



# COMPANY PROFILE

## **DO&TO Import-Export Ltd**

Head Office:

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Email:

**dotoimport@gmail.com**

**dotoimport@yahoo.com**



## INTRODUCTION



Established in 2008, with limited capital but with the will to proceed, at least four companies in Apulia that operate in the food section trusted in our vision granting us strict exclusivity in Zambia, Malawi, Botswana, Zimbabwe, Congo, Mozambique, Namibia, entrusting us with the products they make like pasta, extra virgin olive oil, balsamic vinegar, tomato puree, biscuits, wine, coffee,...all products are rigorously Apulia, that is what gave me a special force inside me: "my home town".

Our company has step by step made itself known and our Italian products appreciated from Apulia by Zambian consumers. We entered in the six largest chains of distribution and signed contracts with there headquarters in cape town, South Africa.

### MISSION

**Our company philosophy is to supply the best of Italian products available at a reasonable price .our goal is to build a reliable and precious relationship with our clients because they are the reason we exist. The competitive advantage we have is supplying our clients with quality products and satisfying there needs by understanding what they want and deliver to them in short period of time.**



## OUR PRODUCTS



At DO & TO IMPORT AND EXPORT Ltd we ensure that we are consistent with availability and quality of our products. We offer the listed below:

### FOOD

- Cookies
- Coffee
- Kitchen Rolls
- Confectionery
- Extra virgin olive oil
- Balsamic Vinegar
- Pasta
- Pickled
- Ready-to-use Sauces and Pesto
- Cheese
- Soft Drinks
- Wine
- Liquors

### OTHERS PRODUCTS

- Detergents
- Essentials





**Shoprite** all stores in Zambia  
**Melissa** supermarkets  
**Pick n Pay** top stores in Zambia  
**Choppies** top stores in Zambia  
**Game** all stores in Zambia  
**Restaurants** and **Hotels** around the Country





## SERVICE DELIVERY

**We have a dedicated team of drivers and sales operators who work in close contact with the management.**

**We constantly ensure that we deliver the best service to our customers, can they be retailers or the final consumers of our goods.**

**Our sales operators are present in the biggest shops throughout Zambia in order to make sure we deliver an outstanding service. We register our customer feedback and the information we gather is transferred to the head office which analyses it to improve our performance on a weekly basis.**





## GIVING BACK TO THE COMMUNITY

Every year, DO&TO Ltd. makes donations to various non-profit organizations such as the “Mother Theresa” orphanage; S. Egidio Community; Istituto Suore di Maria Bambina; “City of Hope”.

This is our way of giving back to the Zambian community for supporting DO&TO Ltd. in many different ways.





## OPERATIONS & LOGISTICS

**Our dedicated operations team is supervised by the two directors: Mr. Antonino Sciarrino and Mr. Donato Elicio who are also active in the day-to-day operations of the company.**

**Another key figure in the company's management is the deputy manager Mr. Vito Elicio, who makes sure that there is continuity of the operations at the head office when the directors are in the other Districts of Zambia.**





## PROSPECTS

**Our main objectives for the future are:**

- To set up new distribution points in different districts of Zambia.
- To deliver our product using our own means of transportation and thus not relying solely on external logistic operators.
- To provide the best service to our current distribution chains as well as to new ones entering the Zambian market.
- To launch new DO&TO branches in other countries of Southern Africa.





## COMPANY STRUCTURE



**Donato Elicio**  
*Proprietor*



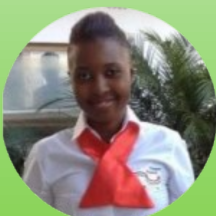
**Antonino Sciarrino**  
*Proprietor*



**Dr. Vito Elicio**  
*Deputy Director*



**Joe Chunga**  
*Operations Manager*



**Namukale Nkonga**  
*Administration Assistant*



**Autrey Nanga**  
*Sales Manager*



**Sifaya Phiri**  
*Driver*



**Mwate Sinkala**  
*Delivery Manager*