

REASON/S BEHIND OUR FORMATION



DIARY AND MEAT PRODUCTS Co-op
(DAMP Co-op)

Presented by: Antony Jakopo

TRAMPEC Pvt Ltd

2015

Ladies and gentleman, may I have your attention for a minute. I am Antony Jakopo the founder of TRAMPEC Pvt Ltd. This company has been under formation for the past two years after I realised business opportunities in Zimbabwe. Yes, people may argue that Zimbabwe is not a place to invest. I also agreed to this theory before I opened my eyes and changed my thinking into positive. I want to share with you the reflection I had so that, us as Zimbabweans may change and start investing in the country to create employment for our brothers and sisters back home. Yes, it is a big challenge as well as an opportunity.

Towards the end of 2013 I had a strong feeling of wanting to go back home after a long time of looking for a job which wasn't forthcoming. I spent 3 months looking for jobs and my wife was the only breadwinner. Our pockets nearly dried up but that era gave me the chance to look at possibilities of doing business back home. I saw myself failing to cope up here without a job and I did want to go back home where I would do virtually nothing and still survive.

So I looked at companies still surviving in that harsh political environment and they were performing pretty well. I have spoken to directors and marketing managers of those companies. Their financial status was brilliant with positive growth of 3 to 10% every year. Yes, they had fluctuations but they have managed to survive. All what is needed is the right

attitude and resilience. The companies I have looked at are Rio Tinto (Murowa Diamonds), Anglo (Unki Platinum), Zimplats Platinum (Mimosa and Ngezi Mines) and Hippo Valley Estates owned by a South African sugar giant, Tongaat Hulett. I will not get into details of what I found out but the most interesting thing was despite the negative publicity of the government Rio Tinto opened a diamond mine in 2004 and Anglo opened theirs in 2006. This was the time when things were really bad in Zimbabwe but I tell you these giants survived.

I then looked at Zimbabwean government policies and the Acts concerned. That's when I discovered that there was a document policy, Zimbabwe Agenda for Sustainable SocioEconomic Transformation known by the acronym Zim-Asset. I looked at it and saw that the government was so genuine and actually pleading to the world to come and invest almost in every area of investment. There is virtually nothing in the document that is not supportive of their investment goals. They are willing to support in every possible way. This was a revelation to me. I also looked at the acts and find out that almost every area of rule of law is covered. All these documents are there and available for your perusal.

This gave me the initiation of starting a business in Zimbabwe. While I was making my conversation and seeking advice, I came to a conclusion. To be honest with you I do not

think my wife knew how serious I was. I did most of the studies on my own or whiles at work. She has always supported me and she always will.

TRAMPEC Pvt Ltd has seven areas of businesses it wants to exploit in Zimbabwe. I will only dwell on one which I think is most crucial. The company has secured a deal with one of the biggest dairy companies in Zimbabwe to supply 2 million litres of milk a year. The project would need \$800 000 to have a medium dairy business and would create full time employment for 4 people. The dairy would take 200 cows or more and to be in Murehwa. The company intends to buy 100 herds and therefore requires assistance on the other remaining 100. We need to supply 1 million litres of milk in the first year. To achieve this goal, I realised I need help and hence thought of forming a society. Zimbabwe suffers these shortages because most of the investment is from outsiders and once the political environment is unfavourable they sort for other countries. I am inviting you to invest in your own country where you would fight to survive through thick and thin. Why, because we all have our country at heart and will always endeavour to help our brothers and sisters right through our life time.

So please have a look at the figures below to help you understand the cause of this business. My target is to achieve one hundred members by end of this (2016) year and keep on expanding until we are able to export our products. Let's

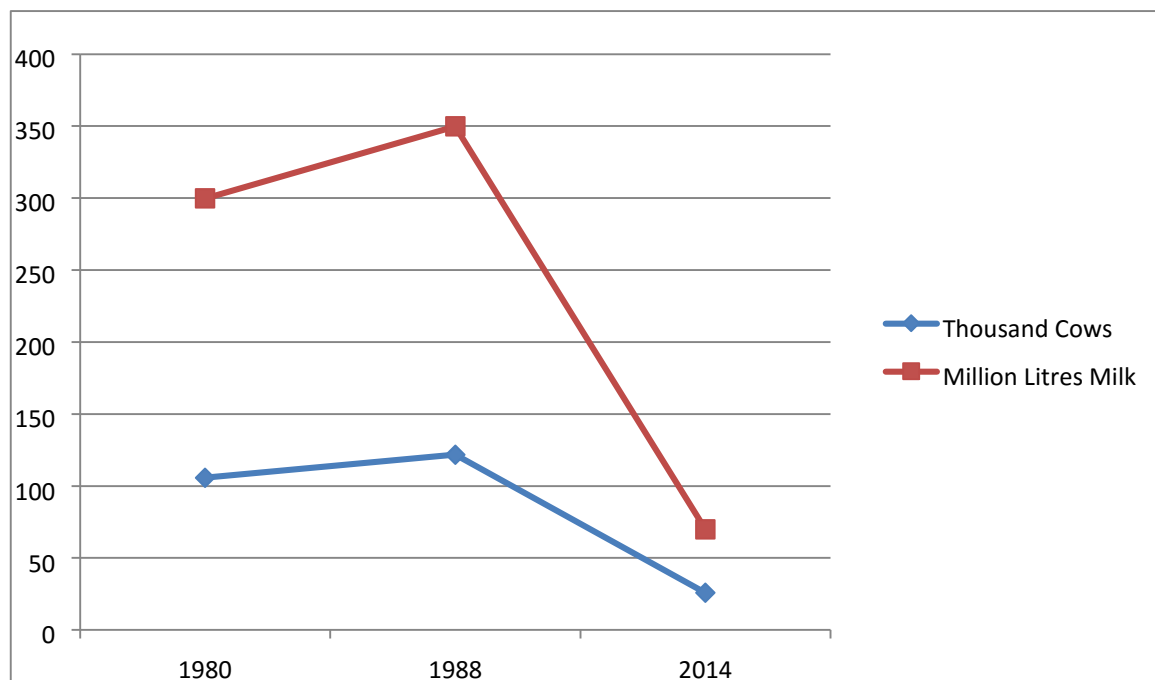
start now and help our ailing economy and increase employment within the communities.

Zimbabwe Milk Production History

Year	Cows (Thousands)	Milk Production (Million Litres)
1980	106	300
1988	122	350
2013	26	70
2014	222 (registered dairy farmers)	70
2015	45,000 (needed to break even)	120

Current

- 2014: 222 registered dairy farmers.
- 2014: 26000 cows producing 70 million litres.
- 2015: Zimbabwe requires 120 million litres of milk.
- 2015: Zimbabwe needs 45000 herd to break even.
- Has a shortfall of 50 million litres.



From the statistics and chart above we can see that if we wait and do nothing the production will eventually glide on to zero. I invite you all fellow Zimbabweans to join the society so that we bring the dairy farming back on track. The recent record of 2015 show that milk production has further declined to 54 million litres and this is huge; let us turn this around. Given below is the summary of how I expect this to be achieved.

- Join DAMP Co-op and pay the joining fee of \$200.
- Buy the required shares of \$2300 before/by December 2016.
- The cows are expected to calve soon after delivery. Hence production should start soon after delivery enabling members to quickly enjoy their profits without spending maintenance costs. Calves can be sold starting at \$450 from two weeks and over. Price could be higher depending with demand. Please note first batch is expected in March 2017 and second in June 2017. The process period is about 4 months.
- Members have option to keep their calves and grow their own herd. This attracts up keep costs for the calf but that is a good investment.
- Expect 90% chances of getting a female calf every year if all is well. Heifers start calving at 24 months, so if you wish make your calculations.

- Help in making decisions and running of the society to benefit all involved.
- Each cow is expected to produce 24 litres of milk per day but I recommend you take an average of 17 to 20 litres a day. Expected lactating days is 250 to 290.
- Milk price is 60 cents per litre which is also highly dependent on quality. So if you take an average of 20 litres a day for 270 days, your expected revenue would be as follows: $20 \times 270 \times 0.6 = \3240.00
- Labour, parlour, transport, fence, shed, medication and stockfeed costs (mainly silage and molasses). The cost is \$190.00 a month which leaves you with a net profit of \$80.00. If we maintain milk production and good quality the profits would be far much better and more attractive.
- The society will be paid every two weeks and members have to decide how they want their dues distributed. Please refer to constitution as well as the Act in order to meet all requirements.
- Grow the herd and start your own fully fledged dairy farm and keep on supporting the society. I expect members to start enjoying this within the first 10 years.

What do you do next?

If you are interested in this move, please fill in membership application form. This form 4 should be accompanied by a fee deposit of \$200. The account details are given below and can

also be found on the website under contact details. Please refer to constitution. We are required to elect the board at our first meeting. I suggest the first meeting to be held once we have about 5 registered members. Any suggestions are welcome.

Members are required to buy their shares (\$2300) before end of December this year to enable TRAMPEC Pvt Ltd include your cow on the first batch. The following batch would be in June. The process time is about four months. So for the society to meet the delivery dates members have to buy shares before December for the first batch and also before March for the second batch. After these two crucial deliveries members are free to buy their shares whenever they are ready. The deliveries from there on will depend on the number of the cows. For the society to get a delivery the number of cows should be between 35 and 40. Please bear in mind that once this is up and running members are able to buy cows straight from TRAMPEC Pvt Ltd or society. So prices may vary but the first cow would always remain at \$2300.00.

I thank you all for listening and please I edge you to join and let us build our economy.

Please address all recommendations or questions to ajakopo@bigpond.com.

Phone: +61447447552 also on WhatsApp.

Bank Details: Barclays Bank, Agricultural Business Centre, 2
Premium Close, Mt Pleasant Business Park, Harare

Account Name: Dairy and Meat Products Co-op

Account Number: 2157 1034077.