

PARTNERSHIP & RESELLER PROPOSAL



Expanding Market Reach Through
Strong Partnerships



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► Introduction



Pandukim Logistic Services is a trusted Namibian enterprise specializing in the supply and distribution of premium hardwood charcoal, processed firewood, and reliable logistics services. We pride ourselves on combining sustainability, efficiency, and community empowerment to create value for both our clients and partners.

Our goal is to establish a nationwide network of resellers and distributors who share our vision of delivering quality and convenience. By partnering with us, you become part of a growing movement that supports local production, job creation, and environmental responsibility while earning a consistent income.

► Mission & Vision



Our Vision

To be Namibia's most reliable and sustainable logistics and supply partner, connecting people, businesses, and communities through ethically sourced energy products and dependable logistics solutions.



Our Mission

To promote sustainable trade by offering affordable, high-quality charcoal and firewood, creating partnerships that empower local entrepreneurs, and ensuring every product delivered reflects the true spirit of Namibian excellence.

► Why Partner With Pandukim

Partnering with Pandukim Logistic Services means joining a team committed to quality, sustainability, and shared success. We provide all the resources and support you need to build your own profitable venture, including:

- High-demand Namibian products trusted by households, lodges, and retailers.
- Sustainably harvested materials, ensuring environmental compliance.
- Competitive wholesale pricing that guarantees fair profit margins.
- Reliable transport and delivery network across Namibia and the SADC region.
- Marketing and sales support to help you attract and retain customers.
- Flexible partnership options suited to different business capacities.



Demand Overview

The Namibian market for charcoal and firewood continues to expand due to several key drivers:

01



Domestic Demand

Most Namibian households use charcoal and firewood daily for cooking, heating, and social gatherings.

02



Tourism Sector

Lodges, campsites, and guesthouses require consistent supply for guest use and restaurant operations.

03



Retail & Hospitality

Supermarkets, service stations, and convenience shops stock charcoal and wood throughout the year.

04



Cross-Border Demand

Growing trade with neighboring countries like Angola, Zambia, and Botswana presents strong export potential.

05



Environmental Shift

With consumers becoming more eco-conscious, sustainably produced charcoal is increasingly preferred.

With a solid production base and strong logistics capacity, **Pandukim Logistic Services** is strategically positioned to serve this expanding market efficiently.

► Product Range

Our products are produced, processed, and packaged locally to meet diverse customer needs.

01

Premium Hardwood Charcoal

- High calorific value
- Long-burning & low smoke
- Available in 5kg, 10kg, and bulk packaging

02

Processed Firewood

- Sourced from approved suppliers
- Ready-to-use, clean, and well-cut
- Available in 5kg bags and bulk bundles

03

Logistics & Delivery Services

- Reliable and affordable nationwide delivery
- Cross-border freight for regional clients
- On-time, safe, and trackable transport



Get Reliable Supply for Your Business.

From packaged bags to bulk loads, our product range is tailored for retailers, supermarkets, lodges, and regional distributors. We ensure every order meets our standards of quality, sustainability, and consistency.

Let us supply you, place your order today.

► Pricing Structure

Product	Retail Price (Approx.)	Wholesale Price (Partner)	Minimum Order Quantity
Firewood 5kg	N\$40.00	N\$28.00	50 Bags
Charcoal 5kg	N\$55.00	N\$38.00	50 Bags
Bulk Firewood	N\$750.00/m ³	N\$600.00/m ³	2m ³
Bulk Charcoal	N\$850.00/m ³	N\$680.00/m ³	2m ³

| Custom quotations available for bulk orders or long-term supply contracts.

We also offer discount incentives for high-volume resellers, long-term distributors, and regional agents.

► Partnership Models

We provide flexible partnership models designed to meet different capacities and markets.

A

Standard Reseller

- Ideal for small shops, traders, and startups.
- Buy at wholesale rates and resell to local customers.
- Minimum order of 50 bags per product.
- Provided with digital marketing materials and product posters.

B

Regional Distributor

- For established businesses and regional suppliers.
- Access to bulk discounts and delivery support.
- Option to store inventory for surrounding retailers.
- Eligible for co-branding opportunities.
- Priority delivery and first access to promotions.

C

Strategic Partner

- Designed for large-scale distributors and cross-border resellers.
- Exclusive supply rights within a designated region or country (by agreement).
- Access to special pricing tiers and marketing campaigns.
- Co-branded packaging and logistics collaboration.
- Eligible for long-term reseller contracts and performance bonuses.



Logistics & Supply

Our dedicated fleet ensures your stock arrives on time, safely, and cost-effectively.

We provide:

- Scheduled deliveries across all regions in Namibia.
- Tracking and communication throughout the supply chain.
- Option for pick-up from our depots.
- Cross-border logistics for international partners.

Sustainability Commitment

We are committed to environmental protection and community empowerment.

All our products are sourced from approved, sustainable harvesting operations under Namibia's forestry regulations.

Our production chain:

- Supports local job creation and rural livelihoods.
- Promotes reforestation and responsible resource management.
- Ensures quality products that are eco-friendly and traceable.

Partner Benefits Summary

- Profitable margins and consistent product demand.
- Reliable supply chain and delivery options.
- Access to marketing materials and business guidance.
- Flexible partnership options for businesses of all sizes.
- Recognition as an official Pandukim partner.

How to Become a Partner

Getting started is simple:

1. Contact our sales team via phone or email.
2. Select your preferred partnership tier (Reseller, Distributor, or Strategic Partner).
3. Receive a quotation and partnership agreement.
4. Make your first order and start selling.

We'll support you every step of the way with training, branding support, and reliable delivery.



Thank You

For inquiries,
contact us.



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