



SOMO

TRANSPORTERS

CORPORATE PROFILE



LET IT FLOW ALL THE WAY | SAFETY FIRST.



ABOUT US

Somo Transporters is a regionally-known-and-leading logistics provider; our core business is provision of cross-border haulage of petroleum products for reputable and large corporations in East Africa. Somo Transporters commenced operations in 2006 as a fully owned business entity focusing on bulk haulage of petroleum products as well as dry cargo in the East African Region. The company provides an expedited and reliable delivery service, with its main focus being on the movement of single line bulk petroleum products.

We specialize in all areas of transportation and logistics. Somo Transporters provides customized solutions using the most advanced technologies and our expertise lies on an in-house, built-in efficient IT system, a reactive and reliable international network and a close relationship with the major operators in the logistics industry

OUR KEY STRENGTHS

- Sound corporate governance and HSSE compliance
- Standardized fleet and proven operating systems
- Effective leverage of relevant information technology

OUR MISSION

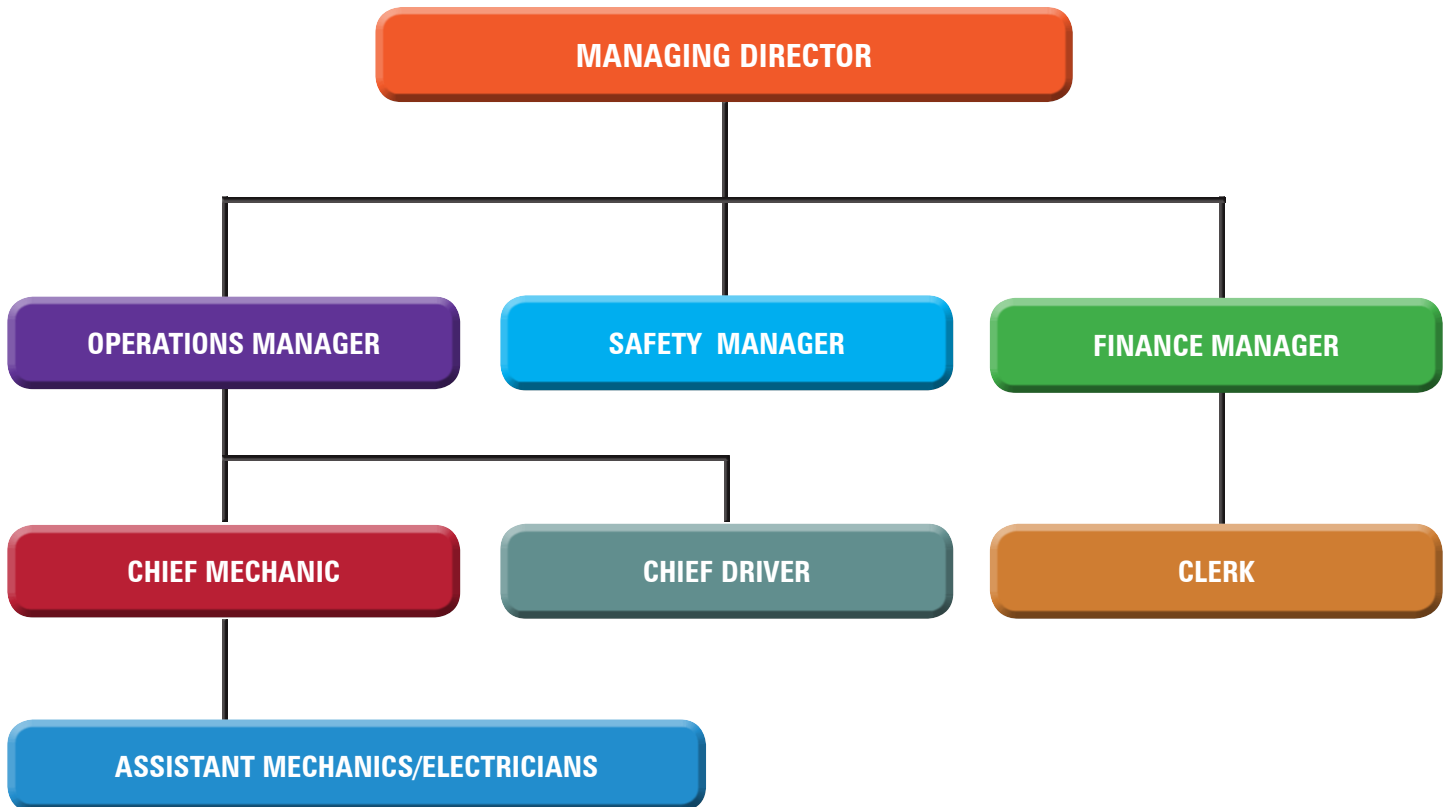
To be the most competitive, efficient, reliable and HSSE compliant transporter of petroleum products and dry cargo in East and Central Africa, satisfying our clients while maximizing the returns to the shareholders and employees.

CURRENT OPERATIONS

Somo Transporters provides a total transport Solution package. The company offers bulk freight and liquid transport services across the East African region and locally in Kenya as well.

Somo Transporters currently runs contracts in LPG, fuel transport and bulk dry cargo. In line with global operating standards, the vehicles are highly specified and professionally maintained by a team of dedicated technical personnel. Advanced tracking technology also allows the company to maintain constant contact with all trucks at any time.

COMPANY STRUCTURE



OUR DEDICATED MANAGEMENT TEAM

The Management team of Somo Transporters comprises a group of appropriately qualified, widely experienced and highly motivated professionals who employ their broad knowledge of the local operating environment for the benefit of the company and its customers. Somo Transporters success will continue to be derived in part from the ability of its management team to access and utilize information, identify and capitalize on market opportunities and to execute business plans in an efficient and effective manner.

QUALITY ASSURANCE PRACTICE

We value our customers and dedicate to provide exceptional service by deploying honest drivers with high integrity to deliver the quantity and quality of the product as loaded.

We ensure effective sealing, vehicle monitoring, proper vehicle inspection and maintenance to eliminate product losses through leaks. Our operations department ensures that all customers' complaints and incidents are reported and share lessons learnt. Good remuneration and reward is also offered to the best drivers who exhibit best industry practice.



ON ROAD EMERGENCY RESPONSE

Somo Transporters has detailed emergency response plan that contains procedures to effectively manage and mitigate emergencies including personal injuries, vehicle crashes, product spills and fires with associated schedules of resources and communication procedures.

INCIDENT REPORTING & INVESTIGATION

Our management team ensures that all incidents are reported immediately, investigated and analyzed to determine the root cause and corrective action carried out to avoid recurrence of the same. The incident findings are communicated to all employees during drivers' toolbox meetings, monthly safety meetings and displayed on drivers' notice boards.





TECHNICAL ASPECTS

LOCATION AND INFORMATION

Somo Transporters' current operations are based in Nakuru.

OVERVIEW OF MAINTENANCE MANAGEMENT SYSTEM

As a matter of strategy the company has adopted an in-house maintenance policy for quality control and cost reduction objectives. The company has a utilization of over 96% (12hour day basis) and truck movement of up to 535 kilometers per truck per day, way above 160km/truck/ day for most operational trucking companies in the region.

Planned Maintenance / Inspection Programme

Planned maintenance involves keeping the trucks and other assets in good condition in order to minimize failures, repairing components before they fail and this may include renewal under controlled conditions when failure is imminent. This approach is suitable for items that are both simple and difficult to replace.

A brief summary of the company's inspection and planned maintenance programme can be described as follows:

1. Drivers are responsible to ensure that there are no defects that could adversely affect safety and the truck's integrity. Fluids such as Engine oil, Controls, Lights, Cleanliness, Tool box, brakes, and Fuel are carefully checked before every trip.
2. A workshop inspection is carried out by the mechanics every time a truck, not scheduled for planned maintenance, returns to their Nakuru workshop from a trip.

Conditions Based Maintenance

Condition based maintenance is more responsive because it allows the maintenance program to react more directly with actual conditions. The inspection programme allows for the monitoring, repair and replacement of parts not planned for in the maintenance plan.

This type of maintenance monitoring allows for management to make tactical decisions where there is a standard deviation from the norm for a particular truck, driver and/ or truck component. Opportunity maintenance can then be planned for when the truck is next scheduled for normal maintenance.

Opportunity Maintenance

Opportunity maintenance is the work that takes place after a failure or during periodic maintenance but is directed at something other than the main cause. This is essentially a random occurrence that may have been detected during an earlier inspection and that can be executed at no extra labour cost and with no extra downtime to the truck.

Maintenance Resources and Activities

Over 95% of the maintenance is planned and done in-house at the company's yard in Nakuru. The size and nature of the workforce is structured to match maintenance demands. A high level of technical competence has been achieved over the life of the company through a continuous improvement in this management philosophy.

Developments in the technology and regional competition has compelled SOMO TRANSPORTERS to institute a structured and effective training programme for managerial and technical staff. In addition to technical training all drivers and related personnel receive First Aid, defensive and general safety training.



FLEET MONITORING & SECURITY

Somo Transporters has a satellite fleet management system using the General Positioning System (GPS) from Chui Tracking System and SGS Kenya for ECTS.

The system has assisted the company's operations and increased its efficiency as follows:

1. To monitor the locations of the trucks within the region;
2. To monitor fuel consumption of the trucks and control pilferage;
3. To monitor the performances of both the trucks and drivers; and
4. Enable the company to give accurate information to their customers.

The system maximizes the utilization of the trucks and monitors drivers' performance as well as offer security as trucks are fitted with emergency buttons that allows a truck to be immobilized at any time.

GUIDE TO MANAGING DRIVERS POLICY

Somo Transporters is implementing the guide to managing drivers developed in strict compliance with HSSE procedures. The guide is packed full of ideas and practical help to make sure we stay on top of the legislation and regulations surrounding driver management.

Key sections covered are:

- Hiring and keeping drivers
- Compliance and monitoring
- Managing drivers' time
- Getting the best out of your drivers
- Your duty of care

SOMO TRANSPORTERS TRUCK LIST

1. KBU 509X - ZD 0413

2. KBU 584X - ZD 7420

3. KBD 463T - ZC 6007

4. KBJ 633S - ZD 2692

5. KBK 811E - ZD 2691

6. KBM 295D - ZD 4021

7. KBM 296D - ZD 4022

8. KBN 257T - ZD 5372

9. KBP 415N - ZD 6415

10. KBQ 887L - ZE 0889

11. KBR 541H - ZD 8361

12. KBR 542H - ZD 8388

13. KBR 543H - ZD 8389

14. KBR 544H - ZD 8387

15. KBS 545H - ZE 1265

16. KBS 314Y - ZD 3222

17. KBT 722Q - ZE 1268

18. UAT 969F - ZE 4593

19. KBU 204R - ZD 3263

20. UAV 878H - ZC 9997

21. KBL 966K - ZD 3789

22. KCJ 428L - ZD 3788

23. KCD 997T - ZC 6357

24. KBH 591T - ZC 5403

25. KCG 426M - ZF 3536

26. KCK 229C - ZF 3537

27. KCG 48M - ZF 3568

28. KCG 430M - ZF 3539

29. KBM 953G - ZD 1812

30. KCE 297X - ZE 0889

31. KCG 073L - ZD 7848

32. KCG 072L - ZD 2692

33. KCG 369W - ZF 4184

34. KCG 370W - ZF 4185

35. KCG 371W - ZF 4186

36. KBZ 802F - ZE 0445

37. KBZ 803F - ZA 6653

38. KBZ 804F - ZF 6058

39. KBY 532H - ZF 1017

40. KBR 784R - ZF 1639

41. KBT 485A - ZD 5467

42. KBS 367L - ZE 2839

43. KAW 434V - ZD 6013

44. KBH 961C - ZD 0114

45. KBC 530D - ZD 0921

46. KBY 592Z - ZD 3253

47. KAX 115P - ZB 8301

48. KBL 967K - ZD 1438

49. KBT 889W - ZE 1857

50. KBQ 993U - ZD 7848

51. KAW 863J - ZD 6416

52. KBK 396Z - ZD 3516

53. KAL 942D - ZA 2501

OUR CLIENTELE



- Mogas (U) Ltd
- City Oil (U) Ltd
- Hared Petroleum Ltd
- Stabex International Ltd
- Banoda Oil Ltd
- Maison KVG Beni-Butembo - Congo
- Kobil Uganda Ltd.



SOMO

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