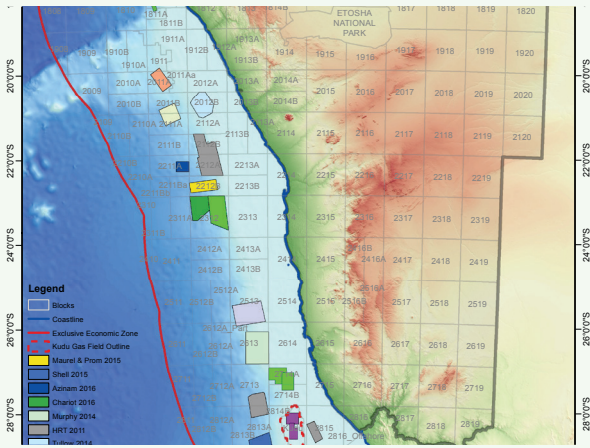


# E-NEWSLETTER

FEBRUARY 2017 VOL. 1, NO. 2

## E&P Achieves N\$20 Million Data Sales



The Exploration & Production reached its WIG of N\$20 400 million data sales. Sales stand at a staggering N\$22 537 458.27. A combination of efforts ranging from participation in carefully selected international oil and gas conferences, advertising in international oil and gas publications and specialised data promotional packages contributed to this commendable achievement.

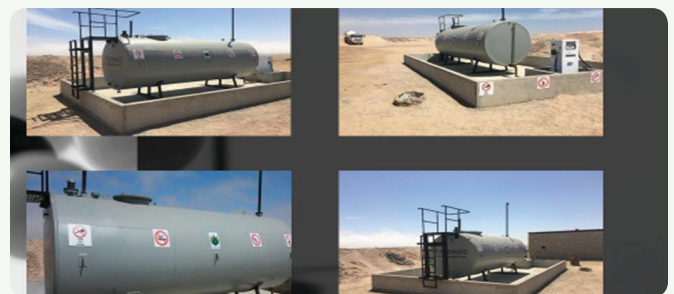
## CBU Lands New Client



The Commercial Business Unit has acquired a new client Zhongmei Engineering Group and has installed a 67,000litres tank at its Zhongmei Construction site in Henties Bay, to service the Henties Bay – Swakopmund road construction project. A Fuel Supply Agreement was signed between NAMCOR and Zhongmei which has seen a number of sales since. Zhongmei further constructed a crusher 8kms from

Swakopmund, where they crush stones for the use at the actual road construction. An additional 14,000litres tank has been installed at the crusher site, as part of value proposition for newly acquired construction customers.

## UNIK



UNIK Construction Engineering Namibia is another client the CBU team was successful in attracting. A 92,000 litre fuel facility was set up, which would ensure that UNIK has sufficient stock for all its operations. UNIK is participating in the Swakopmund Walvis Bay road construction project. As part of offering the client a value proposition, storage and dispensing equipment were added. "To have such facilities on site, offers many advantages for a road construction company such as ensuring timely fuel delivery and availability of fuel at all times" said Commercial & Marketing Manager Kosmos Damaseb.

The volume requirement for UNIK is about 1.2 million per year, which would significantly boost the fuel sales leading to increased revenue. "This would significantly contribute to CBU's efforts of achieving their wildly important goal (WIG) of increasing their revenue stream through the increase in sales of petroleum products.

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## Cooperative Muratori Cementisti Ravenna (CMC)/Otesa JV



The Commercial Business Unit landed OTESA as a new customer and has supplied the company with 2 × 26,000 litres of self-bunded tanks, as part of the customer value proposition. OTESA was recently awarded the tender (Phase 2), to upgrade the road between Windhoek and Okahandja. Eni Lubricants, manufactured in Italy, are supplied by NAMCOR to OTESA to compliment the fuel sales.

## MD Visits The Otjiwarongo Depot



A high level team headed by the Managing Director Immanuel Mulunga, visited the Otjiwarongo Depot recently, with the aim of familiarising itself with operations of the facility and to interact with staff members. Mulunga reiterated the importance of the facility to NAMCOR's bottom line, undertaking to have more visits to the facility.

The MD also took advantage of his presence in Otjiwarongo to pay a courtesy call on the Otjiwarongo Municipality. He and the Manager: Commercial Business Unit, Kosmos Damaseb briefed the town's Acting CEO Agatha Mweti and her technical services Manager Naude Slabbert on NAMCOR's various fuel offerings. On their part, Mweti and Slabbert briefed Mulunga and his team about the envisaged expansion of the town, urging NAMCOR to take advantage of opportunities that come with the growth.

## Lubricant Product Knowledge Training



NAMCOR in conjunction with SASOL Oil Ltd presented a lubricant product awareness campaign to create brand awareness and information sharing session on the products on offer in the southern part of Namibia, as well as some of the technical specifications and the application thereof. The intention was to use the opportunity to gain new customers, which can boost the lubricants sales in that area.

Stakeholders in attendance were Government Institutions, Municipalities, TransNamib, NamWater, Central Distribution, and NAMCOR Lubricant Agent for the South Bulletproof Investments CC.

## Langerheinrich Uranium Desert Dash

This is the annual Nedbank cycle challenge which took place



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on the 9 – 10 December 2016. An amount of N\$10,000.00 was sponsored to Langerheinrich and seeing that they are one of our key stakeholders it was important to have representatives from NAMCOR present.

## Swakopmund Mayoral Ball

The Swakopmund Municipality arranged a Charity Ball which is hosted every 2nd year to raise funds which provides assistance to families, individuals and organisations in Swakopmund where a real need exists. The main aim for the Mayoral Development Fund is to establish strategic alli-



ances with stakeholders and other relevant role players in the development and upliftment of disadvantaged persons, schools and organisations through financial or other support.

NAMCOR, supported its customer, the Municipality of Swakopmund through this development fund by purchas-

ing a table of 10 and pledging N\$10,000.00 towards the event. At the same time, the Commercial Business Unit invited its key customers in Swakopmund to the gala dinner.

## NAMCOR & Shared Petroleum Otavi



NAMCOR in partnership with Shared Petroleum sponsored medical supplies to the value of N\$ 10,000.00 to the Otavi People with Disabilities Association as part of a joint social responsibility. Its mission is to uplift the living conditions of people with disabilities with home-based care support initiative. Shared Petroleum is a key account customer of NAMCOR who buys on average 1,300,000 litres of Diesel a month for the three reseller points. They have storage facilities in Windhoek, Walvis Bay and Otavi.

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