



## Visit to Tanzania from 5<sup>th</sup> to 12<sup>th</sup> Sep 24

On 5<sup>th</sup> of September - 2024 we arrived in Dar Es Salaam, Tanzania and proceeded to Morogoro city. Morogoro is the operating hub for ASILI AFRICA, where the warehouse and the full infrastructure of the export operation is based and operated.

We have two warehouses approx. 4000 sq. ft and 5000 sq. ft. and has about 10,000 sq. ft. of open drying yard. Of the two warehouses, the first one is used exclusively for Black Pepper and the other one is for Dry Ginger and other commodities like Cardamom, etc. which we intend to deal with in the future.



On Friday 6<sup>th</sup> September, 2024 we visited the warehouse to inspect the operations and observed the following:

### **A. Black Pepper**

#### **1. The Supply Chain**

##### **a. Collection:**

Black pepper is collected from the farmers by the collectors appointed by us.

The farmers deliver the black pepper to the collectors and the collectors would keep on collecting till the stock reached a full small (tempo) truck load and then bring the truck into our warehouse. The Black Pepper delivered by the collectors in Tanzania has reasonable moisture levels.

**b. Crop Situation:**

There are two crops of black pepper in Tanzania. The first is Morogoro pepper which commences from July until October and second being Tanga pepper from November until February/ March.

**c. Density, Admixture and Overall Quality of Morogoro and Tanga Pepper:**

Morogoro pepper which is generally better, is a higher density pepper ranging from 500 GL to 550 GL and Tanga pepper with a density of 450 GL to 500 GL

**d. Pricing of Morogoro and Tanga Pepper:**

Although black pepper from Morogoro is better than Tanga origin, the local buyers consider both varieties on par. The market considers the crop from 400 GL to 550 GL, and, the farmer's selling price remains the same, irrespective of Morogoro or Tanga origin.

Once the truck of Black Pepper reaches the warehouse from the collector, we follow the below mentioned procedure:

**i. Cleaning & Sieving:**

The task is to first clean and sieve the Black Pepper to reduce the admixture and then dry the Black pepper if required. The Black Pepper should be first cleaned and sieved to remove all the admixture and the stems. During our trials, it was found that the admixtures can be reduced substantially but cannot be eliminated completely.

**ii. Packing:**

Then we homogenize the whole shipment quantity and then pack in bags as per the buyers' instructions.



This procedure is followed for all our shipments.

**We buy directly from farmers through our collectors to control the supply chain and quality.**

I have travelled extensively in Tanzania, over the mountains, inside the jungles and in small villages and I know it takes a lot of efforts to set up supply chain.

**B. CLOVES:**

**The Supply chain**

The supply chain of cloves is the same as given for black pepper.

**Our Observations & Recommendations:**

**a) Quality & Admixture:**

Upon receipt of goods in warehouse we take action to clean and remove the admixture, such as stems and dust, by sieving and sorting the cloves. If possible, the labor force will be enlisted to assist in handpicking the stems. This will help to resolve the admixture issue in shipments. Our objective is to clean to match the quality of Madagascar Cloves.

**b) Moisture:**

The cloves delivered by the collectors to our warehouse has high moisture content, so they are first dried in the drying yard. Once they are dried, they are brought inside the warehouse where they are left open for one day to cool the material to room temperature and then it is cleaned for admixture and packed.

I got an opportunity to inspect the cloves which were packed in 10-kg cartons. It was observed that the cloves appeared to be of great quality and the moisture meter reading showed 12% in two separate readings. We are now taking steps to reduce the moisture levels to 10% in order to avoid moisture loss and drriage on receipt of cargo at buyer's warehouse.

**c) Crop origins:**

Tanzania produces two crops: the Morogoro crop, which begins in August and lasts until December and is normally of good quality, and the Tanga crop, which begins in December and lasts until March or April.

In my opinion, Morogoro cloves are generally of higher grade than the Tanga cloves. Therefore, we will be focusing on purchasing more Morogoro cloves in bulk than the Tanga crop.

**d) Pricing:**

Although the crop season has started, the prices are now about USD 7,000/ per MT on FOB basis, which is not competitive with the current international pricing. However, if there is no demand, prices may decrease.

## C. DRY GINGER:

### 1. The Supply Chain

The dry ginger that we buy through our collectors and delivered to our warehouse, generally contains high percentage of moisture level thus it is first dried and then it is sorted, cleaned and packed in bags.



## D. Cardamom:

### 1. The Supply chain

The supply chain of cardamom is the same as given for black pepper and cloves.

#### a) Color, Quality and Flavor:

The cardamom available in Tanzania is whitish light brown in color. This is because there are no drying facilities available at the collection centers and the material is not dried immediately upon harvesting. However, the density of cardamom available is minimum 350 GL to 360 GL.

The flavor and taste of cardamom seeds with shells is the same as Guatemala and Indian Cardamom.

Further, we discussed the possibility of installing dryers in our warehouse, the feasibility of which is being worked out.

#### b) Crop Situation:

The peak season of cardamom commences from March until July, after which we have to purchase lots of stock from the stockiest.

## **E. Cashew Kernels:**

Within the past months, the exports of Africa, raw cashew nuts have been slowly decreasing. We are seeing more and more cashew processing factories opening in Tanzania.

### **a) Quality, Size and Color:**

The quality, size, and color of Tanzania's cashew kernels are better than Vietnam cashew, and they are more competitive with quality being similar to Indian Cashews, which are of very good quality.

Consignments have already started entering the Middle Eastern markets.

I see a great potential in Tanzania and other African countries for this commodity, they will gain a big market share in the next 5 years. We plan to focus more on this commodity in the future.

### **b) Packing:**

Packed in 2 X 10 KG Vacuum bag in 1 carton.

### **c) Mtwara, Tanzania – Hub of Processing Cashew Kernels**

We will be visiting Mtwara, which is the hub of processing Cashew Kernels in Tanzania to inspect the factories with which we intend to work with in the future.

## **F. Pulses:**

We also looked into pulses specially the Desi Chickpea (Chana), as a big quantity is exported from Tanzania and I am already talking to few buyers in this regard.

## Summary:

This was my third visit to Tanzania in the last 3 years, I see that we have managed to set up our new infrastructure facilities in Morogoro and Iringa, with Morogoro having the warehouse facility and Asili Africa headquartered in Iringa which is approximately 4 to 5 hours away from Morogoro.

Both Iringa and Morogoro are the hub of agricultural activities in Tanzania. We are situated at the right place with very cost-effective infrastructure facilities like warehouses and office space.

I am looking forward to receiving my buyers' cooperation to work as a team to make this project a success.



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