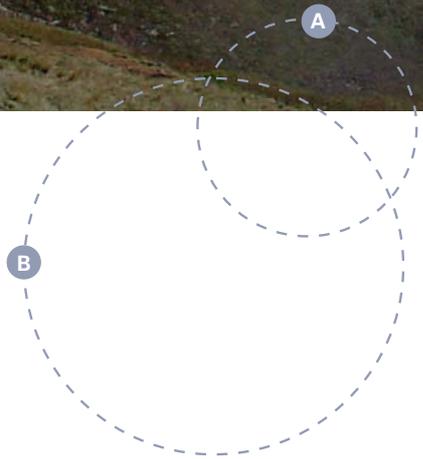




# Powders



- A You need high service levels and an increasing focus on SHEQ and BBEE**
- B Our innovative thinking and industry experience delivers this and more**

### State of play

Eskom, Transnet, the looming water crisis, the ongoing Government-led investment in housing, various other infrastructure projects and private sector investment bodes well for long-term demand for powder-based products.

The anticipated growth in South Africa and in Africa will be good for those supply chain and logistics service providers that can demonstrate high levels of service, existing industry experience, and who show a willingness to invest in logistics infrastructure as 'partners'.

### Logistics and supply chain innovation

**Strategically:** Greater infrastructural and private sector spend across Southern Africa translates into a projected increase in demand for powder-based products. These volumes will challenge existing supply chains in conditions of increased volatility and greater demand from customers. Many manufacturers are beginning to rely more heavily on their larger, more reliable service providers to generate value in the supply chain. As pressure mounts on manufacturers to sustain higher service levels, they are also starting to seek out proactive, value-add solutions.

The expertise of our Supply Chain Solutions division is complemented by our operational credo of continuous improvement and our industry experience. Together they enable our clients to generate value. By establishing long-term relationships, we are in a position to commit additional capital to support our innovations.

We custom-build solutions to suit each client's needs. Sometimes a joint venture or an outsource solution is the best option. In some instances, especially where the supply chain is core, insourcing is the best solution. Whatever the appropriate model, we ensure sophisticated communication and visibility between ourselves and the client.

**Operationally:** The increase in the cement brick-making business has been partly responsible for driving growth in this market. In 2007 we responded by opening a new branch in Bloemfontein to support this growth.

Our Powders fleet has grown in recent years. Our capacity, reliability, expertise and high SHEQ scores recently won us the contract to deliver cement from Lichtenburg, Randfontein and Kaalfontein for one of the largest cement companies in Southern Africa.

In Lesotho, we are the leading cement transporter. Large-scale construction projects are planned for this area and we are able to partner with businesses looking to expand.

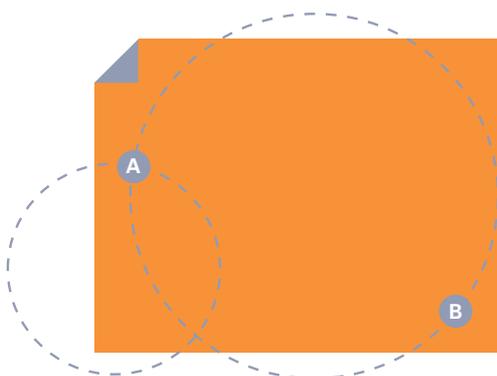
Our willingness to invest in new equipment and greater capacity on the African continent, to improve our turnaround times, reliability, maintenance and fuel consumption, and our considerable industry experience and footprint, are all benefits which pass on to our clients.

### Client value-creation

Choose a logistics and supply chain service provider who offers you:

- A national footprint
- High service levels
- Best value logistics solutions
- High SHEQ and BBBEE scores
- Powders industry experience and expertise
- Onboard technologies for greater supply chain visibility
- Balance sheet strength

Experts in supply chain and logistics services, Cargo Carriers continually seeks out ways to innovate new efficiencies for effective supply chain management. Find out how we can help you create more value. Call us on +27 11 485 8700 or e-mail [marketing@cargocarriers.co.za](mailto:marketing@cargocarriers.co.za)



Ⓐ Safety, service, and empowerment are your key drivers

Ⓑ We deliver all three at the highest possible level