



# COMPANY PROFILE



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P.O. Box 10564, Dar es salaam.

2020

## INTRODUCTION



Company Name: HAM CLASSIC TOURS AND EXPEDITION

Commercial Title: Hamtours

Established: 14th September, 2017

Registration Number: 435402

Postal Address: P. O. BOX 10564 DAR-ES-SALAAM

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Website: [www.hamtours.com](http://www.hamtours.com)

Social Networks: <https://www.instagram.com/hamtours/>

## DIRECTORS MESSAGE

HAM CLASSIC TOURS & EXPEDITION is a growing Company in Tanzania, in the Tourism, Fleet Management and corporate car rental industry. Since it has been established it has grown with a positive graph of working and delivering world class services to its clients,



keeping our vision “Value for money & client satisfaction” in the tourism and corporate car rental industry, by gaining new clients and providing them with the best of their needs, meeting their demands.

Hamtours, is one of the few organizations, that offer services in any geographical area in Tanzania, regardless of the harsh environmental condition, yet providing classic services.

In the following pages we hope that we will give you an overview of our organization, history, services and key personnel, and you will give us the opportunity to examine together the areas where we could work on a fruitful and mutually beneficial basis in the future.

For HAM Classic Tours & Expedition

A handwritten signature in black ink, appearing to read 'H. Adoh Mapunda'.

**Henry Adoh Mapunda**  
**Managing Director.**

## COMPANY HISTORY



“

HAM Classic Tours and Expedition, founded by Henry Mapunda in Tanzania in 2017, has been active in tourism, Fleet management and corporate car rental segment, enjoying every moment, a dynamic growth in terms of corporate clients, tourists and revenues.

Ham tours has served several clients in different sectors and purposes, from corporate, research work, photography safaris, tourism and project work done by several organizations (Governmental & Non-Governmental Organizations).

The vision of the founder for valued and competitive services, developed through a commitment to quality without compromises.



## MISSION & VISION



The vision of the founder for valued and competitive services, developed through a commitment to quality without compromises.

### **Mission**

Efficiency, Flexibility and quality services with a personal touch.

We are committed to offer competitive value for money services in order to achieve total client satisfaction. We want to meet and exceed all business client goals and objectives. Strive for excellence in quality, integrity and value in all that we do. We want to grow profitably in the market through market analysis, continuous product development and prudent financial risk monitoring.

### **Slogan**

Explore in class and comfort

We believe in being different, providing comfortable conditions in our services yet of high class and standards.

### **Philosophy**

HAM Classic Tours & Expedition understands the challenges in the modern tourism, Fleet management and Car rental industry. Knowing that planning, developing and adopting destination resources to the evolving needs of the market is key to success.

We take all trends in consideration, investing in comfortable vehicles, and new infrastructures offering business travel solutions through a state of art technology.

### **Our Network**

HAM Classic Tours & Expedition has two affiliated offices in Tanzania, and agents in Kenya, Uganda and Peoples republic of China.

We are based in Dar Es Salaam and operate our branch in Arusha Tanzania.

# PARTNERS



HAM Classic Tours & Expedition is currently operating in Tanzania, among our clients are Tourists, Individuals, Governmental organizations, Non-governmental organizations, group operators, tour operators, Transportation Companies and travel agents. In Service some of our Partners are:

## OUR PARTNERS

**RAINER TRADERS**



**Coastal Aviation**  
*The flying safari Company*

**GRAN MELIA**  
HOTEL

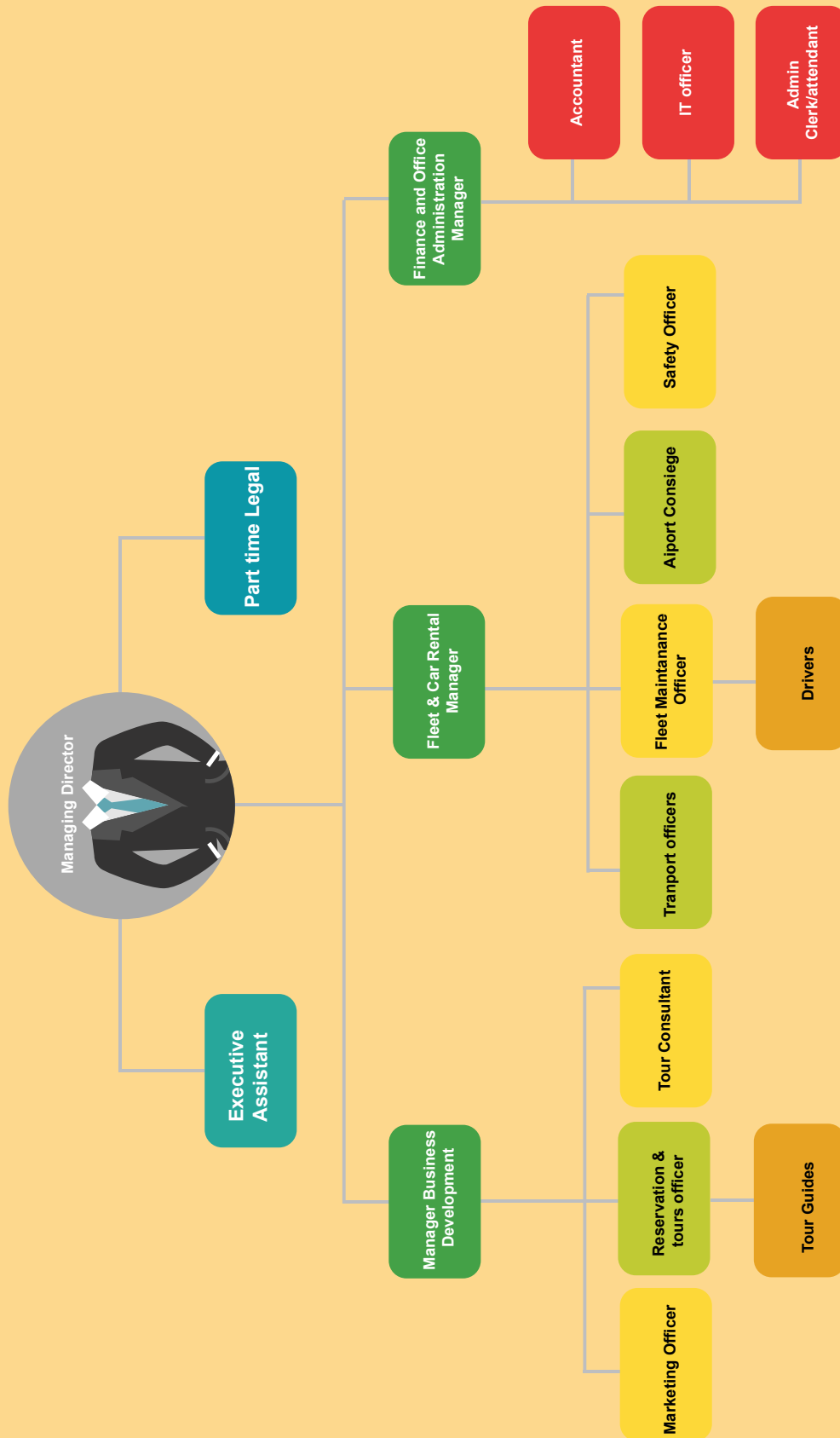
*Singita*



**Agri Pro Focus**



# ORGANISATION STRUCTURE



## SERVICES

We provide Corporate car rentals, Fleet Management Services, tour operations, Vehicles for research and transportation.

## TOUR OPERATION

- Tailor made solutions and packages for tourists
- Comfortable safari vehicles
- Bookings, camping and Safaris
- Mountain Climbing
- Reservations
- Camping Facilities

## WHY CHOOSE US?

1. We have well trained tour guides and drivers, they are well experienced with a wide knowledge of the parks in Tanzania.
2. We have fully equipped safari Jeeps converted by a Toyota Authorized dealer Hanspal
3. With us, you will explore but yet be comfortable
4. Our vehicles have additional options like Refrigerators, electric sockets, USB port , long range radio calls,etc.



## CAR RENTAL SERVICES

**We** provide the full support to, Corporate car rentals, tour operations, research, transportation.



## CORPORATE CAR RENTALS

- Car rental services to organizations
- Cargo Escort services
- Rentals for research
- Competitive rates for Car Rentals



# LOGISTICS SERVICES



## Reservations

- Online reservation using our website
- 24 hours a day call assistance
- Skilled team having knowledge of the nature of work and needs of the tourists

## Airport Assistance

- International arriving passengers
- International departing passengers
- Connecting passengers
- Discharge of Hunting facilities
- VIP MEET and Greet service
- Fast Track VISA application

## Technology

Investing in technology is one of our priorities, our company has a well built and coded website that offers access to packages and customer support.

All our vehicles have adopted a tracking radio wave technology offered by Utrack Africa, so being we can manage and track the vehicles activities and drivers rating based on the driving skills.

We are looking forward to developing our software to start providing online access to the vehicles for corporate rentals to our clients.

## CARGO AND LOGISTICS\ TRUCKS



We offer logistics services for Cargo locally and internationally in Joint venture with Rainer Traders having a fleet of more than 35 trucks fully operational, Rainer Traders is an A class provider of innovative logistics and supply-chain services and solution, Rainer Traders was Incorporated in 9th October 1996 In Dar Es Salaam, Tanzania with certificate number 30792.

Rainer Traders, having its headquarters in Sumbawanga, Rukwa, Tanzania operating national wide and internationally serving countries within east and central Africa, has provided advanced customer- specific solutions, through value creating services in the logistics industry.

In Joint venture with Rainer Traders we lease the following trucks:  
We lease the following trucks;

- ◆ Tippers    ◆ Self-loading Trucks    ◆ Standard Cargo Trucks
- ◆ Prime Movers with 40' Flat Bed Trailers    ◆ Prime Movers with Low Bed Trailers
- ◆ Prime Movers with Car Carriers    ◆ Prime Movers with Out of Gauge
- ◆ Cargo Trailers    ◆ Concrete Mixer Trucks    ◆ Cement Bulklers

# WHY HIRE US!



## 1. Outright purchase vs. Hiring/Leasing:

When purchasing, you are confronted with a set of visible costs such as investment price, interest rates, ordinary repair and maintenance, insurance and fuel. However, you are bound to encounter additional costs such as; Hidden Costs – Logistics, Safety, Administration and Overheads associated with employing dedicated technical people. Unpredictable Costs – Extraordinary repairs & maintenance, fuel price fluctuations, legislation changes, production changes, etc. Leasing on the other hand allows you to control your expenses, conserve your capital and receive fiscal benefits while utilizing the latest, top quality equipment that is safe and well maintained.

## 2. Focus on your Core Business:

Leasing of depreciating assets ensures that you focus on your core business, benefit from the use of the assets, improve efficiency and ultimately cut on wastage. You basically offload the risks associated with ownership such as breakdowns and maintenance to Hamtours and simply keep the focus on your business.

## 3. Access to Working Capital / Cash flow:

Your cash is not tied up in expensive outright purchases of vehicles & equipment. Instead, your money is available for working capital and consequently, free cash flow.

## 4. Off balance Sheet Financing:

The Vehicles & Equipment do not reflect on your balance sheet as they are owned by Hamtours. Concurrently, you enjoy the services of the Vehicle(s) / Equipment at a flat monthly cost over an agreed duration. The Lease Payments paid towards this lease is treated as operating expenses. This improves your Return to Asset Ratio (an indicator of how profitable a company is, in relation to its total assets)

# HIRE



## 5. Get the Right Equipment

Get the most recent Vehicle/Equipment, the right type and size. One that does the job cost-effectively and safely..

## 6. Regulate your Inventory

Get the vehicle / equipment you need, when you need it, and keep your vehicle / equipment inventory to a minimum.

## 7. Minimum Downtime

If the Vehicle/Equipment breaks down, we fix it quickly and efficiently to keep your personnel working with minimum interruptions.

## 8. Avoid Costly Repairs & Maintenance

We take care of the full maintenance, so you don't need a workshop, Spare Parts Inventory or Mechanics..

## 9. Support

We have a dedicated support team that is available to resolve any issues arising.

## 10. Reduce Administration

Save time and have peace of mind knowing that Hamtours handles licensing & registration costs.

## 11. Budgets

You have just one monthly invoice and only one accountable cost during the contract duration. This makes your budgets simple and easy to compute.

## 12. Tax Benefits

Leases are fully tax deductible against income.

## 13. Credit Lines

Your lines of credit are available to use for operational and short-term finance needs.

## 14. Replacement of outdated Equipment / Upgrade

your Fleet Leasing allows you to regularly upgrade your equipment at the end of the lease, thus eliminating inefficiencies of running out dated equipment. In a nutshell, leasing facilitates the planned replacement of existing equipment with new technology.

## FLEET MANAGEMENT SERVICES



Hamtours offers fleet management services to its clients, ensuring that the vehicles are well managed, the drivers are working as per the roster schedule, including the right shifts and that the employees in the transportation department benefit all their incentives as per the Labor law of the united republic of Tanzania.

In fleet management we offer professional drivers, and coordinators to smoothen and ensure smooth operations for us and our clients.

We offer Telematics Solutions, this is a new radio wave technology that we use tracking vehicles (speed, geofencing, harsh braking & acceleration) in this system they help in rating the drivers. The system may be installed by us or our Sub contractor, but we also adopt our client's systems. The systems also allows us to diagnose the vehicles, each and every report is sent to our clients for timely or immediate response.

## COMPANY SET-UP



### Management

1. **Henry Adoh Mapunda, Managing Director**  
Deals with companies' development and strategic planning.
2. **Anna Alphonse, Legal Officer**  
Deals with all legal matters and contract preparation and reviewing.
3. **Prof. Henry Haris Meena, Business Development Manager**  
Developing and managing growth strategies and plans.
4. **Shaban R. Leizer , Operation Manager (Arusha)**  
Responsible with designing and controlling the operation process, gaining markets, supervision and redesigning of business portfolios in the provision of services
5. **Haileth Andrea, Finance & Office Administration Manager**  
Monitoring and developing admin and financial activities.
6. **Mohamed Ally Madad, Accountant**  
Keeping financial records as well as performing taxation activities.
7. **Robert Rwegayura, Transport Officer**  
Coordinate vehicles movement and ensure appropriate use of all vehicles.
8. **Brian Ayo, Marketing Officer**  
Responsible in Creating & developing annual marketing plan and new innovative ways to communicate companys' message.

## COMPANY SET-UP

9. **Gloria Andrea, Reservation Officer**

Responsible in Making reservations and arranging tours on behalf of customers.

10. **John Mwamlowe, Fleet Maintenance Officer**

Responsible in Coordinating, schedule & audit vehicle maintenance repairs.

11. **Riziki Twaha Manjebele, IT Officer**

Responsible in Monitoring, install, configure & maintain computer systems and networks.

12. **Mohamed Ismail Haji , Safety Officer**

Responsible in Monitoring & assessing hazardous and unsafe situations.

13. **Rachel Maduhu, Airport Concierge**

Responsible in Handling guest arrival with pick up request & arrange the transport.

14. **Jordan John Mollel , Tour Consultant**

Responsible in Researching, Exploring & studying different travel destination options. Suggest suitable travel options to tourists.

15. **Rehema Mollel, Tour Consultant**

Responsible in Researching, Exploring & studying different travel destination options. Suggest suitable travel options to tourists.

16. **Bori Waziri, Tour Guide**

Facilitates tourism operations, and guiding tourist through there Safaris and destinations, fluent in English, Swahili and French languages.

17. **Joram K. Nshatsi Operation Manger**

Responsible with designing and controlling the operation process, gaining markets, supervision and redesigning of business portfolios in the provision of services

18. **Cyprian K. Suluo, Tour Guide**

Facilitates tourism operations, and guiding tourist through there Safaris and destinations, fluent in English, Swahili, Dagota, Hadzabe and Germany languages.

# COMPLIANCE



## HAM CLASSIC TOUR & EXPEDITION COMPLIANCE





# HAM Classic Tours & Expedition

## Book Us Now

Contacts: Tel: +255 746 525 450

Email: [info@hamtours.com](mailto:info@hamtours.com)

[www.hamtours.com](http://www.hamtours.com)

