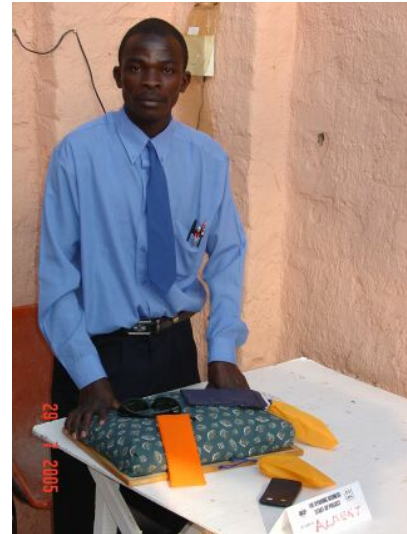


Albert Malazi – Trained by DBSP in South Africa in 2003

Albert Malazi is a Malawian by birth, but came to South Africa to study. He has a lot of passion for business and his goal in coming to South Africa was to learn how to start up a Business. Albert was 25 years of age when he was trained by the DBSP. He comes from a very large family, where he is one of 16 children, so really struggled to get an education. His mother died at an early age and he was brought up by his grandmother. Soon after completing school, he got a job in a timber factory in Malawi. He soon got bored with the job and decided to come to South Africa, hoping for greener pastures. Albert looked for a job in South Africa and eventually got a painting contract from



a certain man called Roger Hull. Roger and Albert talked about many things and, of course, Albert's favorite topic, business. Roger happened to have heard about the DBSP and its training programs, so introduced Albert to the DBSP. Once he found out that there was a DBSP training program about to take place, Albert took advantage and enrolled quickly, as he felt it was very difficult to go into business without knowing what he was doing. He saw it as a very good opportunity that had been presented to him. Albert verbalized that the most important parts of the training for him was learning about the break-even point and why and when a business will make a profit. He also learnt how to identify a business opportunity and the crucial role this fact plays. Albert says that the main thing he got out of the training was hope - he now knew that he was on his way to build a better and brighter future for himself and for those whom he employed.



When Albert completed his DBSP course, he started up a house painting business and soon got a few clients. However the business was a bit slow and Albert felt he wanted to change into something more lucrative.

When going through the DBSP training, Albert remembered that he had once visited a business called Bondi-Blu, a sunglasses manufacturing business, as part of his

research for the program. One of the questions he remembers asking them was "what problems is the business experiencing?" The owner informed him that the steady supply of good quality material sunglass pouches was a problem. Albert re-approached Bondi-Blu and asked them whether he could submit a business plan to help them out with their problem. The business owner agreed and Albert, with the help of Roger and a friend of his, Moses, drafted a business plan, made up some samples and Albert presented these to Bondi-Blu. They were so impressed that they awarded Albert's newly formed sewing business - Ganiso



Enterprises - a contract. Roger and the church both he and Albert attended helped Albert out to purchase some equipment - sewing machines and overlockers - and Albert was on his way. The value of this first set of orders was 20,000 to 30,000 sunglass cases per month. Through his connections, Albert got together a team of 12 full time staff and up to 10 part time people to help him get this order fulfilled. These part timers were called in when there was many orders to get out. This has fulfilled one of Albert's dreams - to create jobs for others.

Through word of mouth, Albert picked up a second contract to make a bean bag that was connected to a tray - for people to use as a portable tray to eat off when sitting in a chair. Following this contract, Ganiso got another contract, through someone connected to Bondi-Blu, to produce bags for organic salt and bath salts that another company was producing. These products, in Albert's



bags, are being exported to the USA, Britain, Denmark and other European Countries. Ganiso also picked up a contract for a rival sunglass company.

Albert has started up a factory and arranged it into departments. He has the cutting department, with its own manager, the sewing department with its own manager, the packaging department also with its own

manager. There is also a department that threads the closing 'ropes' through the completed bags. The business also has an office manager.

Although Ganiso Enterprises' monthly turnover fluctuates with the orders, it makes on average R60,000 per month. (6,000 US Dollars) His future plans are to expand the business and to rent space in an industrial area, so that his working conditions will not be as cramped as they are. He also wants to send his staff on advanced training, so they can improve themselves, their



skills and their lives. What excites Albert is being able to provide employment for those totally unskilled people, so at least they can take care of their basic needs and help themselves.

The DBSP takes pride in the fact that we have been instrumental in providing Albert with the basic foundational business understanding and skills to help him get to where he is today. He is both very successful and an employer of people and it is very satisfying for the DBSP to know that it played a large part in assisting Albert to get started. Albert, we are very proud of you.

The latest news on Albert is that he is busy with a tender to source and provide working overalls for a new mine in Zambia. This tender is worth several million Rand.