

# MODERN ELEVATORS LIMITED

*YOUR COMPANION IN HEIGHTS*



YOUR COMPANION IN HEIGHTS

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## EXECUTIVE SUMMARY

**M**odern Elevators Limited is a wholly owned Malawian company, registered in 2008 to satisfy an exclusive demand from the market for unique transportation products and services. Initially the company offered elevators and elevator-related equipment like passenger conveyors and lifts, but in recent years the company has expanded their offering to include within its portfolio, other lift products like

dock lifts, dock levelers, fork lifts, and specialized items like state-of-the-art warehouse doors and seals. The company boasts over 45 years of in-house expertise in successfully installing these products and services for various customers throughout the world. Modern Elevators is affiliated with leading brands in the world, and as such, borrows expertise and best practices from these leading brand owners and translates those into benefits for customers in Malawi

and Zambia.

Our unique selling point is the robust and reliable brands we sell, coupled with the extensive support we offer our customers.

We collaborate with professionals in the construction and real estate arena for our elevator/escalator/conveyor/lift product line and provide our versatile product range (which includes dock levelers and scissor liftS) to companies across all industry sectors.

### VISION

'To provide Quick and safe Mobility of People and Goods Inside and Outside of buildings using Modern Elevators'

### MISSION

'To reliably provide world class mobility and lifting products through innovation and collaboration with construction and corporate entities, for the benefit and convenience of all people including the elderly and physically challenged.'



## OUR VALUES & PHILOSOPHY

Over the years, we have gained niche in various forms in the industry, and our strength in the market has been our unwavering focus on providing durable transportation equipment to our customers and after-sale support.

We pride ourselves to being an innovative company that values the following key virtues:-

- Honesty
- Integrity
- Accountability
- Professionalism
- Customer Satisfaction



## CONTACT DETAILS

Principal Place Of Business	Garden Court Office Park, Area 11
Postal Address, LL	P.O. Box 30162, Lilongwe 3, Malawi
Branches	2nd Floor Abdul Majid Hse, Ginnery Corner, Blantyre
Postal Address, BT	P.O. Box 30308, Chichiri, Blantyre 3, Malawi
Email	info@modernelevators.net , support@modernelevators.net
Cell:	+265 888 734 028, +265 881 843 430
Contact Person	Jayne-Rose Kumwenda Piercy, jpiercy@modernelevators.net
Web Site	www.modernelevators.net

## OTHER COMPANY DETAILS

**Auditors:** Twenty 7 Nine

**Lawyers:** G.nankhuni & Partners

**Bankers:** National Bank, Lilongwe Branch;  
Fdh Bank – Lilongwe Branch

**Insurance:** Prime Insurance

## OUR PRODUCT PORTFOLIO

Modern Elevators is the exclusive dealer of Walec, Shanghai Mitsubishi Elevator and BLT, world-renown brand particularly the robust BLT Elevators, Escalators, Lifts and Conveyors in both Malawi and Zambia. We are also exclusive dealers for BLUE Giant Products like Dock Levelers, Warehouse Doors & seals, various kinds of LIFTS in Malawi and Zambia as well. Our full Product range is highlighted below:-

<ul style="list-style-type: none"> <li>• Elevators</li> <li>• Escalators</li> <li>• Conveyors</li> <li>• Stair Lifts</li> </ul>	<ul style="list-style-type: none"> <li>• Dock Levelers</li> <li>• Dock Lifts</li> <li>• Warehouse Doors</li> <li>• Door Seals</li> <li>• Vehicle Restraints</li> <li>• Rubber Bumpers</li> </ul>	<ul style="list-style-type: none"> <li>• House Lifts</li> <li>• Warehouse Lifts</li> </ul>	<ul style="list-style-type: none"> <li>• Servicing</li> <li>• Maintenance</li> <li>• Advisory</li> </ul>
<b>ELEVATORS</b>	<b>DOCKS/DOORS</b>	<b>LIFTS</b>	<b>SERVICE</b>
<b>SUPPORT</b>			<ul style="list-style-type: none"> <li>• Customer Service</li> <li>• After-Sale Service</li> </ul>

## BLT/WALEC RANGE OF PRODUCTS

The BLT/Walec Range of Products encompasses a series of robust, well-designed and beautifully crafted set of transportation products which can be installed in structures like malls, supermarkets, office buildings, airports, departmental stores, hospitals and many others.

## ELEVATORS



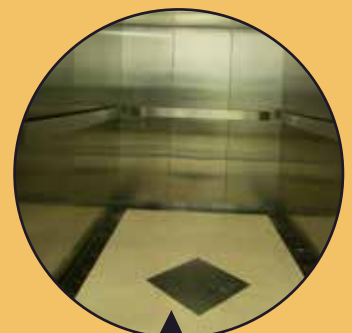
**PANORAMIC**



**PASSENGER**



**FREIGHT**



**BED**

**Elevators** come in various types to suit different usage scenarios. Each elevator's interior can be customized according to user preference, and components such as hand-rails, floors, ceiling and wall panels can be customized with various items such as wood, titanium, baked enamel steel plate, acrylic shrouding etc.

## ESCALATORS

Escalators facilitate quick mobility of people and goods between floors in malls, supermarkets, airports and other buildings. They are safe, mobile and easily regulate the flow of people in buildings with high passenger traffic, especially the elderly or physically challenged. Particular escalator designs are also friendly for wheelchairs and shopping trolleys.



ESCALATOR DESIGNS

## CONVEYORS



**Conveyors** are a safe and relaxing means of transportation across distances within a building structure where walking may be particularly difficult for people especially if elderly, exhausted or carrying, pushing or pulling goods. Conveyors are similar to escalators except that they do not mimic 'mobile steps' but extend over flat surface or surface which may not be too steep. They are ideal for airports, large warehouses/factories, malls, and other building structures.

CONVEYOR DESIGNS

## STAIR LIFTS

Stair Lifts provide a convenient way to ride up and down floors in a building or a house. They usually carry one person and are most ideal for the elderly and physically challenged. They provide a safe and quick way to get up a floor while seated.

They can be used in commercial buildings like an office or in a house.



## OTHER PRODUCTS



### Dock Lifts/Dock Levers

**Dock Lifts** provide a simple and flexible means of accommodating vehicle height variations. They turn any ground level area into a functional loading dock and can be built in virtually any size and capacity required for the application. They provide the ability to service loading trucks at any height or lift men and equipment up a building or a warehouse.

**Dock Levers** provide a mechanism for preventing serious accidents and damage to goods and equipment by bridging the gap between loading docks and vehicles being loaded. They are an essential piece of equipment on any loading dock by protecting both workers and equipment. They can be mounted to the dock face or recessed into a pit at a loading dock door allowing movement of industrial vehicles between a building and a transport vehicle.

## WAREHOUSE DOORS AND SEALS

Warehouses store goods and equipment that are usually expensive and delicate. To help warehouse owners protect their goods and equipment, Modern Elevators provide durable and tamper proof doors specially made for warehouses. In some cases there may be a need to regulate the temperature, humidity, prevent dust and so forth; in those conditions, we provide thermos warehouse doors with seals to regulate warehouse temperature especially during the loading and offloading process, by sealing the area between the truck and the warehouse. This prevent damage to perishables, extend the lifetime of goods and maintain the state of goods in the warehouse.



## VEHICLE RESTRAINTS



A vehicle restraint holds the vehicle in place as it is being loaded, protecting goods, fork lifts and people. Serious accidents happen all the time at loading docks worldwide because vehicles may move during loading, causing damage to loading equipment, goods, people and the vehicle itself. Vehicle restraints prevent this avoidable damage.

## DOCK & VEHICLE PROTECTION



**RUBBER BUMPER**

**D-SHAPE RUBBER BUMPER**

At a loading dock, it is usually difficult for vehicles to park directly in line with the dock surface. The result is occasional bumps with the dock's edge, damaging it and also damaging the vehicle. Mounting rubber bumpers on the dock's edge prevents the dock and the vehicles from such accidental damage. Vehicle-mounted rubber bumpers are mounted on the rear chassis or body edge of a truck, and protect the truck against damage if the truck/lorry driver accidentally reverses into a solid structure or object, like a wall or loading bay.

## OUR SERVICE PORTFOLIO

Modern Elevators is backed by a specialized team of fully qualified technicians and engineers with years of experience installing and maintaining different brands of equipment including our brand.



## INSTALLATION

We provide installation services for various equipment not only on our portfolio but also for specialized equipment's not on our product list.

Our technicians are multi-skilled and possess diverse skills that enable them to go the extra mile when providing services for our customers.

## SERVICING

We provide quality service to our customers for all our products and similar equipment that exist in our portfolio. As with all equipment, regular service is the key to extending the lifespan of technical equipment.

Our team of qualified technicians are on call 24/7 365 days a year, ensuring that they are available to service and support our customers.

We have several systems of contact including a support service hot-line as well as direct lines to our Head of Sales and our Head of technical services.



## MAINTENANCE

Once we install a product of any kind, we provide routine maintenance to ensure smooth functioning of the equipment for our customers.

This involves fixing any problems with the equipment, supplying and installing complementary add-on products or replacement of worn out parts.

We do recommend that our clients take up maintenance agreements with us for provision of preventive maintenance for all equipment supplied and installed.

## ADVISORY SERVICES

Our relationship with customers does not begin with their first order. It starts way before any paperwork has been signed or any email sent. It starts the day a prospective customer hears of our products and shows keen interest. Our technical and business development teams start supporting clients from the first day of contact.

We provide advisory services to our clients on various aspects of our industry. Every once in a while, organizations engage themselves in projects that need thorough coordination and intricate planning. These projects are put at risk because either the right product was procured for the wrong environment or not enough preparation has been done to create the ideal environment to benefit from an investment.

Our team assists customers reduce project risk by providing advice, guidance and supplying the right equipment. They also assist them in developing the right infrastructure to best take advantage of our products.

## OUR SUPPORT FRAMEWORK

At Modern Elevators, our customers are our first and top priority; their needs, their challenges and their ability to serve their customers is of utmost concern to our team. We strive to provide excellent customer service to delight our customers.

Key to this strategy is our

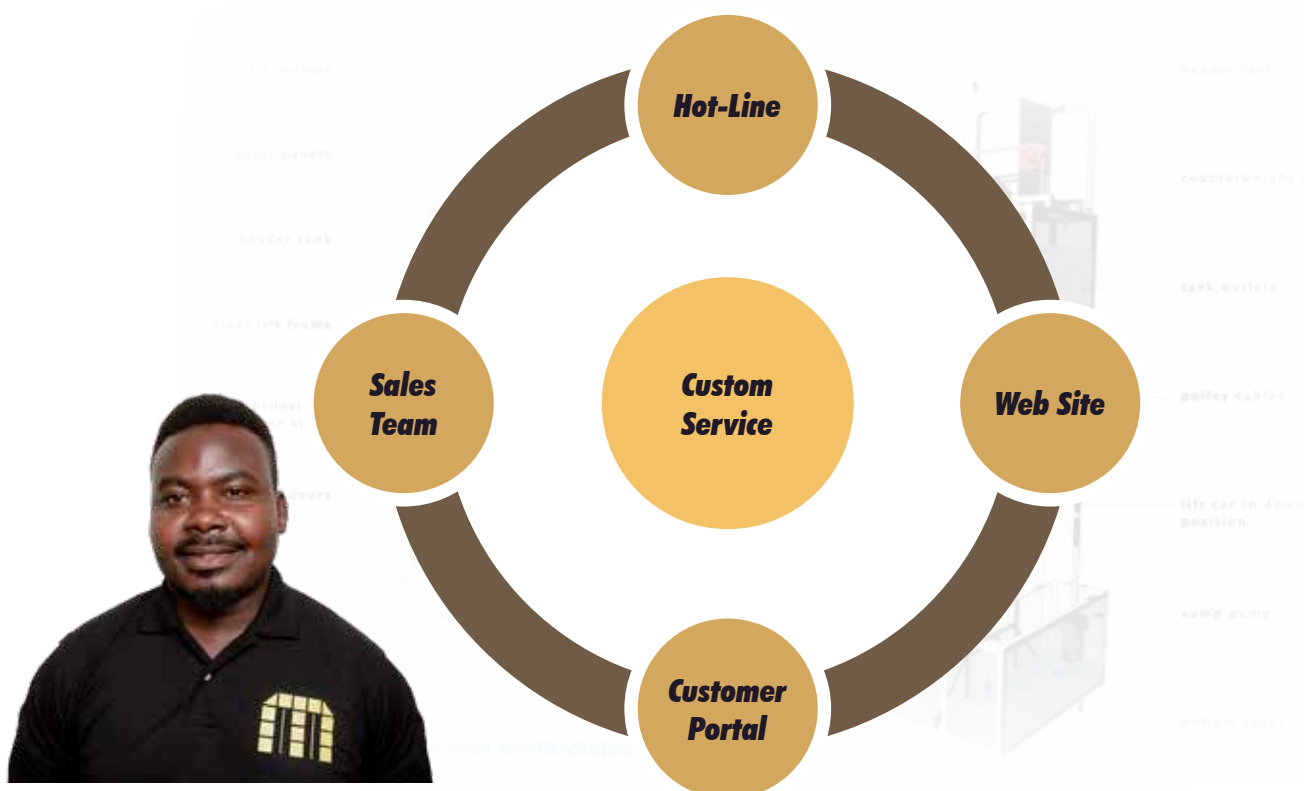
## CUSTOMER SERVICE

transparent approach to business; giving our customers access to everyone within the company. If a customer is unsatisfied with the quality of service that they are receiving from our staff, they can escalate the call to the CEO of the company.

This approach provides an environment of trust and

accountability for all business support activities and ensures that customers' needs are addressed promptly and transparently.

Modern Elevators is also launching a website soon and a customer support portal where customers may interactively engage tech support and the business development team.



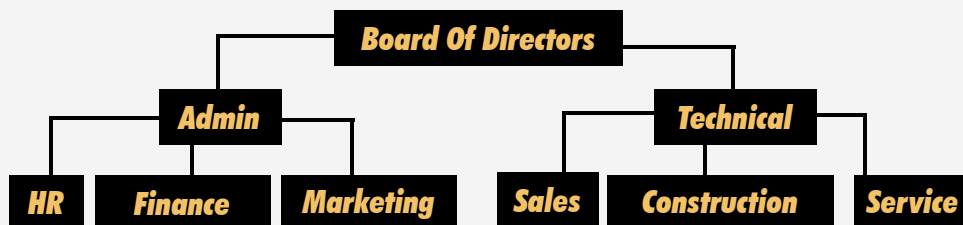
## OUR TEAM

Modern Elevators is driven by an enthusiastic and experienced team of individuals led by the Chairman of its Board of Directors, Mr. Robert Mponela.

The executive team is complimented by a dedicated business development team and a skilled set of technical experts.

Technical Director	Alan Piercy
Admin & HR Director	Miss Wezi Z. Kumwenda
Finance Director & Operations	Mr. Michael Kumwenda
Site & Service Manager	Mr. Chimwemwe Mayola
Projects Manager	Mr. Jonathan Kumwenda
Sales Manager	Mrs. Mphatso Itaye
Sales & Marketing Dir.	Mrs. Jayne-Rose Kumwenda Piercy
Accountant	Mr. Harry Luwemba

## OUR COMPANY STRUCTURE



## REFERENCE SITES

Modern Elevators has installed and maintained various elevator brands throughout the world, such as:-

- Mitsubishi
- Hitachi
- Schindler
- Hyundai
- Otis
- BLT (Brilliant Elevators)
- Walec
- Blue Giant

Our technical team has worked on various projects for clients in the following countries:-



Saudi Arabia



Germany



The UK



South Africa



Australia



Hong Kong



Botswana



Namibia



Swaziland



Angola



Tanzania



Zimbabwe



Mexico



Argentina



Kenya



Zambia

## OUR TECHNICIANS WORKED ON THE FOLLOWING PROJECTS PREVIOUSLY

#	CUSTOMER	BUILDING	WORK DONE	YEAR
1.	Malawi Government	New State House, Lilongwe	Commissioning and Repairs of one passenger elevator	2011
2.	National Bank	New National Bank Head Office, Blantyre	Installation and commissioning of four passenger elevators	2011
3.	Malawi Government	New Magistrates Court, BT	Installation and commissioning of one passenger elevator	2010
4.	Sunbird Tourism	Mount Soche Hotel, Blantyre	Installation and commissioning of one passenger elevator	2010
5.	Konkola Copper Mines	Four Shaft Mine, Zambia	Installation and commissioning of one passenger elevator	2010
6.	Reserve Bank	Reserve Bank, Head Office, Lilongwe	Installation and commissioning of three passenger elevators	2009
7.	MPICO	Tikwere House, Lilongwe	Installation and commissioning of two passenger elevators	2008
8.	MPICO	Gemini House, Lilongwe	Installation and commissioning of two passenger elevators	2008
9.	ESCOM	Magetsi House	Installation and commissioning of one passenger elevator	2007
10.	SADC	SADC House, Botswana	Installation and commissioning of three passenger elevators	2006

11.	Zambian Government	Govt Offices,usaka	Installation and commissioning of five passenger elevators	2004
12.	Malawi Government	Govt Offices, Blantyre	Installation and commissioning of three passenger elevators	
13.	MPICO	Kang'ombe House, Lilongwe	Installation and commissioning of two passenger elevators	2003
14.	Knight Frank	Chayamba House, Blantyre	Installation and commissioning of two passenger elevators	2002
15.	Namibian Government	State House	Installation and commissioning of four passenger elevators	2002
16.	Namibian Government	National Archives	Installation and commissioning of three passenger elevators	2001
17.	British Aid Organisation	Kamuzu Central Hospital	Installation and commissioning of two passenger & bed elevators	2001
18.	Otis Namibia	Shopping Centre, Windhoek	Installation and commissioning of two passenger elevators	2001
19.	Botswana Government	National Archives, Botswana	Installation and commissioning of one passenger elevator	2000
20.	Gwaneng Mine	Botswana	Installation and commissioning of two passenger & goods elevators	2000
21.	Standard Merchant Bank	Lusaka, Zambia	Installation and commissioning of one passenger elevator	2000
22.	Pension Fund	Makuba House, Lusaka Zambia	Installation and commissioning of three passenger elevators	1999
23.	Bank of Botswana	Bank of Botswana	Installation and commissioning of four passenger elevators	1998
24.	Botswana Government	Lobatse Hospital	Installation and commissioning of seven passenger & bed elevators	1997
25.	MPICO	Development House, Blantyre	Installation and commissioning of two passenger elevators	1996
26.	Reserve Bank	Reserve Bank, Blantyre	Installation and commissioning of six passenger elevators	1995-6
27.	Holiday Inn	Holiday Inn, Lusaka, Zambia	Installation and commissioning of two passenger elevators	1995
28.	Poly pack	Poly pack, Blantyre	Installation and commissioning of two goods elevators	1995
39.	National Bank	National Bank, Blantyre	Installation and commissioning of two passenger elevators	1995
30.	Knight Frank	Plantation House, Blantyre	Installation and commissioning of one passenger elevator	1995
31.	Delemare Properties	Delemare House, Blantyre	Installation and commissioning of two passenger elevators	1994-5
32.	Knight Frank	Unit House, Blantyre	Installation and commissioning of two passenger elevators	1994
33.	Knight Frank	Umoyo House, Blantyre	Installation and commissioning of two passenger elevators	1994

## MODERN ELEVATORS CLIENTS

However, as Modern Elevators Ltd, we have the following projects in Malawi:-

PROJECT NAME	NUMBER OF LIFTS	TYPE OF LIFT
Pamodzi House - Lilongwe	1	Passenger
HTD House - Blantyre	3	Passenger
Reserve Bank of Malawi - Mzuzu	3	Dock Leveler
Corporate Mall - Lilongwe	2	Panoramic Passenger
Commercial Courts - Blantyre	2	Passenger
LUANAR Girls Hostel Bunda - Lilongwe	1	Passenger
NFRA Kanengo Silos - Lilongwe	1	Passenger
Tobacco Control Commission - Lilongwe	2	Passenger
QECH Liverpool Wellcome Trust - Blantyre	1	Hoist/Goods
QECH Paediatric Surgical Unit - Blantyre	1	Bed / Hospital
Poisons & Medicines Board - Lilongwe	1	Passenger
Malawi Bureau of Standards - Blantyre	3	Passenger / Goods
Shire River Basin Management - Blantyre	1	Passenger
Polytechnic Hostel - Blantyre	1	Passenger
Kamuzu Central Hospital - Lilongwe	2	Bed / Hospital
ARWA House - Lilongwe	1	Passenger
National Bank Top Mandala -Blantyre	1	Passenger
Chileka Airport - Blantyre	2	Passenger
LUANAR Teaching Block Bunda Phase 2 - Lilongwe	2	Passenger
LUANAR Gateway - Lilongwe	2	Passenger
LUANAR Teaching Block Bunda Phase 1 - Lilongwe	2	Passenger
Thakrar House - Lilongwe	1	Passenger



**Abdul Majid**





**Pamodzi Building**



**President Walmart | Umodzi Park**



**National Bank | Blantyre**





## **Mercy James Centre | Blantyre**

### **Projects Under Construction**

<b>PROJECT NAME</b>	<b>NUMBER OF LIFTS</b>	<b>TYPE OF LIFT</b>
Century Hotel - Lilongwe	3	Passenger
MERA - Lilongwe	3	Passenger
Mount Soche - Blantyre	1	Villa / Passenger
Mai Aisha House - Lilongwe	2	Passenger
Chief Mbelwa House - Mzimba	1	Passenger
CP Properties City Centre - Lilongwe	2	Passenger
Faizal Aboo - Blantyre	1	Villa / Passenger
Treasury/ Cashiers Office - Lilongwe	2	Passenger
Victoria Hotel House - Blantyre	1	Villa / Passenger
ESAMI - Lilongwe	2	Passenger
BIBLE SOCIETY HOUSE - Lilongwe	1	Passenger
LUANAR Area 47 Campus - Lilongwe	3	Dumbwaiter/Passenger
Mwami Border - Mchinji	1	Passenger

### **Services**

<b>PROJECT NAME</b>	<b>NUMBER OF LIFTS</b>	<b>TYPE OF LIFT</b>
Umodzi Park/Peermont Hotel - Lilongwe	5	Passenger/Goods
Magetsi House - Lilongwe	1	Passenger
Msonkho House - Blantyre	2	Passenger
National Bank Top Mandala - Blantyre	1	Passenger

### **Prospective Clients**

<b>PROJECT NAME</b>	<b>NUMBER OF LIFTS</b>	<b>TYPE OF LIFT</b>
Gemini House - Lilongwe	2	Passenger
Tikwere House - Lilongwe	2	Passenger
USAID House - Lilongwe	2	Passenger
Unit House - Blantyre	2	Passenger
Umoyo House - Blantyre	2	Passenger

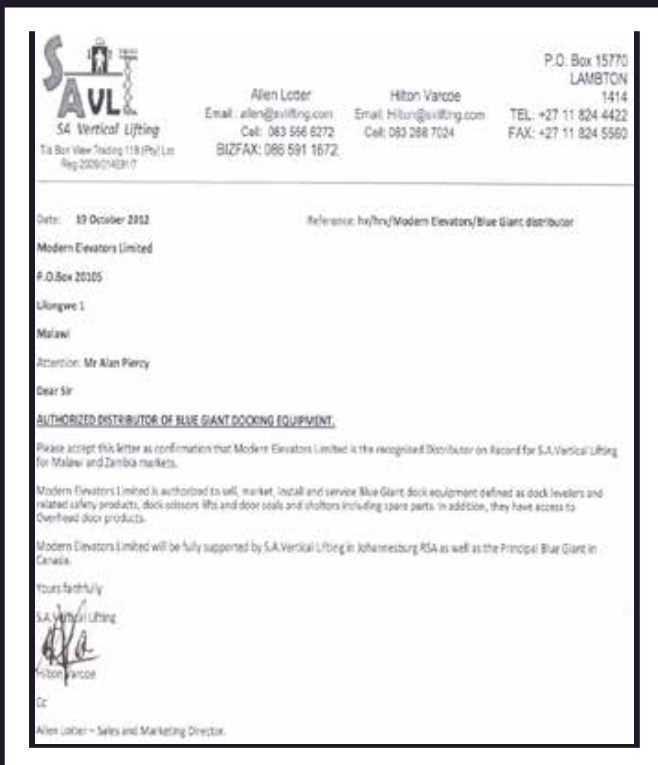


**Staff**





**APPENDIX I - AUTHORIZATIONS**



**APPENDIX ii - REGISTRATIONS**



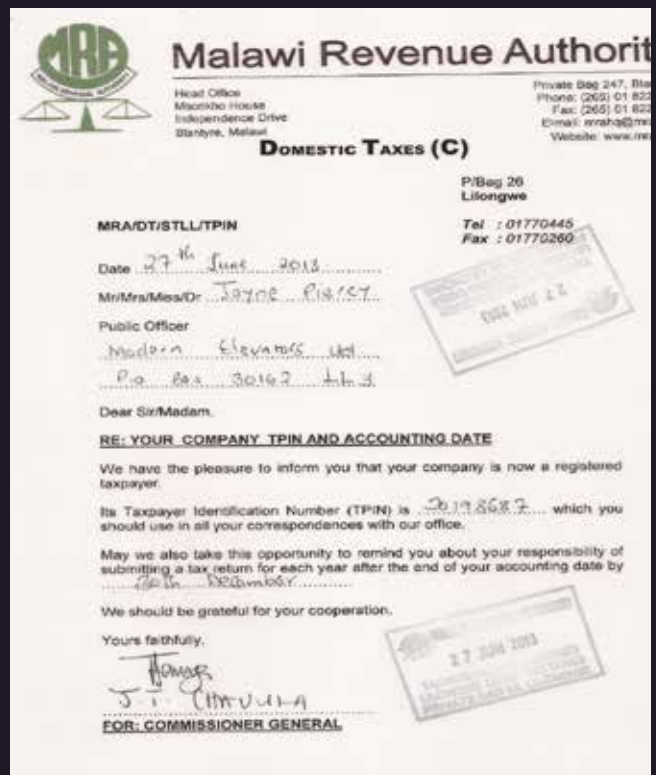
**CERTIFICATE OF INCORPORATION**



**CERTIFICATE OF REGISTRATION**



**ODPP**



**TAX CERTIFICATE**

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