

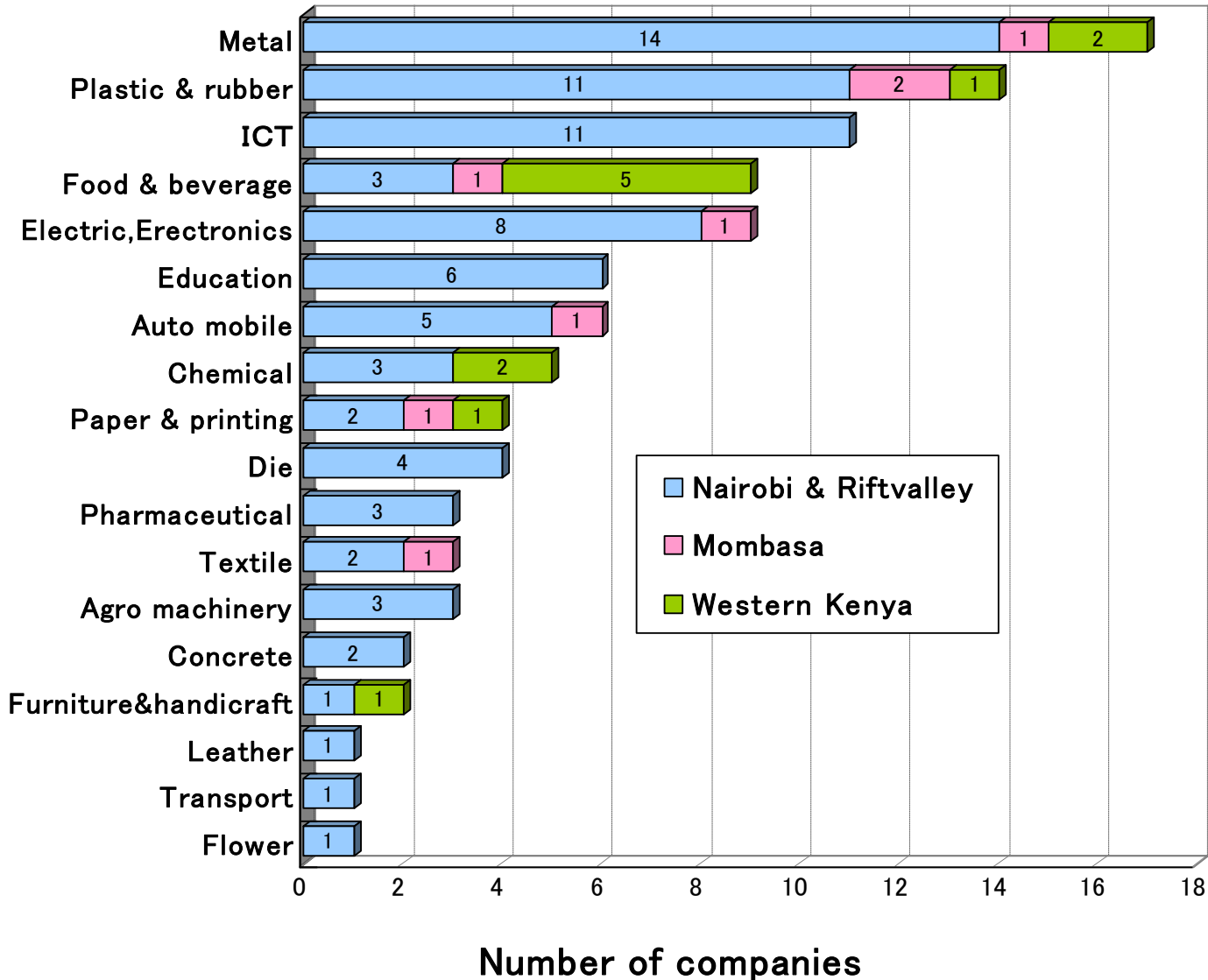
# ***101 companies in Kenya***

## ***Results of Field survey***

***13.Jun.2007***

***Takashi.Horiguchi***

# Details of the 101 companies



# 1. Metal and Mechanical machines (17 companies)

## Steel recycling

The company collects scrap steel and melts it in electric furnaces. From this (Melted steel), it manufactures agricultural ploughs and steel rods.

It's main worry is huge electricity costs incurred in the operation of its electric furnaces, and also it's worried about the possibility of scrap-metal running out of supply in 2-3 years.

## Aluminum Press

The company melts scrap aluminum using oil fired furnaces. And press aluminum pots for the United Nations. Many Kenya, Uganda and Tanzanian households still use firewood to cook, so the demand for aluminum pots is remain high.



- ASP(steel pipe)
- Crystal(AL pressing)
- DEVKI(iron manu)
- Nampak Kenya(press can)
- NMC(vihicle parts)
- Steel makers(iron manu)
- Sunny(iron pressing)
- CES(electric cooking products)
- Undungu(hoile chair)
- ALPAC(concrete mixer)
- APEX(iron manu)
- ASL(can)
- BOOTH(AL extrogion)
- LATHE(concrete mixer)
- VIKING(water tower)
- Warren(water tower)
- Wire product(wire)

## 2. Plastic and Rubber (14 companies)

### PVC pipes

By Extrusion molding, the company produces a variety of pipes used for i.e. water, sewer, and electric piping etc.

### Tire

The company manufactures tires basically suited for the Kenyan market and roads.

### Injection molded goods

The company manufactures goods by injection-molding.

- Acme(plastic container)
- C&P shoes(sandals)
- Doshi(plastic goods)
- ESLON(plastic pipe)
- Knapoly(plastic parts)
- Ombi rubber(rubber roller)
- OIL(polythene bag)
- Plastic & Rubber
- Sameer(tire)
- Sanpac(PETbottle)
- Shiv(plastic pipe)
- Umoja(sandals)
- Kenblest(polythene bag)
- NPL(plastic goods)



# 3. ICT (11 companies)

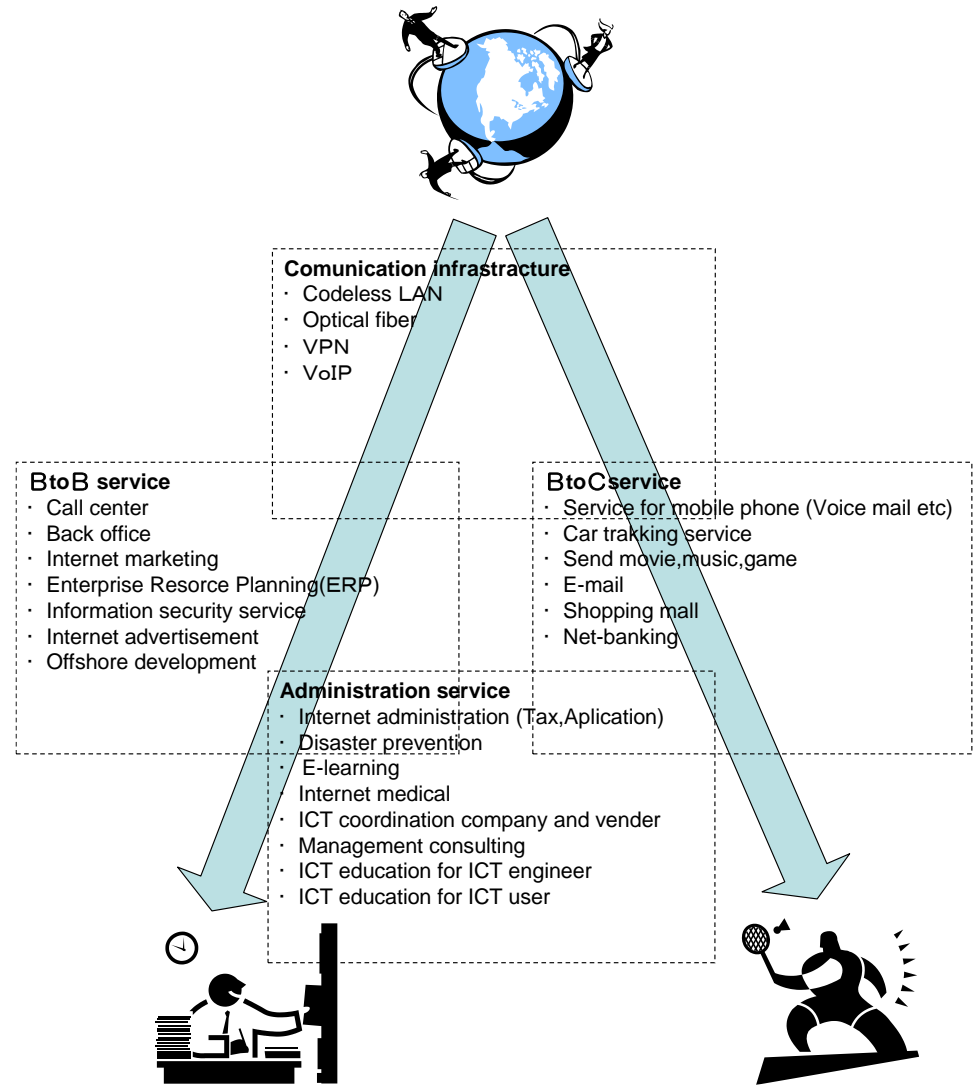
## Cable wire maker

With raw materials imported from Zambia, metal cables are produced for the local market.

## Call centre

The company offers services to U.S companies. They have also started “Back-office services.” Since the people of Kenya speak English fluently and without much accent, it will be a strong selling point over India.

- East African Cable(cable)
- Broadband com(GSM infra)
- Interactive Media Services(GSM service)
- Flash com(CDMA service)
- Kenya Data(Infra)
- Sasnet(ISP)
- Satelite(Car track)
- Kenya Web(ISP)
- UU-net(ISP)
- Ken Call(call center)
- CCK(License)



# 4. Food and Beverages (9 companies)

## Soda and Drinking water

This company manufactures soda products. Branded bottles are washed, filled and capped on an automated production line.

## Flour milling

Maize meal and wheat flour are produced by local materials. The factory has also diversified into Bread production.

## Fish Processing

The company buys fish(nile perch) directly from Lake Victoria, and exports to Japan and USA. The remaining fish is sold cheaply to the locals. The company also wishes to start producing high value added goods e.g. Fish sausages, Fish oil and Cosmetics.

- Arky(oil)
- Bidco oil(oil)
- Kabazi(tomato)
- Kenya Nut(nuts)
- Peche(fish)
- Pwai Oil(oil)
- Softa Bottling(drink)
- Swan(confectionary)
- United Miller(flour)



# 5. Electric & Electronics (9 companies)

## Electric Switch control Panel

The company manufacture's gadgets to counter electric power-surge's and fluctuations.

the technology used here does not differ from the one used in Japan.

the company has great potential to serve the larger east Africa region.

## PC company

The company produces its own brand of computers locally. It's production capacity is 300 pieces per month. With a good local customer support, this company has a very strong growth potential .



- Baumann Engineering(water pump)
- Davis & Shirtlife(soller)
- International Energy switching board)
- Mecer(PC)
- Power Technics(switching board)
- Sanyo
- Sollertek(soller)
- Craft Skill(wind generator)
- Kenital(soller)

# 6. Education (6 companies)

## Mechanical education

The machine for education become very old (1985).

They want to buy new machine, but old teacher can not select new machine.

## Electric machine

All electric machine for education have bought at same time (1990). Therefore all machine become old together.



- Centurion
- KIRDI
- KPLC
- Polytechnic
- Tech Dev Center
- JKU of Agri and Tech



# 7. Automobile (6 companies)

## Automobile

The three companies have to compete for the small Kenyan market. Production for each company is 2,000-4,000 units/Year. But, Toyota South Africa produced 124,000 units in the same year 2005. Low production in Kenya has led to “Manual operation line” unlike in the developed countries where the line are automated. Vehicle body’s fabrication in Kenya is done by using old machinery.

## Automobile Leaf Spring

Production involves Spring steel imported from South Africa. The Leaf Spring manufactured are mainly meant for Trucks.

- Auto spring(leaf spring)
- AVA(KD vehicle)
- GM(KD vehicle)
- Impala Glass(vehicle glass)
- Kenya Vehicle(assemble vehicle)
- TOYOTA East Africa



# 8. Chemical (5 companies)

## Coils and mos-chips

This company manufactures mosquito coils and mos-chips using pyrethrum. However due to low profits to the pyrethrum farmers, the production of pyrethrum in Kenya has gone down. And, now a days coil products face stiff competition from cheap imports from India and Malaysia.

- Galaxy(paint)
- Kapi(mos coil)
- Kel Chemical(fertilizer)
- Ken Nut Ink(paint)
- Pyrethrum board



# 9. Paper and printing (4 companies)

## **Book manufacture**

Donors fund the production of school books by this company, therefore its purchases and production depends entirely on donor's founding.

## **Paper milling**

The company has supported the government forest. But 31-year agreement ended in 2003. Since then, the contract has been renewed every year with uncertainty of the future,

- JFK(sell book)
- Kitabu(text book)
- Panpaper(paper mill)
- United Bags(paper bag)



# 10. Die maker (4 companies)

## Die(mold) maker(1)

The company produces dies for injection molding and blow molding. They design dies using CAD technology, and they produce dies using electric eroding machine and metalworking machines.

## Die(mold)maker(2)

They design dies using CAD technology, then translate to CAM-data by computer.

also there, die production is by using the N C(numerically controlled) machines and the ELECTRIC ERODING MACHINE together with other metal working machines.



- Hard Tech(plastic molding die)
- Kiesta(metal pressing die)
- Plaskid(plastic molding die)
- AMM(plastic molding die)

# 11. Pharmaceutical (3 companies)

## Generic medicine

Materials imported from America and China are used to manufacture low cost generic medicines for Malaria.

- Cooper(animal pharmacy)
- Cosmos(pharma)
- Universal(pharma)



# 12. Textile (3 companies)

## Sisal bags company

Sisal bags are sourced from Machakos and Kitui in Kenya. Then Straps are attached to the bags according to buyers' requirements.

2-3 times in a year, the company visited Japan for sale's by the help of a Japanese organization called "JETRO". Travel expense to Japan are its main worry.

## Trouser company

The company has opened a factory in a Mombassa EPZ. This company might opt to relocate from Kenya, after its AGOA agreement expire's.

- Africana International(sisal)
- GlackGold(sisal)
- EMKE(trouser)



# 13. Agro machinery (3 companies)

## Tractor

The company only assembles 4 tractors in 1 month, using knock-down tractor parts imported from German and England. Because the sizes of farms are becoming **smaller**, the market for agricultural machinery has become **small**.

- Farmeng(agro machine)
- Holeman(agro machine)
- Metal equipment(agro machine)



# 14. Concrete Products (2 companies)

## Concrete Products

Concrete products are produced by this company using Cement and Ballast (Kokoto) produced locally. Through it's the only company licensed to work within Nairobi, its operation's have been limited due to the development of different infrastructure with it's vicinity i.e. apparatus.

- Bhimji Ramji & Sons(concrete goods)
- Kenya Builders & Concrete(concrete goods)





# 15. Furniture/Handicraft (2 companies)

## Furniture

With raw material import's from Congo, the company manufacture's furniture by using machinery from German and Italy.

some of the furniture is some times exported to Uganda e.g.;

nowadays mass produced plastic furniture from china has slowly penetrated our market's and are 30% cheaper in price.

- Furniture International
- Kapi(handicraft)



# 16. Leather (1 company)

## Leather processing factory

The company produced leather from raw hides purchased locally.

Washing, drying and dyeing of the products is done at the factory.

100% of products are exported to India and S.A..

Since China buys raw hides directly from our country,

local market prices has gone up.

Due to this, number of leather processing companies reduced from 23 to 6.

- Leather Industry(leather goods)



# 17. Transport (1 company)

## Transport

From naibasha and riftvalley they transport flower by track. And hold own cold room. And transfer EU by charter fleight.



•SIGINON

# 18. Flower (1 company)

## Rose

The company produced rose. They hope to export to Japan, Therefore they are looking for Japanese breeder and dry-flower engineer.



•Zena