



# COMPANY PROFILE





# Table Of Contents

---

## **Who We Are**

About the Company

02

## **Our Policies**

Governing Conducts

07

## **Management**

Statement & Structure

15

## **Our Services**

Engineering  
Mining Solutions  
Construction  
Civil Works

18

## **Why Us?**

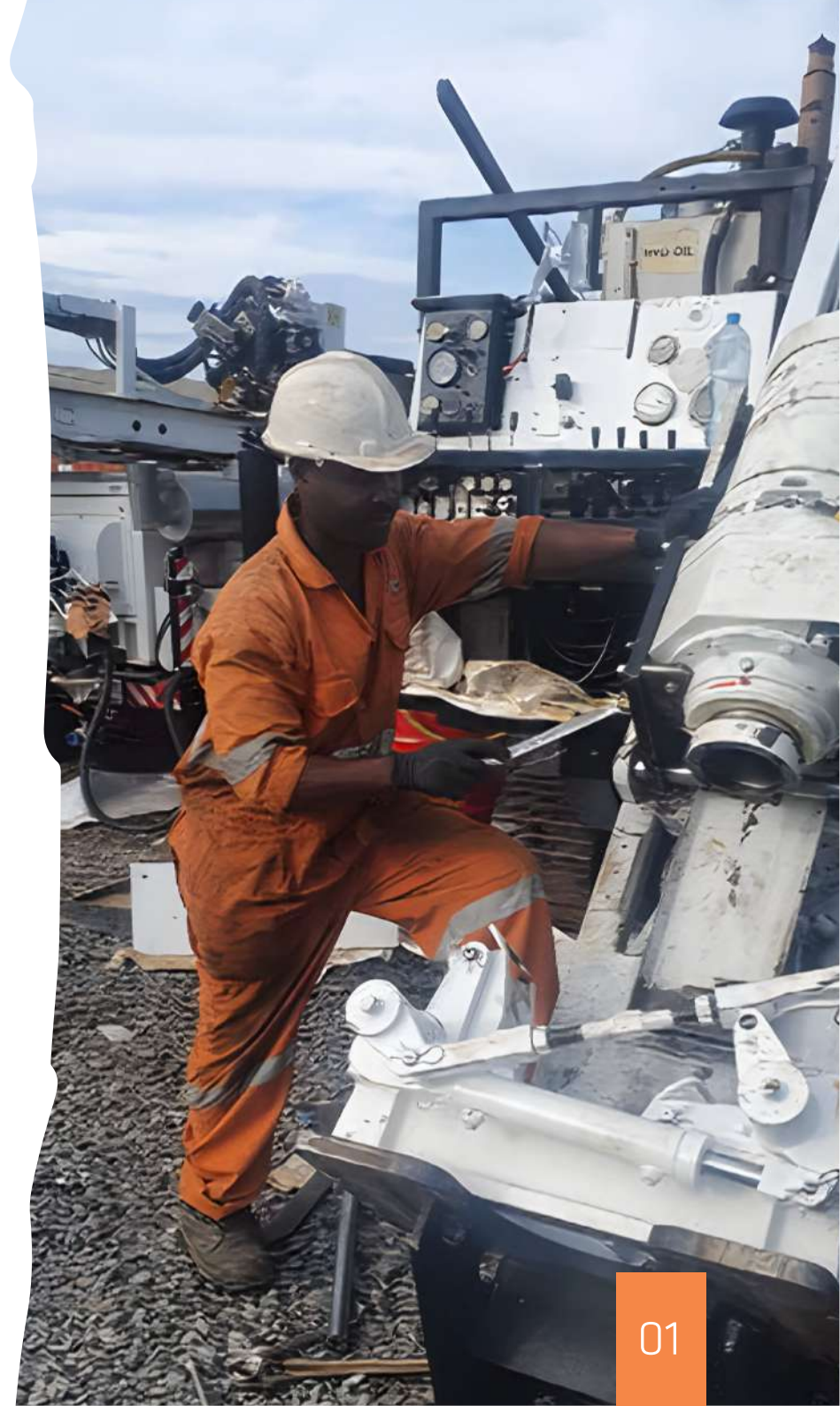
Our Strenght

32

## **Work With**

Estemeed Clients & Partners

35





# WHO WE ARE

To provide you with real value, outstanding service, and exceptional performance regardless of the size or complexity of your project.

## Who **We Are**

---

Hot Metal Welding Company Ltd (HMW) is a multidisciplinary industrial contractor & supplier specializing in Mining, Engineering and Construction, operating the eastern part of Africa, localized in Tanzania.

HMW provides real value to all of our clients by achieving the best in industry results and with the highest level of professionalism in every service, project, and structure we deliver. Our managing team strives to sustain an environment where all of the team members continuously better their skills and maintain the highest level of proficiency in their respective areas.

It was this consistent development of competence and talent that fueled our growth since our establishment as the scale of our projects increased in both size and complexity.

We are an emerging industry leader with a highly qualified team of experienced professionals offering a comprehensive set of services. Our expertise covers the full scope of every stage in the lifecycles of the industrial construction projects.



# Who **We Are**

---



## Our Vision

- To provide our customers with outstanding service. This is achieved by the use of an entrenched quality management system, manufacturing flexibility and competent, qualified staff, who settle for nothing less than total quality in all our services.
- To be committed to provide ongoing training for our most important assets and our people. In this way we attain our objective while ensuring constant growth.



## Our Mission

- To provide an excellent service to our clients, by giving them their principal position in the business and by treating them with integrity and honesty they deserve.
- To deliver quality service on time and at the convenience of our clients.
- To always use quality material to give our customers value for their money.
- To train young professionals who wish to operate in the same industry.

## Who **We Are**



### **Core Values**

HMW prides itself on being highly principled and stands firmly for ethical business practices and safe operating environments. We believe this is fundamental to building lasting relationships for the mutual benefit of our company and our clients. To deliver a quality service on time and within budget, we live a business culture of:

**Safety First** - We recognise that the professional management of safety, health, environment and quality within our business is key to achieving the exacting standards expected by ourselves and our clients. We therefore manage all contracts with strict health and safety protocols and quality compliance assurance.

- **Integrity and accountability:**

Our business has been built on these uncompromising foundations that facilitate the development of lasting relationships with our clients whilst empowering employees and partners.



# Who **We Are**



## **Core Values**

- **Best practices atways:**

Our commitment to sound business processes paves the way to a superior product and service as we strive to not only meet our clients' expectations, but to exceed them.

- **Caring:**

We provide social upliftment, ernployment, training and experience through our ongoing investment in our people and outreach opportunities in the cormmunities in which we operate.

- **Flextbilitty and versatility:**

Our hands-on management team take a practical approach to contracts whilst remaining flexible to meet our clients' ever-changing needs.

- **Teamwork:**

With a strong belief that effective teamwork maximises efficiencies and ensures knowledge transfer, we encourage a culture of mentorship and collaboration across all departments, ensuring a seamless delivery process.



# OUR POLICIES

To ensure we achieve the highest level of quality and reliability while providing 100% **customer satisfaction**.



# Our **Policies**

---

## **Environmental Policy**

We are conscious of the different environmental challenges the planet faces and acts every day to protect our planet and its citizens. For Hot Metal Welding, preserving and caring for the environment is both a moral imperative and part and parcel of sound business practices.

Our Environmental policy is based on the principle that 'excellence in these areas maximizes the long term value, which brings to its employees, customers, shareholders and the environment.

This policy is implemented in our culture, strategies, and operation.

- We comply with all legal requirements and voluntary commitments established to protect the environment.
- We maintain proper records and documentation concerning activities relating to environment health and safety matters.

# Our **Policies**

---



## **Environmental Policy**

- We will respond positively to any expression of Public concern or inquiry and investigate full any substantive complaints.
- We will participate with government, industry, and professional institutions & associations in development of environmental health safety regulations, reasonable environmental standard and improved environmental control technology.
- We will promote un awareness of environmental health and safety protection with the operations among all employees and provide appropriate training to those responsible for implementing environmental health and safety control measures and for those whose particular areas have the potential to cause environmental health damage.



# Our **Policies**

---



## **Customer Service & Delivery Policy**

HMW's success in engaging the customers and stakeholders is rooted in having relevant information for creating a localized approach that engages stakeholders to own the process while ensuring they are receiving adequate feedback. Our key priorities;

- Deliver on time
- Proper communication process & stakeholder's engagement
- Quick response & support
- Respect and mutual trust
- Satisfy the needs of our client
- Avail our helping hand during problems

## Our **Policies**



### **Health and Safety (HSEQ) Policy**

HMW shall endeavor to provide and maintain a working environment that is safe and without risk to the Health & Safety of its Employees and its assets, HMW pledges its full co-operation & commitment to the OSHA Safety Policy.

#### **Employee's Responsibility:**

Every employee shall endeavor to comply with all relevant legislation, instructions, rules and procedures in the interest of Health & Safety. Employees will mutually be responsible for the Health & Safety of everyone, while utilizing equipment and machinery properly and minimum risk.





# Our **Policies**

---



## **Health and Safety (HSEQ) Policy**

### **Hot Metal Welding is committed to:**

- Take reasonable care to protect own Health and Safety.
- Take reasonable care to protect the Health & Safety of others.
- Take proper care of personal protective equipment and the correct use thereof.
- Report a situation or act promptly that is a risk to any person.
- Co-operate with any person to ensure compliance with the duties and responsibilities placed on the person in terms of the Health & Safety Policy.
- Comply with prescribed Health & Safety measures.
- Concentrate on mental health and maintaining a positive attitude.

## Our **Policies**

---



### **Quality Statement**

Quality is not an option, but a necessity to survive and thrive in an environment of global competition. There is a common business concept known as the "1-10-100 Rule". If it takes one unit of costs or effort to complete a job correctly, it will take 10 times that effort to correct an error before it reaches the customer.

And once it has reached the customer, it will take 100 times the cost and effort to correct the situation, not to mention the loss of customer goodwill. We aim to provide total customer satisfaction that will lead to customer loyalty.



### **Compliance Statement**

HMW, through its Code of Conduct, declares its commitment to comply with national and international standards, acting according to internal rules or instructions, as a way to detect any kind of deviation or non-conformity, whether of criminal, civil, labor, environmental, or tax nature, and to have means to avoid them.

## Our **Policies**

---



### **Compliance Statement**

It means that the company is concerned about acting with integrity and transparency, without being penalized for administrative and ethical irregularities or suffering reputational damage for these acts.

Thus, by implementing Compliance Governance, the company puts itself into the action of “doing the right thing,” creating a positive, proactive, and virtuous business posture, impacting the business in which it is inserted, imposing a new way of doing business, depending, therefore, on the commitment of all employees.

In order to make this form of corruption and influence traffic prevention consistent, HMW created and publishes its Codes of Conduct for employees and business partners, which establish rules and behaviors to be followed in all the company’s actions.

HMW wishes that each of its employees and partners, including clients and suppliers, comply with the rules contained in the Codes of Conduct in their activities, as well as ensure that their employees do so.





# MANAGEMENT

Our vast know-how and experience at your service.

# Management Statement

---

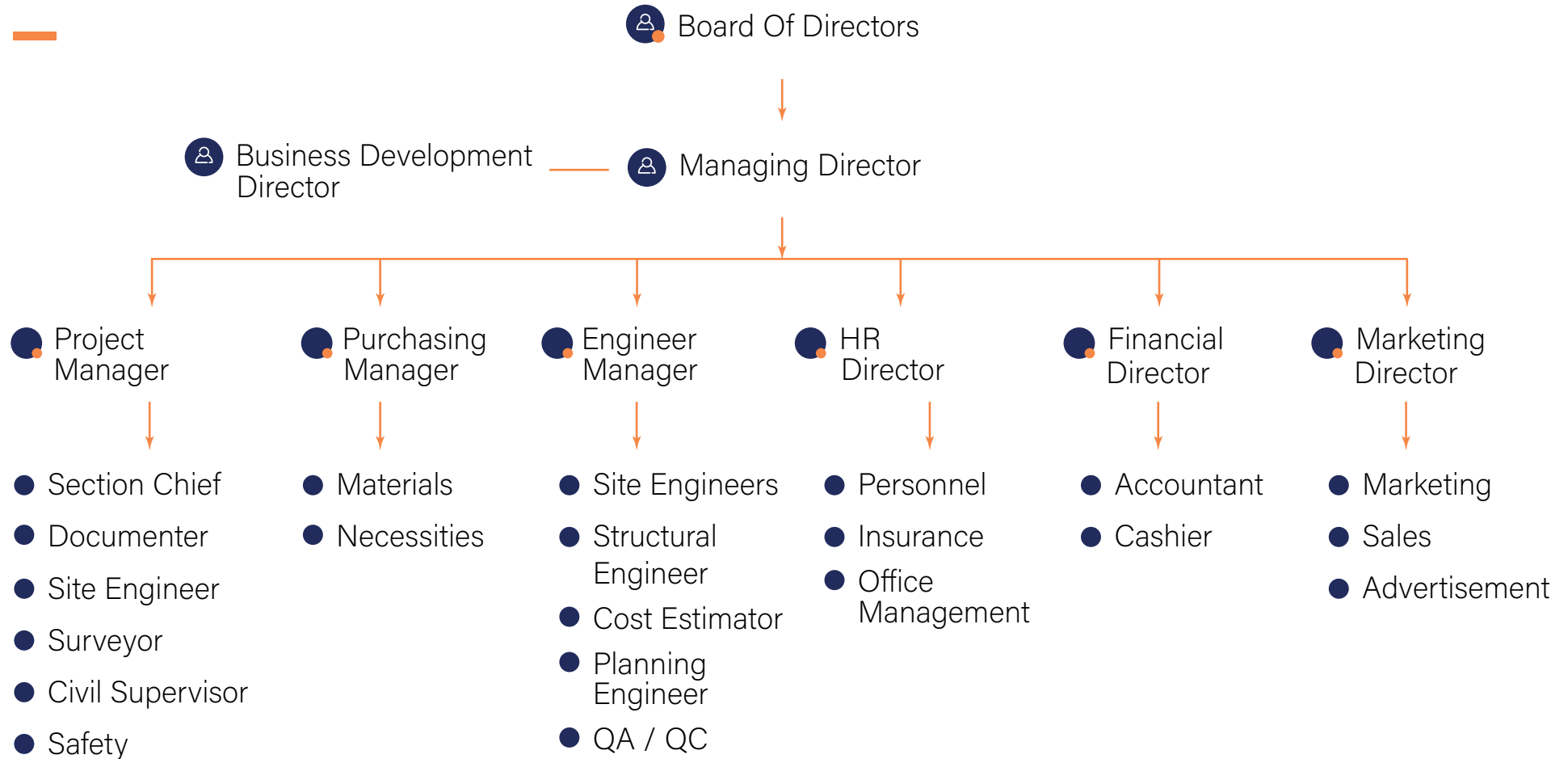
Message from  
the Managing  
Director  
**Hot Metal  
Welding Co. Ltd**

We understand that it takes more than a qualified provider to win the customer's confidence, especially when it comes to complex or high-value projects. That is why, from the very beginning, our company has been built upon a strong foundation of integrity, honesty, safety, and quality.

Our team has earned its place in today's competitive market through a combination of our core beliefs and the consistent delivery of superior services and quality end products. The individualized care and unwavering attention that we bring to all of our projects are deciding factors in why our clients continuously choose us.

We build trust-based, collaborative relationships with our clients and industry partners. This is what sets us apart and what helps us provide continuous customer satisfaction, win repeated business and establish long-term business connections.

# Organization Structure





# SERVICES

With the best interest of our clients and the environment in mind, our actions are always focused on customer satisfaction, integrity, Impartiality and help on business growth.



## Engineering

# Steel Fabrication & Installation

---

Hot Metal Welding offers complete, comprehensive and cost effective steel fabrication solutions aimed at providing quality service to commercial, residential, industrial and retail sectors in Tanzania and throughout Eastern regional.

We are a highly experienced steel contractor, and guarantee excellent results across a range of different services including fabrication, steel drafting and detailing, surface treatment, right down to steel delivery and installation. Each job is treated differently and we pride ourselves on offering flexible and personalised solutions for structural steel.

HMW has earned a strong reputation as a quality steel fabricator with exceptional service. After years of experience we are continuing to service builders, home owners and major contractors in all their steel requirements.

The importance of quality is paramount at HMW.

**Contact us for a steel quote today!**

# Engineering **Steel Fabrication & Installation**

---

## **Steel Fabrication**

Whatever your steel fabrication requirements, we work closely with you and your structural engineers, architects and design team throughout the process. We're a Tanzanian based steel fabricators proudly servicing residential, industrial, commercial, retail and the Eastern African region.

Our aim is to deliver your project on time, on budget and with the quality you expect. After the approval of drawings, plans are made for fabrication of the components, which is scheduled to fit your requirements. Work is then carried out in our highly equipped workshop.

Quality is of paramount importance, which is why our work is rigorously inspected before and after fabrication.





# Engineering **Steel Fabrication & Installation**

---

## **Steel Drafting**

As full service Tanzanian based steel fabricators, we can provide a full range of steel detailing services in structural and miscellaneous steel. New advanced technologies enables us to give our customers:

- Detailed drawings for all parts
- Detailed erection plans
- Clear shop drawings
- 3D sketches templates for rfi's
- Full-scale templates for complex layouts
- Isometric details of complex connections



## Engineering **Steel Fabrication & Installation**

---

### **Steel Delivery & Installation**

HMW is highly experienced in the delivery and installation of all types of steel products for every type of construction project.

Our experienced team can manufacture, deliver, and erect components on a prepared base on-site. Work is carefully co-ordinated to fit your schedule without disruption to other activities.

Components are delivered in time with the erection sequence, which eliminates the need for on-site storage.

Progress is carefully monitored throughout so that the work is completed on time and to your complete satisfaction.





## Engineering **Installation & Maintenance**

---

### **Pressure Pipes, Mills, Bunkers, Silos & More...**

When you need installation services for pressure pipes, HMW is here to help. As experienced and licensed mechanical engineers, our work is high-quality, comprehensive, compliant with all applicable building codes and regulations, and carefully planned and executed to provide the best outcome in each case.

Silos and bunkers are needed in many sectors, especially mining, agriculture and construction. Whether made of stainless steel, carbon steel, or any other material, all our silos and bunkers are tailored to your process in accordance with the capacity, strength and environmental conditions.

If your silo is experiencing cracking, deterioration, partial or full collapse, our team can help.



## Engineering **Supply of Spare Parts**

---

HMW also specializes in the supply of Engineering Equipment and Parts such as Bearings, Electric Motors, Power Transmission, Engineering Tools & Equipment, Pneumatics, Sealants, Oils & Adhesives, Pumps, Seals, Filtration, Fasteners, Geared Products, Maintenance Chemicals and more.

HMW supplies genuine spare parts and components for Industrial equipments. Our parts are sourced directly from the original parts manufacturers resulting in competitive pricing and significant savings for our customers.

We possess a team that has vast experience in the Engineering parts and services market, but also experience in servicing a very diverse mix of customers and market segments.



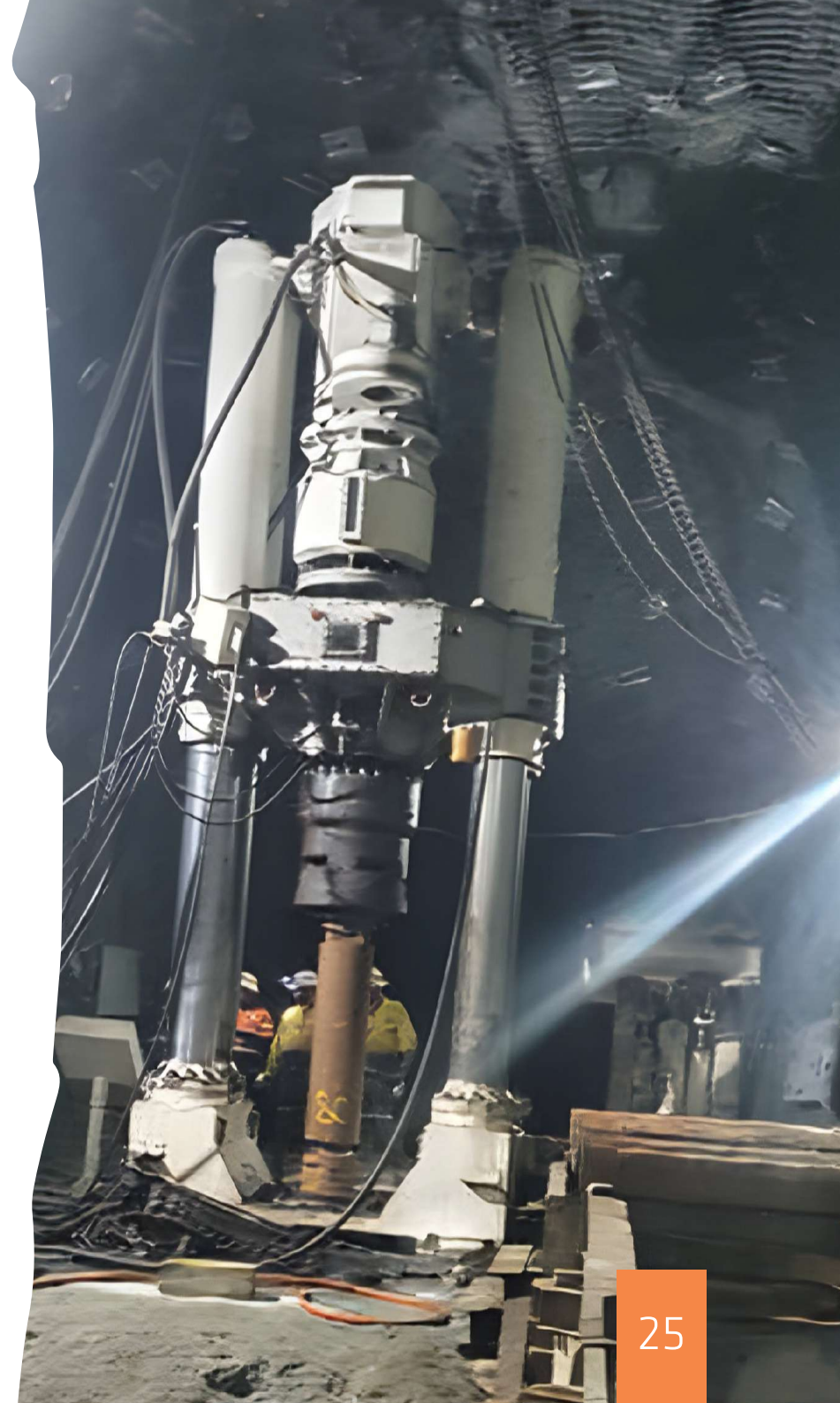
# Mining **Solutions**

---

## **Service and Maintenance**

We employ highly skilled technicians to offer our customers various specialized services. Our services are not limited to any specific Original Equipment Manufacturer (OEM), but cover a wide range, giving our customers flexibility in total fleet maintenance management strategies and an opportunity for an all-encompassing Maintenance and Repair Agreement. We offer maintenance and repair contracts in:

- Full reliability centred on site maintenance and repairs agreements.
- Field Service Technicians agreements.
- Onsite component change out crews agreements.
- Onsite equipment mini-rebuilds agreements.
- Reclamation Crews for decommissioned components and equipment agreements





# Mining **Solutions**

## **Equipment Rebuilds**

We rebuild various types of equipment to Original Equipment Manufacturer (OEM) specifications as well as repair various machine components such as hydraulic cylinders, gearboxes, differentials, transmissions, axles, brakes, convertors.

We also offer valuable advice where necessary on product improvement for achieving optimum productivity.



# Mining **Solutions**

---

## **Equipment Reclamation**

We reclaim decommissioned underground trackless mining equipment and carcasses for recycling purposes per customer prescription.

Where necessary, our skilled personnel strip the equipment into sizable parts for safe handling and logistical management from underground mines.





## Construction **Services**

---

### **Buildings & Construction**

Engineering services relating to building design, construction and maintenance has been a core service for HMW since its conception.

We offer our clients direct access to a team of highly qualified and experienced specialists offering consultancy services in preliminary work, building design, construction management as well as construction supervision and maintenance work.

HMW has served as engineering consultant on various types of building project including, domestic housing, schools, hotels, sports centers, offices, factories, hospitals and health centers.



## Construction **Services**

---

### **Project Management and Cost Control**

Specialists at HMW have a vast experience in the field of project management and supervision and have been involved in such large-scale projects as aluminum smelters and shopping centers, as well as specialized development and planning projects.

Cost control is one of the prerequisites for successful construction, and comprehensive construction management ensures an overall perspective during all stages of construction.



## Construction **Services**

---

### **Maintenance and Renovation**

Structures change, whether it's due to changes in use, environmental influences, or the increasing service life. Every property needs maintenance work from time to time. We know precisely when which renovations are required to keep ensuring safety and quality. We provide the following services for our customers:

- Renovation of buildings
- Renovation of historical and sacral buildings
- Infrastructure renovations
- Building protection
- Pollutant and asbestos renovations





## Civil **Works**

---

We have acquired vast experience, expertise and resources that has enabled us to undertake small, medium and large scale civil infrastructural works ranging from road works, water distribution and transmission, mini dams, road structures and bridges all which have been constructed to required standards and time.

We have good access to equipment, Financiers and Expertise to deliver your project. We deliver various range of civil work activities as follows:

- Site Clearance
- Foundations
- Bituminous works
- Double surface dressing
- Bulk Civil works
- Drainages
- Asphalt laying





# WHY US?

We bring strategic value and vast experience to every stage of your project, from start to finish.



Why Us?

## Our Strengths

---

HMW is dedicated to providing our clients with the highest quality engineering in a timely, flexible, and economic manner. Our commitment to respect, integrity, diversity & reliability has been the path to success for our company, our employees and our clients. Our goal is for every project to run on schedule and on budget and we are continuously working to ensure that we meet, and exceed, client expectations.

### ■ Our People

HMW's staff, comprised of engineers and specialists experienced in construction management, project management, health and safety, scheduling, estimating, cost controlling, and administrative support. We are committed to achieving the right solutions, without compromise.

### ■ Our Approach

The heart of our approach is the ability to understand our clients' needs. We strive to develop long-term partnerships, establishing core teams to become specialized in your business, your industry, and your unique needs in order to reduce learning curves, improve design efficiency, and enable rapid response and dedicated staff on site when necessary.



**WORK WITH**

Working on tomorrow, Today.

## Our Esteemed Clients & Partners

**BARRICK**



**FLUKE**

**FESTO**



MOTION & CONTROL™  
**NSK**

**Fenner**  
Reliable | Trusted | Connected



**LINCOLN  
WELDERS**

**AFROX**  
A Linde company

**CIGWELD**  
AN ESAB BRAND



**NYMERIAN  
CAPITAL**

**ARCAIR**  
AN ESAB BRAND

**TWECO**  
AN ESAB BRAND



**STOODY**  
AN ESAB BRAND

**THERMAL  
DYNAMICS**

**ORYX  
ENERGIES** | **ORYX**






**TANZANIA**


**Certificate of Incorporation of a Company**  
Section 15

**No: 149639519**

I HEREBY CERTIFY THAT

**HOT METAL WELDING COMPANY LIMITED**

is this day incorporated under the Companies Act, 2002  
and that the Company is Limited.

GIVEN under my hand at Dar es Salaam this 20<sup>th</sup> day of  
JANUARY TWO THOUSAND AND TWENTY ONE.


  
 PRINC. ASST. REGISTRAR OF COMPANIES

THE UNITED REPUBLIC OF TANZANIA  
 OSHA 18

  
**OCCUPATIONAL SAFETY AND HEALTH AUTHORITY**  
 CERTIFICATE OF REGISTRATION OF A FACTORY/WORKPLACE

I hereby certify that the workplace named below has been duly registered in pursuant  
of section 17 of The Occupational Health and Safety Act Number 5 of 2003  
with workplace registration number

**103 425 001**

Name of the Occupier / Owner

**HOT METAL WELDING COMPANY LIMITED -  
WELDING AND FABRICATION**

With Effect from **December 15, 2021**

Address and Location: **Shibayi, Nyamagana Municipal Mwanza**

Region : **Mwanza** District: **Nyamagana**

Ward : **Buhongwa** Street / Village: **Shibayi**

Nature of Work : **Welding and fabrication**

Industrial Classification : **Manufacture of basic iron and steel**

SORT CODE  

  
 Khadija H. Mwenda  
 CHIEF INSPECTOR

NOTE: THE REQUIREMENTS UNDER THIS CERTIFICATE ISSUED ARE LISTED OVERLEAF

ISO 9001:2015 CERTIFIED  
  
**TANZANIA REVENUE AUTHORITY**  
 Certificate of Registration  
 for  
 Value Added Tax (VAT)

(ISSUED UNDER SECTION 308A(1) OF THE VALUE ADDED TAX ACT NO. 15 OF 2015)

THIS IS TO CERTIFY THAT

HOT METAL WELDING COMPANY LIMITED  
WHOSE TAXPAYER IDENTIFICATION NUMBER (TIN) IS

**149-639-519**

HAS BEEN REGISTERED FOR VALUE ADDED TAX (VAT)  
AND ASSIGNED VAT REGISTRATION NUMBER (VRN)

**40-047507-C**

FOR BUSINESS LOCATED AT **BUHONGWA - SHIBAYI**  
**MWANZA**

WITH EFFECT FROM **22 JUNE 2022**  
GIVEN UNDER MY HAND

THIS 22<sup>nd</sup> DAY OF **JUNE 2022**

  
 COMMISSIONER FOR DOMESTIC REVENUE




NOTE: THE REQUIREMENTS UNDER WHICH THIS CERTIFICATE IS ISSUED ARE LISTED OVERLEAF

**M/S. HOT METAL WELDING COMPANY**  
**P.O. BOX 218 DSM**

Dear Sir / Madam,

**Re: REGISTRATION AS SPECIALIST MEC**

This is to confirm that after having paid Registration Fee at our Receipt No. **CRB-R-2021-10430** dated **06/05/2021** **SPECIALIST MECHANICAL (Metal, Aluminium)** effect from **09/05/2022**

Your Registration Number is : **SPM2/302/05/2022**

You are now allowed by law to take up **SPECIALIST 800,000,000.00** for any one single contract.


Your registration Certificate is being prepared and you will

Yours faithfully,

**CONTRACTORS REGISTRATION BOARD**

  
**RHO BEN NKORI**




Tell us when you **Need It**   
& We will make it Happen.



### Phone / Mobile

8AM - 5PM | Fri - Sat  
+255 (0) 756 603 477  
+255 (0) 765 444 050



### Website / Email

More Information:  
[info@hotmetal.co.tz](mailto:info@hotmetal.co.tz)  
[www.hotmetal.co.tz](http://www.hotmetal.co.tz)



### Our Address

P.O.Box 218,  
Nyamagana,  
Mwanza, Tanzania.