

4 April, 2016

## Heartfelt welcome to Usutu

Dolphin Bay is delighted to have secured a major supply agreement with Swazi timber company Usutu Forest Products (owned by Montigny) after helping the company to solve serious design challenges at a large treatment plant. Montigny is the largest privately owned, integrated timber company in Southern Africa, owning plantations and sawmills as well as treatment plants. The company has over 55 000 hectares of timber and sells to markets around the world. After the purchase of Usutu a few years ago, Montigny encountered problems with the set-up of a plant in Balembu, Swaziland.



*Dolphin Bay and Montigny staff at the Swaziland plant*

Ward Rijkenberg of Montigny asked our sales representative Mark Duckham for help, and Dolphin Bay staff guided Montigny through a major process of redesigning the plant, which took several months. We then ironed out the inevitable teething problems and, in early February, commissioned the plant and trained the operators. The plant is now running at maximum capacity, using the best treatment methods. "It's a massive pleasure to be associated with such a reputable company, and to work with such quality people as those at Montigny," says Mark. "We promise that we will carry on delivering a quality product to them and giving them all the help, guidance and advice they need to continue treating timber to the highest possible standards."

Montigny Production Co-ordinator Boesman Badenhorst said the company was "extremely happy with Dolphin Bay and all the assistance they gave us. "The level of service and professionalism shown by all the Dolphin Bay staff was exceptional, and Montigny was well impressed," he said. "This is true not only for our new plant, but with our existing plant too, for Swazi Poles."Montigny is an ever-expanding company, and we really want to use Dolphin Bay as a strategic supplier when it comes to products that need value-adding via CCA. We know the company and its values well. This is why we chose Dolphin Bay."

**Source: Dolphin Bay Chemicals**