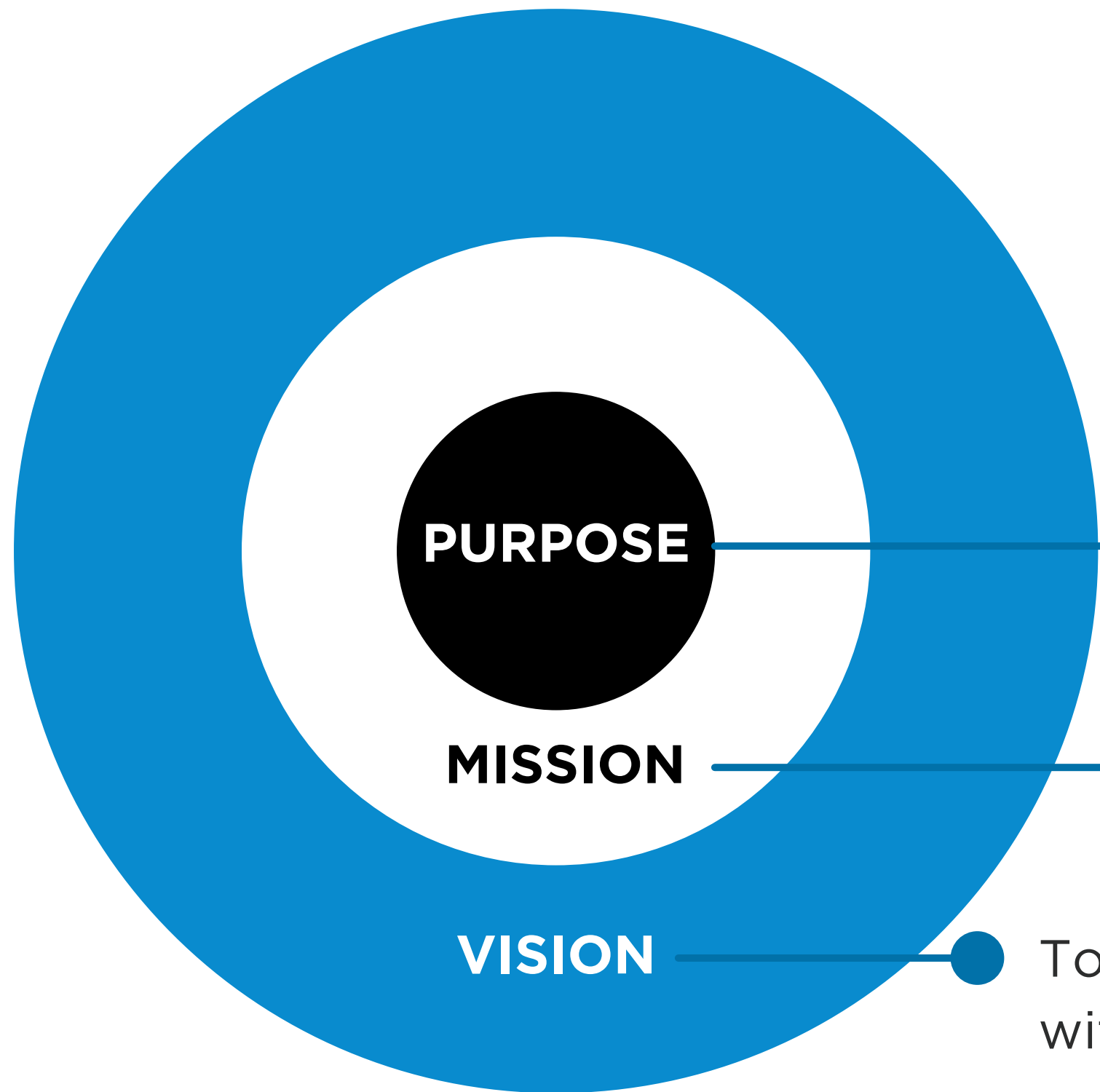
- Who We Are
- Engineering & Construction Profile
- Our Partners
- Our Team
- Contacts

# Who We Are



Since time immemorial, Dar es Salaam has been a hub of business in the East Africa Region; it has been a gateway towards interior parts of East Africa. From the early times, our Swahili forefathers were the pioneers of trade between Africa and the rest of the world; they are the true first merchants of East Africa.

In that spirit, Dar es Salaam Merchant Group Ltd (DMG) was born to rekindle the spirit of Swahili traders and make Dar es Salaam once again a hub of business in Africa. We are committed to become a provider of choice with quality and reliable goods and services in the areas of General Trading, Ship Building and Repair, Deep Sea Fishery and Consultancy in the areas of LNG, Infrastructure Design and Construction, etc.



**PURPOSE**

To add value to the society and create long term partnership with mutual benefit.

**MISSION**

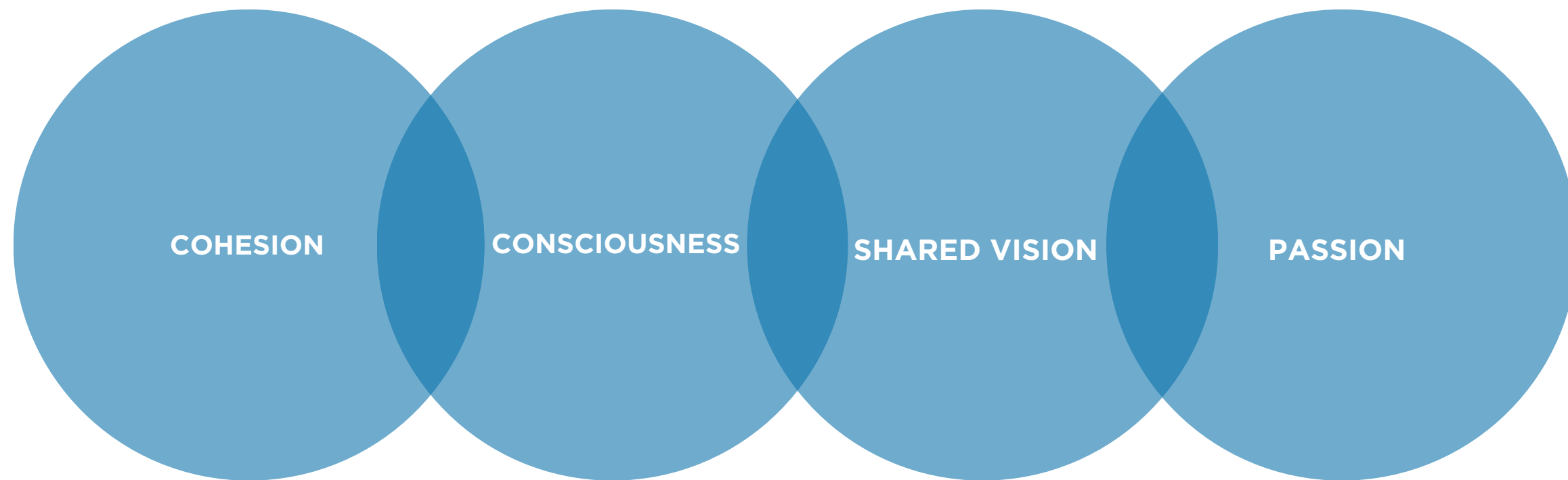
To add value to society by making products and services that benefits the society, and being a good and responsible corporate citizen.

**VISION**

To become the best company in Africa with the highest standard of professionalism and expertise in the fields that we operate.

# Core Values

Our Organization Culture is mainly drawn from the existing virtuous African values that can be developed and utilized in the market place. These values will help us to identify ourselves, but most importantly let our counterparts to understand who we truly are.



# PROJECT MANAGEMENT PORTFOLIO

# Background

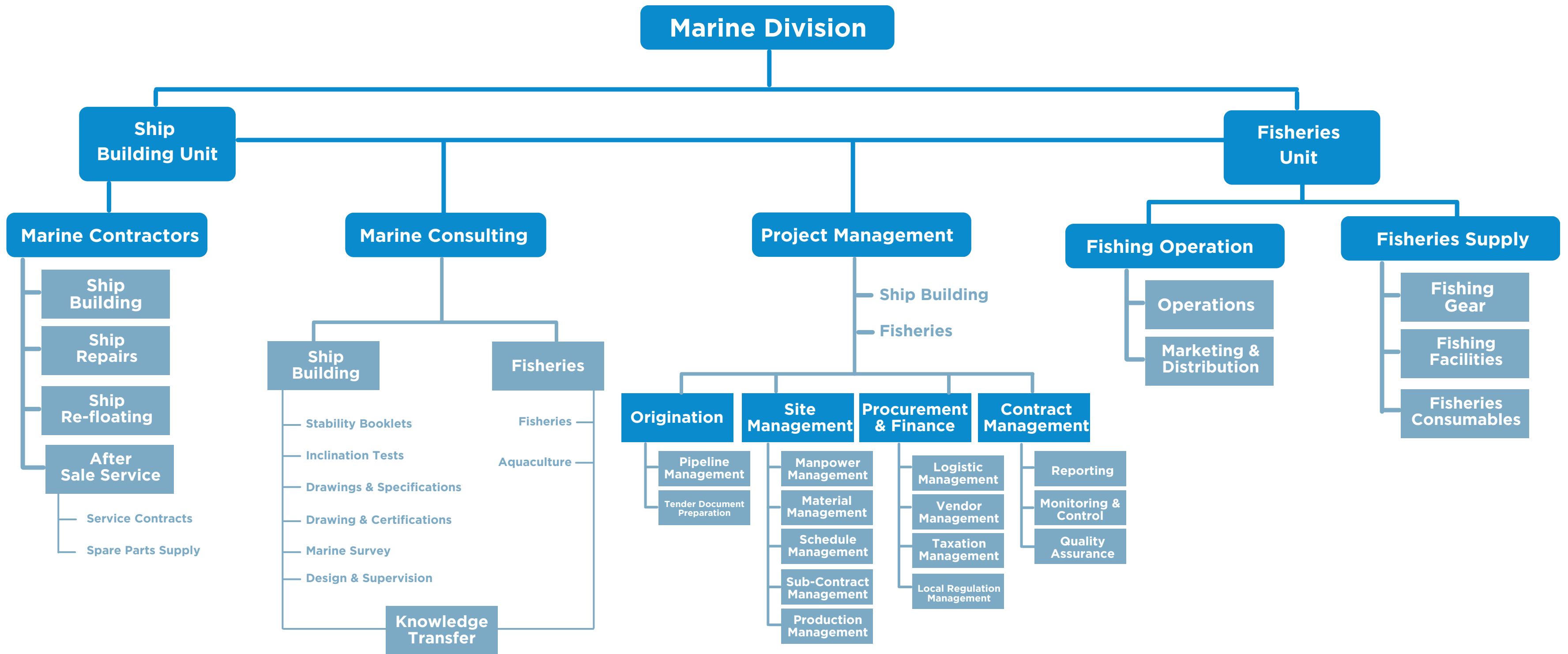


Marine Division was established in early 2017 with a motive of conquering Marine Sector in Tanzania. The establishment of this division is a conscious response to the challenges that are facing the Marine Sector in both Shipbuilding and Fisheries ranging from poor infrastructural development, inadequate human resource, poor technology, poor vessels, poor fishing gears, disorganized fish market and low technical knowledge of fisheries projects operation etc.

Dar es Salaam Merchant Group aspires to transform the Marine sector by integrating Shipbuilding and Fisheries. We have in-house experts in both Shipbuilding and fisheries, we work with local and international reputable partners.



# Marine Division Structure



# Project Management Scope



## 1. PROJECT ORIGINATION & PLANNING

### ■ New Business Origination

DMG has long term experience and expertise to participate in projects from the initial stage, in some cases DMG initiates own projects from scratch.

### ■ Tender Documents Preparations

DMG has in house experts who have experience on preparing tender for various stakeholders to meet employer requirements.

## 2. PROJECT FINANCING

DMG has a strong network of financial institutions who works in collaboration with DMG to ensure appropriate finance is available to support our projects

### **3. PROJECT IMPLEMENTATION**

#### **■ Manpower Management**

DMG has in house experts in the fields that we operate who can be deployed in projects in Tanzania and abroad.

#### **■ Logistics and Material**

DMG has an extensive network and experience with manufacturers and suppliers of various materials for projects and logistics capability to ensure timely availability of materials on site.

#### **■ Compliance Management**

DMG has expertise and experience in managing all local compliance issues such as taxation, laws and regulations related to project execution.

### **4. OPERATION & MAINTENANCE**

#### **■ Compliance Management**

DMG utilizes special tools to monitor projects to ensure the project is executed in time, on scope and budget.

# Shipbuilding Operations

## Shipbuilding

DMG has in house experts who can design and supervise building of ship per customer requirement



## Ship Repair

DMG has experience in Ship repair works such as Hull, Machinery repair, modifications/conversions



## After Sale Service

- During warranty period we take good care of the ship and ensure that all equipment and machineries are operating accordingly.
- Availability of spare parts.



## Marine Consultancy

- Stability booklet
- Drawing certification
- Inclination test
- Marine Survey
- Supervision Works

# Marine Products

## Fiberglass Boats

- Ambulance boat
- Patrol boat
- Rescue boat
- Specialized boat
- Fishing boat



## Commercial Shipbuilding

- Passenger ship
- Small size LNG & Chemical Tanker
- Various Semi Cargo Ship
- Bulk Carrier
- LCU (Landing Craft Utility)



# MARINE PROJECTS

# 1. Design, Construct and Supply one Passenger Vessel in Lake Victoria for 1,200 passengers and 400 tons

Type of Ship	Basic Specs	Customer	Manufacturer	Status	DMG Role
1,200 Passenger Ship	<ul style="list-style-type: none"> <li>• LOA= 92.6m</li> <li>• LBP= 84.32m</li> <li>• Depth= 5.8m</li> <li>• Draught= 4m</li> <li>• Speed= 16kts</li> <li>• Crew= 35</li> <li>• Cargo= 400t</li> </ul>	Marine Services Company Ltd - Tanzania	Gasentec + Kangnam Corporation	<ul style="list-style-type: none"> <li>• Fabrication</li> <li>• To be delivered in 2022</li> </ul>	<ul style="list-style-type: none"> <li>• Local Representative of Gasentec + Kangnam</li> <li>• Handle Local Management Issues such as logistics, local manpower Management, Statutory, etc.</li> </ul>

## On-going fabrication work



## Artistic Mock up of the ship



## 2. Dry Docking and Repair of Labor Launch “Aida Kondo” for Tanga Port

Type of Ship	Basic Specs	Customer	Manufacturer	Status	DMG Role
Aida Kondo -Tugboat	<ul style="list-style-type: none"> <li>• LOA= 20.35m</li> <li>• Beam= 5.35m</li> <li>• Draught= 1.8m</li> <li>• GRT=93.6MT</li> </ul>	TPA - DSM Port	DMG	<ul style="list-style-type: none"> <li>• Completed</li> </ul>	<ul style="list-style-type: none"> <li>• Contractor</li> </ul>

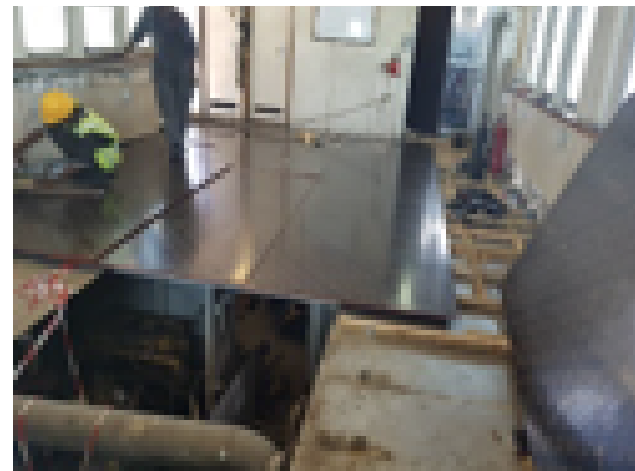
Before



After



Before



After



Before



Before



After



Before



After



After





### 3. Supply and Commission of one Unit Security Dinghy Boat for Tanzania Ports Authority (DSM Port)

Type of Ship	Basic Specs	Customer	Manufacturer	Status	DMG Role
Fiber Glass Security Dinghy Boat	<ul style="list-style-type: none"> <li>• LOA= 7.37m</li> <li>• Beam= 2.09m</li> <li>• Draft= 0.5m</li> <li>• GRT=650KG</li> </ul>	TPA - DSM Port	DMG	Supplied and Commissioned	Contractor



# 4. Supply and Commission of one Hydrographics Boat for Tanzania Port Authority (DSM Port)

Type of Ship	Basic Specs	Customer	Manufacturer	Status	DMG Role
Fiber Glass Hydrographics Survey Boat.	<ul style="list-style-type: none"><li>• LOA=8m</li><li>• Beam= 3m</li><li>• Draft= 0.5m</li><li>• GRT=1 ton</li></ul>	TPA - DSM Port	DMG	Supplied and Commissioned	Contractor

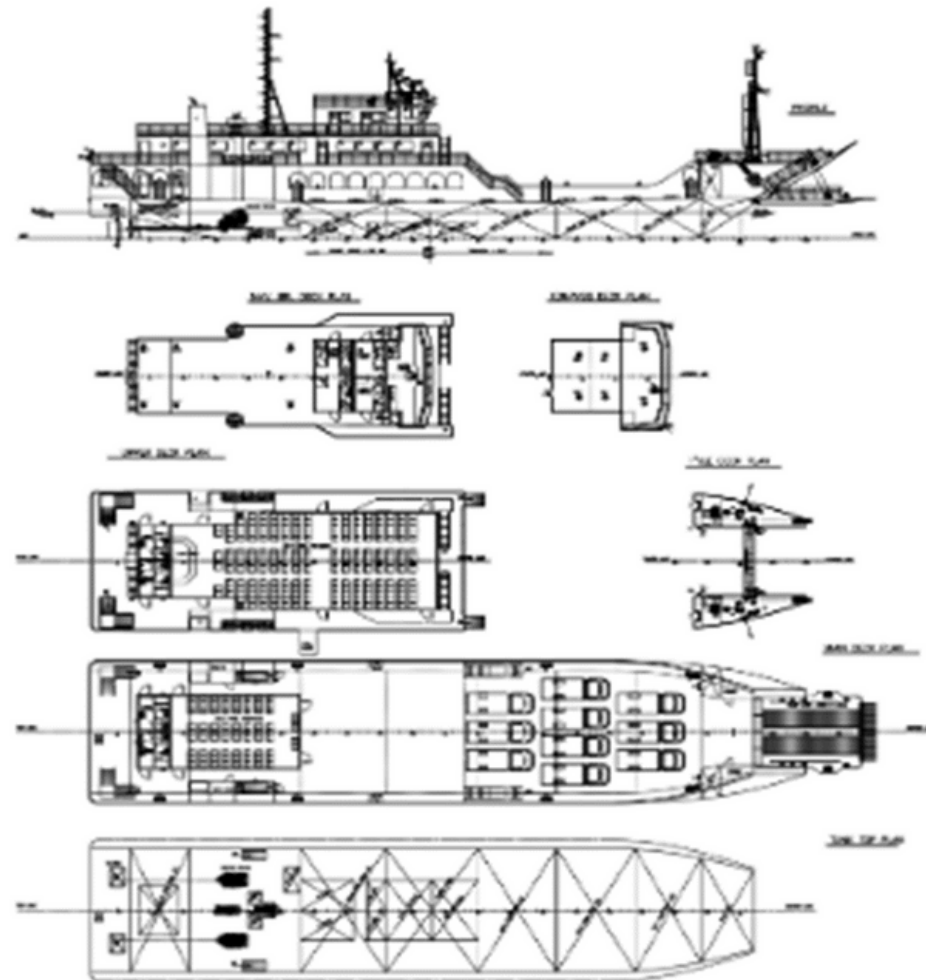


# 5. Commissioning, Engine Installation and Sea Trial for UNHCR Patrol Boat in Uvira, D.R.C



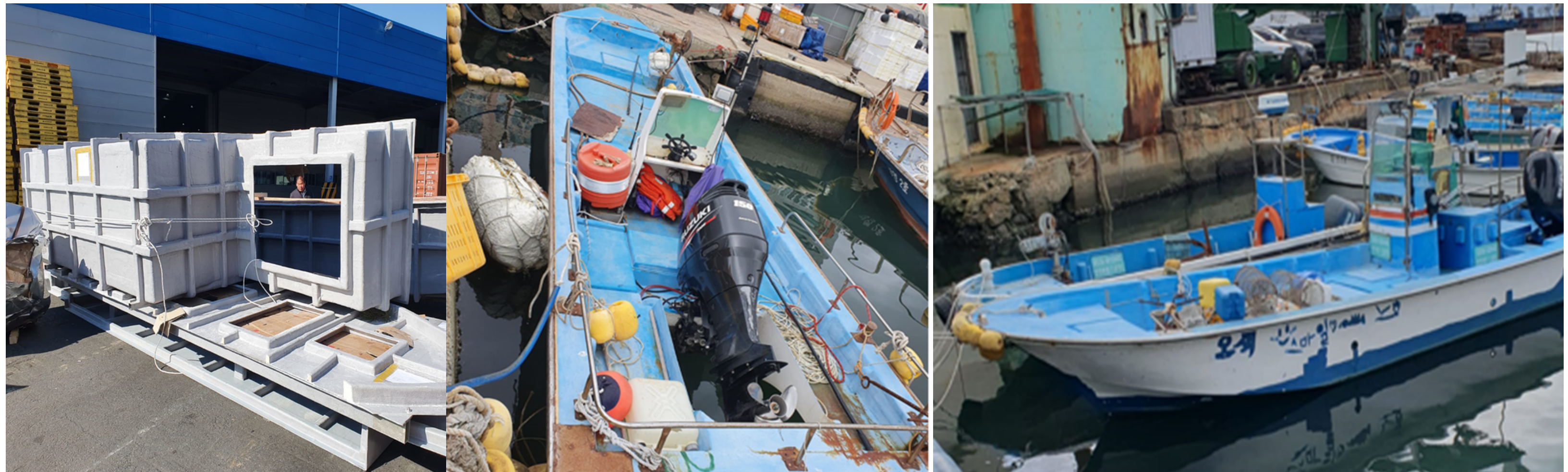
# 6. Supply New Ferry Plying between Mafia and Nyamisati In Mafia District Pwani Region.

Type of Ship	Basic Specs	Customer	Manufacturer	Status	DMG Role
300 Passengers ship	<ul style="list-style-type: none"> <li>• LOA = 60 m</li> <li>• LPP = 47.5 m</li> <li>• BREADTH = 11.6 m</li> <li>• DEPTH = 2.9 m</li> <li>• DRAFT = 1.9 m</li> </ul>	Tanzania Electrical, Mechanical and Electronics Services Agency.	KL HEAVY INDUSTRY + DMG	- To be delivered in 2023	Contractor



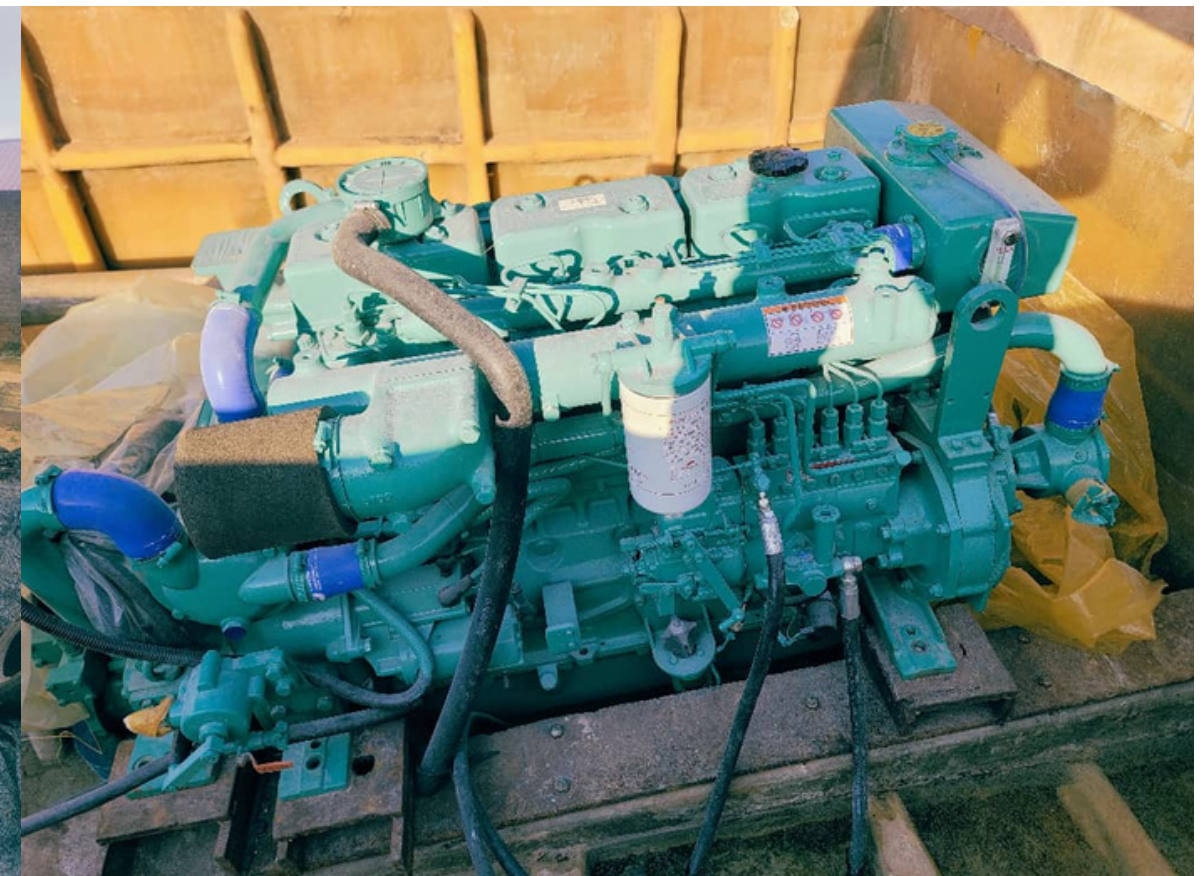
## 7. Supply and delivery of 131 FRP Fishing boats

Type of Ship	Basic Specs	Customer	Manufacturer	Status	DMG Role
131 FRP FISHING BOATS	<ul style="list-style-type: none"><li>• LOA = 8 m</li><li>• Breadth = 2 m</li><li>• Depth = 0.6 m</li><li>• Draft = 0.45</li><li>• Power = 40 HP</li><li>• Fish storage = 2 m<sup>3</sup></li><li>• Displacement = 3.6 Tones</li></ul>	Blue Economy and Fisheries, Zanzibar	DMG	-Mold fabrication -End of September, 2022	Contractor



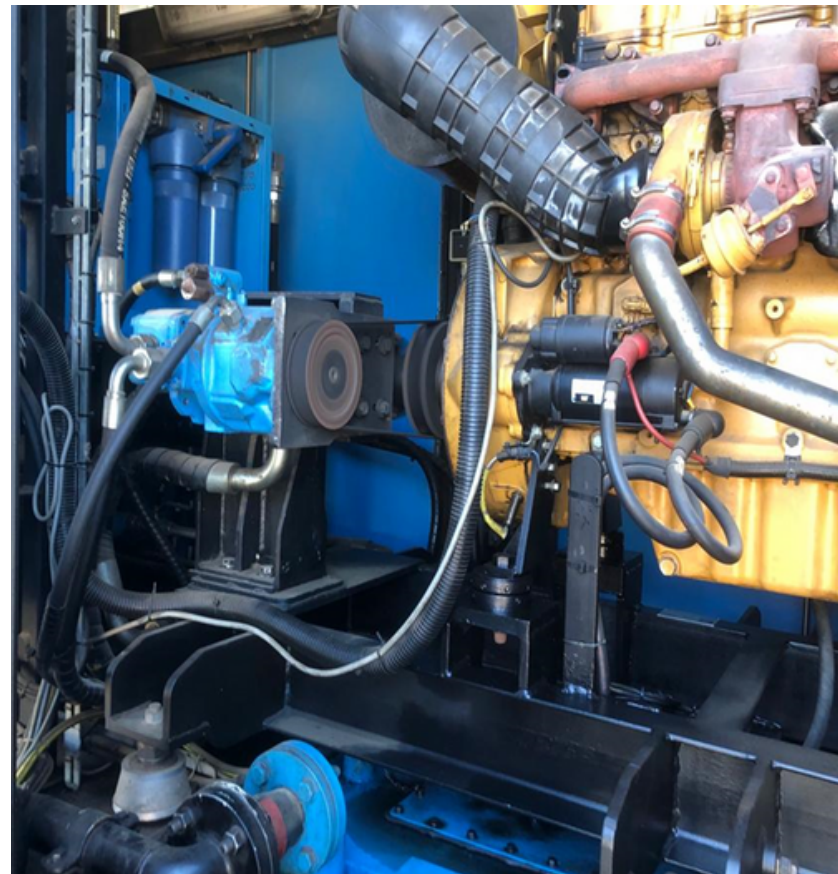
## 8. Supply and delivery of 12 Meters FRP Fishing boats

Type of Ship	Basic Specs	Customer	Manufacturer	Status	DMG Role
FRP FISHING BOATS	<ul style="list-style-type: none"><li>• LOA = 12 m</li><li>• Breadth = 2.7 m</li><li>• Depth = 1.4 m</li><li>• Draft = 0.6</li><li>• Power = 160 HP</li><li>• Fish storage = 5 tons</li><li>• Displacement = 8 Tones</li></ul>	Dar es Salaam Merchant Group	Dar es Salaam Merchant Group	Engine Installation	Manufacturer



# 9. Major Rehabilitation Of MV Tanga Ferry in Pangani District, Tanga Region

Type of Ship	Basic Specs	Customer	Manufacturer	Status	DMG Role
RORO ferry boat	<ul style="list-style-type: none"> <li>• LOA = 32 m</li> <li>• LPP = 30.25 m</li> <li>• Breadth = 9.75 m</li> <li>• Depth = 1.3 m</li> <li>• Draft = 0.75 m</li> <li>• Passenger = 100 P</li> <li>• Loading Capacity = 50 Tones</li> </ul>	Tanzania Electrical, Mechanical and Electronics Services Agency.	DMG	To be delivered end of October, 2022	Contractor



# 10. Major Rehabilitation Of MV Kilambo Ferry in Mtwara Region

Type of Ship	Basic Specs	Customer	Manufacturer	Status	DMG Role
Passenger Ferry Boat	<ul style="list-style-type: none"> <li>• LOA = 32 m</li> <li>• LPP = 30.25 m</li> <li>• Breadth = 9.75 m</li> <li>• Depth = 1.3 m</li> <li>• Draft = 0.75 m</li> <li>• Passenger = 100 P</li> <li>• Loading Capacity = 50 Tones</li> </ul>	Tanzania Electrical, Mechanical and Electronics Services Agency.	DMG	Delivered January, 2023	Contractor













# 11. Major Rehabilitation Of MV Kitunda Ferry in Lindi Region

Type of Ship	Basic Specs	Customer	Manufacturer	Status	DMG Role
RORO ferry boat	<ul style="list-style-type: none"><li>• LOA = 32 m</li><li>• LPP = 30.25 m</li><li>• Breadth = 9.75 m</li><li>• Depth = 1.3 m</li><li>• Draft = 0.75 m</li><li>• Passenger = 100 P</li><li>• Loading Capacity = 50 Tones</li></ul>	Tanzania Electrical, Mechanical and Electronics Services Agency.	DMG	To be delivered end of October, 2022	Contractor



# FACILITIES

# Shipyard Facilities

Type of Facility	Specs & Qty	Photo	
1. Crawler Cranes	<ul style="list-style-type: none"> <li>• 250 Ton Crawler Crane (1 Unit)</li> <li>• 50 To Crawler Crane (1 unit)</li> </ul>		
2. Lift Cars	<ul style="list-style-type: none"> <li>• 18m High-Land Car (2sets)</li> <li>• 6m Lift Car (2sets)</li> </ul>		
3. Fork Lifts	<ul style="list-style-type: none"> <li>• 7 Ton Fork Lifter (1 Set)</li> <li>• 3 Ton Fork Lifter (1 Set)</li> </ul>		
4. Welding Machines	<ul style="list-style-type: none"> <li>• Co2 Welding Machine(30 sets)</li> <li>• 20Ton CO2 Gas Tank (1 ton)</li> <li>• Sub-Merge Automatic Welding Machine</li> </ul>		

# Fishery Projects

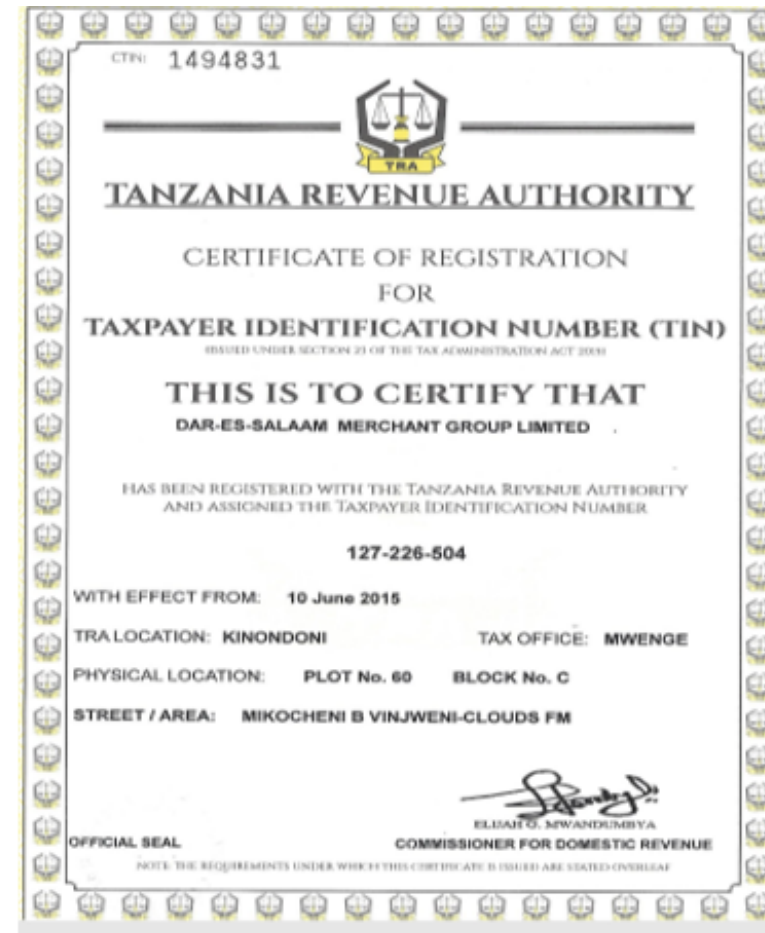
Type of Project	Scope of Work	Client	Financier
Consultancy services on Economic Profile of tuna and tuna like fisheries in Tanzanian Marine waters	The study covered aspects of Tuna fisheries; catch techniques, Vessel operations, Marketing and suitability of different types of vessels in both territorial and off-shore fishing.	Deep Sea Fishing Authority	World Bank under SWIOFish programme
Revolution of Fish Industry in Tanzania	Supply and Operation of Four Fishing vessels for anchovy fishing in Kilwa	Dar es Salaam Merchant Group	Tanzania Agricultural Bank (TADB) and DMG
Surveying and Inspection of MV Mafunzo for Fisheries Education and Training Agency (FETA)	Visual Inspection for both above and below water line	Fisheries Education and Training Agency (FETA)	Ministry of Livestock & Fisheries
Specification and Drawings for Fishing Vessels to Ministry of Blue Economy - Zanzibar	Specifications and Drawings for 8m and 15.5m fishing vessels	Zanzibar Ministry of Blue Economy	Revolutionary Government of Zanzibar

# Shipbuilding Manpower

Type of Expert	Qualifications	Qty
Naval Architect	MSc. Naval Architect	1
Marine Engineers	BSc. Marine Engineering	1
Captain	BSc. Mechanical Engineering	2
Piping Engineer	BSc. Mechanical Engineering	2
Marine Surveyor	BSc. Marine Surveying	1
Welders	Welding & Fabrication Certificate	30
Fitters	Welding & Fabrication Certificate	20
Grinders	Welding & Fabrication Certificate	20
Electrical Technicians	Electrical Installation Certificate	3
Plumbers	Hotel Management Certificate	6
Foreman	Electrical Installation Certificate	7
Safety, Health and Environmental	OSHA Certificate	3
<b>TOTAL</b>		<b>95</b>

# Compliances

DMG is registered under the Company's Act of 2002 of the United Republic of Tanzania and we consciously comply with all state requirements that include Contractors Registration Board (CRB), Business Licenses, Value Added Tax, Tanzania Bureau of Standards (TBS), Occupational Safety and Health Authority (OSHA), Fire among others; and currently applied for International Organization for Standardization (ISO).



# Our Team



**RAYTON KWEMBE**

**Major: MBA Finance (Seoul University, South Korea)**

Experience: 13 Years Experience working for Financial institutions (Standard Chartered), and International Conglomerates (Samsung Group (Korea, Tanzania, Kenya)

Present: Managing Director



**JAYLAN ELWAILY**

**Major: MBA (University of Cyprus), PMP (United states)**

Experience: More than 5 years in Strategy, Project Management, Sales, and Distribution Management

Present: General Manager- Business Unites



**SUSAN NGOLE**

**Major: MIS-Development Cooperation (Ewha University, South Korea)**

Experience: 5 years of experience at both private and public sector (Parliament).

Present: Director of Corporates Affairs.



**GODSON ULOMI**

**Major: Msc, CPA (Dodoma University, Tanzania)**

Experience: 10 Years in finance and operations working with Conglomerates (METL, Samsung)

Present: Chief Operating Officer



**TULISINDO MWACHULA**

**Major: Internal Relations (Sonmun University, South Korea)**

Experience: 10 years experience in marketing, business development working for multinational companies (Samsung)

Present: Business Development Manager



**ENG. MICHAEL MASAMBWA**

**Major: BSc MSc (Université des Sciences et de la Technologie d'Oran)**

Experience: Naval Architect with 6 years of experience in design, production, and maintenance of naval vessels.

Present: Naval Architect



**ENG. MICHAEL HAULE**

**Major: MSc (Alexandria University)**

Experience: 30+ years' experience managing marine projects from initiation to close. (Tanzania Navy)

Present: Marine Engineer



**MARK-SAID MKUMBWA**

**Major: MBA (University of Dar es Salaam)**

Experience: Experienced Talent Development Professional with 6+ years in the industry.

Present: Talent Development Manager



**KASSIM MHINA**

**Major: PhD in business Administration (Chonnam National University, South Korea)**

Experience: 17 years experience in Business Sector Analysis, Coastal community livelihood restoration and blue economy analysis.

Present: R&D Manager

# Our Stakeholders



Wizara ya uchumi wa Buluu





# CONTACT US:

---

## **DAR ES SALAAM MERCHANT GROUP LTD**

P.O. Box 6133,

Dar es Salaam, Tanzania

Office N°: +255 22 2760313

Mobile N°: +255 659 120 986

Email: [info@dmg.co.tz](mailto:info@dmg.co.tz)