Angola & Mozambique Trade Mission  
June 3-15, 2017

USDBC Representatives:
Neil Durrant, Big D Ranch  
Mark Dombeck, Northarvest  
David McClellan, USDBC

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Angola Market Summary:
Angola is one of the world’s leading dry bean importers, buying 50-60,000 mt/yr of mostly pinto and black beans from Canada, USA and Mexico.

Since oil prices began their rapid decline in October 2014, Angola has imposed tight central bank restrictions on the convertibility of local kwanzas into internationally traded euros and dollars. This caused a significant decline in food imports and a steep rise in price inflation as importers were forced to buy dollars on the black market (the rate in June 2017 was roughly 360 kwanza/$ though the rate reached 600 kz/$ in late 2016) rather than at the official rate of 172 kwanza/$.
As 2016 progressed, it was becoming increasingly difficult for average Angolans to make ends meet. Crime was on the rise and so were signs of political discontent. In order to moderate popular criticism of the government in the run-up to the October 2017 presidential elections, the Angolan government began in mid-2016 to make foreign currency available to certain companies with close ties to government and military leaders and specifically for the importation of basic food items such as beans, corn, rice, wheat flour, chicken hindquarters, oil and sugar.

These importers, armed with negotiable letters of credit but reportedly little experience nor infrastructure, have effectively imported large volumes of these basic food commodities (see the monthly dry bean exports chart on the following page). There are now plenty of these items in the market and prices have come down to more or less normal levels. During this same period, the traditional importers have continued to face tight foreign currency restrictions, in many cases resorting to the black market to buy dollars and euros to pay for imported products.

These two classes of buyers explains the disparate retail prices we observed in the market; some prices reflecting the cost of products paid with dollars bought on the black market (pinto and black beans at 1190 – 1400 kz/kg), and others reflecting the price of product purchased with dollars bought at the official rate (pinto and black and DRK at 299 – 400 kz/kg). It also explains the ire of traditional importers who are unable to compete with these new importers and must now sell products below cost in order to maintain market share and generate cash flow. They claim that these inexperienced importers are buying lower-quality products and that some imported commodities are rotting in warehouses, the importers unable to move them into the market.
Our trade contacts generally expect this special foreign exchange policy to last through elections in October and perhaps through Christmas, but no longer unless there is a significant rise in oil prices and in foreign exchange earnings. There are in fact strong market pressures to devalue the kwanza, an eventuality companies in Angola seem to be preparing for in the months following the presidential elections.

**USDA-FAS Contacts for Angola**

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Address</th>
<th>Tel</th>
<th>Email</th>
</tr>
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<tbody>
<tr>
<td>Ricardo Dias</td>
<td>Agricultural Specialist</td>
<td>USDA – Luanda</td>
<td>+244 (222) 641 058</td>
<td><a href="mailto:DiasRE@state.gov">DiasRE@state.gov</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td>U.S. Embassy</td>
<td></td>
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<td></td>
<td></td>
<td>Rua Houari Boumedienne, #32</td>
<td></td>
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<td></td>
<td></td>
<td>Luanda, Angola</td>
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<tr>
<td>Suzanne Heinen</td>
<td>Minister-Counselor</td>
<td>USDA -FAS Pretoria</td>
<td>+27 (12) 431 4057</td>
<td><a href="mailto:Suzanne.Heinen@fas.usda.gov">Suzanne.Heinen@fas.usda.gov</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td>877 Pretorius Street</td>
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<td></td>
<td>P.O. Box 9536</td>
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<td></td>
<td></td>
<td>Pretoria 0001 South Africa</td>
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</table>
Luanda Meeting Notes

POMOBEL
Raul Mateus, Managing Director
Vitor Miranda, Purchasing Dept.
Rua Arnaldo de Novais, 33-D
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Raul.Mateus@pomobel.com
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Raul Mateus is also the President of ECODIMA (www.ecodima.co.ao), the association of retail distributors in Angola. Retail distribution is the nº2 employer in Angola after the government, and is the nº2 source of tax revenue for the government after oil. ECODIMA is lobbying, unsuccessfully so far, for the Angolan government to stop favoring certain importers with access to large amounts of foreign exchange for the import of basic food commodities, while traditional food importers continue to suffer tight restrictions on dollars and euros. Pomobel continues to operate a chain of supermarkets, while importing dry beans and other food products usually to cover government and military tender contracts.

AMT Trading LDA.
Mr. Moussa Hussein Yahfoufi, General Manager
Nº 40 Rua Americo Boavida (P.O. Box 6947)
Ingombota, Luanda
Tel: +244 2 2239 5920
Cell: +244 923 410 393 & +244 912 500 860
amt@ebonet.net
Mr. Yahoufi’s main business is fruit juice bottling facility (CombiBloc system) in Lobito which began production in January 2007. AMT imports a wide range of products including beans, canned foods, batteries and furniture, and has offices in Kinshasa, Luanda and Beirut. AMT is interested to receive offers for nº1 US pinto, cranberry, small red, black and garbanzo beans, with the assurance that the beans will be shipped with correct moisture levels. He mentioned that the market for dry beans is currently saturated with beans stolen from the army.

**KERO Hypermarket Visit**

![High-priced (1199 kw/kg) Angolan (?) white and Mexican black beans at Kero](image)

**Bean Prices in Informal Markets**

We visited two open markets in the Luanda area. Canadian pinto beans were being sold widely at around 300 kz/kg, and what looked like locally-produced cowpeas and yellow blackeye beans at 450-500 kz/kg.
Gemcorp
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Sheila Lopes, Logistics - Gemcorp_Luanda@Gemcorp.net
Av. Do Atlantico 34, Condominio Sodimo
Praia do Bispo, Luanda, Angola
Tel: + 244 944 716 006

We had met with Alexandre Paulo in Dubai at the Gulfood show. Gemcorp is one of the companies to which the Angolan government extended a $600 million credit line in 2016 for the purchase of basic food products and medicine. Gemcorp works with the trading company Kingbird Commodities in Geneva. To date, Gemcorp has imported 183 fcl of pinto beans which it resells to Angolan distributors and retailers.

Angoalissar
Mohamed Bravo Fadel, Commercial Manager
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Webcor Group
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Eduardo.barbosa@webcorgroup.com
www.webcorgroup.com

New Grandes Moagens de Angola wheat flour plant at the end of the main wharf of the Angola port

First thing in the morning, Durrant and McClellan joined FAS Counselor Suzanne Heinen and Ag Specialist Ricardo Dias for a guided tour of the new wheat flour plant of Angoalissar with Eduardo Barbosa, Webcor Country Finance Director. This is one of a number of food processing plants being built or upgraded in Angola in response to a government initiative to promote investment in local food processing to replace imports of wheat and corn flour, vegetable oil, fruit juices, etc.
We then met with the Luanda Area Commercial Manager of Angoalissar, Bravo Fadel. Fadel echoed what other trade members had told us, that in 2016 price inflation was reaching critical levels. Angolan consumers saw their purchasing power drop 50%. Then the government began giving credit lines to certain importers that brought in large volumes of basic food commodities. Prices of these items dropped in response, at least in the wholesale and informal market (open, informal markets still represent 75-80% of food sales in Angola) while the modern super- and hypermarkets have tended to keep prices high, reflecting their purchase price earlier in the year.

Angoalissar has begun packaging dry beans and rice in 1 kg, 5 kg and 25 kg bags under the Patriot brand. USDBC will be looking for opportunities to promote US dry beans at the retail level in collaboration with the Patriot brand.
Alimenta Angola
Figueiredo Martins, Purchasing Director  figueiredo.martins@alimentaangola.co.ao
Nilton Silva, Import Manager nilton.silva@alimentaangola.co.ao
Avda. Deolinda Rodrigues, s/n
Viana, Luanda
Tel: +244 222 013 803
Web: www.alimentaangola.co.ao

Alimenta Angola is an importer/wholesaler with a chain of cash & carries. They are buying their beans from importers in Luanda now but are looking for a supplier that can offer mostly blacks and pintos along with lesser quantities of GN, cranberry, garbs and blackeyes, mostly in 25 kg bags though they also need beans in 1 kg. and 500 g. packaging for their supermarkets. Mr. Martins requests offers for 2 fcl pintos and 4 fcl black beans, and said they can start with the processor brand but are eventually interested in creating their own brand for their stores. Alimenta Angola seems to be a smaller but well-run food products importer/wholesaler.
Candando Store Visit

Lower-priced pinto beans at 490 kz/kg and DRK at 790 kz/kg in Candando

Mercadão Mangole Store Visit

Tractus Comércio Internacional
Antonio Miguel Marques, Purchasing Dept.
Rua José Carvalho Araújo, 262
Ed. Regata 2º Andar Esc. 10
2750-396 Cascais, Portugal
Tel: +351 (21) 4812197
antonio.marques@tractus.pt
www.tractus.pt
We spoke with Mr. Marques by phone and email. Mr. Marques requested offers for pinto and black beans in 25kg/5kg/1kg bags. He explained that the bulk of their sales is of pinto beans in 25kg bags.

Mercado is the cash and carry in the rear of the building

M EPS black beans at 663 kz/kg and M EPS pintos at 758 kz/kg
Canadian pinto beans at 316 kz/kg

Mangolé is the supermarket for consumers in the front of the building
Sanzi Group (part of the Noble Group / Newaco Grupo, LDA / AngoMart)
Mr. Shoheb Panjwani, Import Dept.
Rua Kalife Bairro Kawelele
Desvio da Cimangola - Cacuaco, Luanda
Tel: +244 927121711
Import.ang@noble-group.net
www.noble-group.net

Sanzi is one of the largest importer/distributors of food and grocery products in Angola.
- 150 fcl/yr sugar
- 180 fcl/yr rice
- 150 fcl/yr oil
- 135 fcl/yr wheat flour
- 80 fcl/yr corn meal
- 50 fcl/yr pasta
- Large volumes of biscuits and sweets from India

Sanzi is part of Noble Group S.A. which has a wheat flour plant in Georgia, steel manufacturing, real estate interests and plans to build a wheat flour plant in Angola soon. Sanzi lost a lot of money with beans a few years ago due to quality problems and have not bought more than a few containers per year these last years. Mr. Panjwani says the company realizes they are losing sales opportunities and are interested to recommence working with pulses. Panjwani requests offers from suppliers that can offer primarily pinto beans in 25 kg Sanzi-brand 4-color bags. This company could easily become one of the largest importers of dry beans in Angola.

AngoMart store visit
US chicken hindquarters at 470 kz/kg.

NossoSuper store visit

Mexican pinto beans at 350 kz/kg

Maxi store visit

At the Maxi hypermarket we saw the cheapest beans on sale: Argentine dark or light (not evident) red kidney beans at 299 kz/kg.
Rayan Investment Angola, Lda.
Ayman Nasser, Managing Director  ayman.nasser@rayan-ao.com
Rayan Nasser, Managing Director  rayan.nasser@rayan-ao.com
Rua Damiao de Gois Nº 35
Alvalade, Luanda
Tel: +244 222 320 324
Web: www.rayan-ao.com

Rayan Investment is a food products importer and wholesaler in Angola with warehouses in Luanda and provinces. The company also has a paper manufacturing company producing napkins and toilet paper. They handle basic commodities such as flour, rice and canned goods but no beans. The Nasser brothers expressed serious interest in importing dry beans. The company seems perfectly positioned to import and sell beans in the Angolan market – it seems they just never got started with a good supplier.

Zara General Trading FZCO
Mr. Mulugeta Weldu, Country Manager
Rua Lucrècia Paim, nº24
R/c Barrio do Maculucco, Luanda
Cell: +244 93 187 5667 & 930 54 91 42
mulugeta@zaraangola.com
www.zarageneraltrading.com
Zara’s buyer office is in Dubai. Weldu says there are a lot of beans in the Angolan market right now and that they are currently not very active but that things will change and they will continue trading into Angola as in the past.

Yirgaw Fukur, Managing Director
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Azulango LDA
Mr.Isahaque Ali, CEO
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Zona Industrial de Viana, Luanda, Angola
Tel: +244 939 26 80 80 & Cell: +244 923 71 32 42
ESDLHIM
Enoque Joaquim Cheteca, Director General
Rua Comandante Bula, Bloco 85 r/c
Viana-Vila, Luanda , Angola
Cell: +244 994 723 899 / 938 723 899
Mr. Ali was a commercial director of the NDAD company until about two years ago. Before that he was the director of the Golfrate company, one of the leading food and FMG distributors in Angola before the assets of Golfrate and of its sister company Arosfran were taken over by NDAD. He and his associate Mr. Cheteca offer their services as representatives of companies selling products into Angola. Mr. Ali sells his knowledge of the food and FMG market, and Mr. Cheteca his contacts with the Angolan government. They are interested to act as representatives of US bean exporters.

Mr. David Berhane, General Manager
Anberbeb Trading Ltda
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Cacuaco, Luanda, Angola
Tel: +244 916 27 4701
Email: anberbeb.tra@gmail.com

Mr. Bernhane has stopped importing beans and other basic commodities because he has to buy his dollars on the black market and can't compete with the companies that get their dollars at the official rate. So he imports daipers, canned goods, and other products not in the "cesta básica" with which he can make some money. Mr. Berhane lives in Dubai – we usually meet with him at the Gulfood show – and travels regularly to Luanda. He plans to re-enter the dry bean trade as soon as the playing field levels.
NDAD Nova Distribuidora Alimentar & Diversos, Lda.
Mosharraf Hossain, International Purchasing
Estrada de Catete, Km 28, ZEE Pólo Comercial - Edifício Administrativo
Luanda, Angola
+244 923 71 32 42 or +244 927 59 69 01
mosharaf.hossain@ndad.co.ao

NDAD purchased the assets of Arosfran and is now one of the leading food distributors in Angola. NDAD claims to be the only distributor present in all Angolan provinces, with 142 sales points and nearly 3,000 employees.

Mr. Hossain indicated to us that all purchasing for the NDAD group is being handled through the Afkool company in Dubai:

Afkool - Dubai
Sergio Nunes, Trader
Sergio.Nunes@zahara.co.ao
Trading company handling purchasing and imports of food products for NDAD Angola.
Mozambique Summary:

Mozambique is an agricultural country where a large majority of the population lives in rural areas and relies on small-scale farming for their livelihood. Currently 20% of Mozambique's exports are agricultural products, principally tobacco, cotton, sugar, sesame seeds, cashew nuts and pigeon peas. We heard mention of a number of companies processing pigeon peas in Mozambique for export to India. At our meeting with Mr. Manoj Singh of ETG, he said his company was the largest exporter of pigeon peas from Mozambique to India.
From our visits to markets and stores in the capitol city Maputo, it is clear that dry beans are an important crop and food item in the country. Mozambique does not publish production figures but it looks to be fairly self-sufficient in bean production, mostly cowpeas, pigeon peas and various common beans (white, black and colored).
Customs figures show that Mozambique imports some beans commercially from South Africa and Portugal, and sometimes for food aid from the US. A 20% import duty on beans makes imported product expensive. From our market visit we would assume most dry beans are imported in consumer packaged format as there does not seem to be a local packager of dry beans in Mozambique.

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<th>Reporting Country</th>
<th>Unit</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
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<tbody>
<tr>
<td>Total</td>
<td>T</td>
<td>2,060</td>
<td>3,992</td>
<td>672</td>
<td>1,114</td>
<td>1,102</td>
<td>6,494</td>
</tr>
<tr>
<td>United States</td>
<td>T</td>
<td>-</td>
<td>3,642</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>5,500</td>
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<tr>
<td>South Africa</td>
<td>T</td>
<td>997</td>
<td>222</td>
<td>564</td>
<td>493</td>
<td>473</td>
<td>825</td>
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<td>Portugal</td>
<td>T</td>
<td>73</td>
<td>116</td>
<td>108</td>
<td>140</td>
<td>156</td>
<td>155</td>
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<tr>
<td>Other</td>
<td>T</td>
<td>990</td>
<td>12</td>
<td>-</td>
<td>481</td>
<td>473</td>
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Source: Global Trade Atlas
## Tabela 1. Tipos de semente de feijão vulgar mais comuns em Moçambique.

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<thead>
<tr>
<th>Tipos de semente</th>
<th>Propósito</th>
<th>Características</th>
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<tbody>
<tr>
<td>Vermelho</td>
<td>Demanda local e consumo a nível caseiro em especial no distrito de Angonia e nas zonas fronteiriças com Malawi</td>
<td>Tolerante à baixa fertilidade (N, P), e baixo pH. Muitas vezes é cultivado em misturas.</td>
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<tr>
<td>Açúcar</td>
<td>Alto mercado e potencial para exportação, se for de boa qualidade (não misturado).</td>
<td>Normalmente tem baixo rendimento em condições com poucos insumos, suscetíveis a stress bióticos. Actualmente são disponíveis variedades mais tolerantes</td>
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<tr>
<td>Calima (vermelho manchado)</td>
<td>Alta demanda em áreas urbanas e para a exportação (paladar popular, curto período de cozedura)</td>
<td>Alto rendimento em condições com poucos insumos, especialmente em condições de baixa disponibilidade de fósforo</td>
</tr>
<tr>
<td>Crème (manteiga)</td>
<td>Alta demanda para o consumo doméstico e nos mercados locais</td>
<td>Sementes grandes em forma de rim. Cultivado principalmente nas províncias de Niassa e Nampula. Curto tempo de cozedura.</td>
</tr>
<tr>
<td>Branca</td>
<td>Menos consumido a nível doméstico, mas aceite em alguns mercados urbanos.</td>
<td>Tipo de semente pode ser pequeno ou grande. O tempo de cozedura é muito curto. As vezes susceptíveis a pragas durante o armazenamento.</td>
</tr>
<tr>
<td>Preto</td>
<td>Menos consumido a nível doméstico por causa da &quot;pintura&quot; do alimento após o cozimento. Cultivado principalmente para mercados urbanos</td>
<td>Grão pequeno. Alta tolerância a stresses bióticos e abióticos, incluindo doenças foliares, pragas de armazenamento.</td>
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</table>
The US has sporadically shipped significant volumes of dry beans and dry peas to Mozambique for food aid customers there, primarily WFP and World Vision.

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<td>3,670</td>
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<td>-</td>
<td>3,642</td>
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<td>-</td>
<td>-</td>
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<td>Peas, Dried Shelled, Including Seed</td>
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<td>4,692</td>
<td>617</td>
<td>87</td>
<td>749</td>
<td>4,589</td>
<td>-</td>
<td>-</td>
<td>872</td>
<td>3,493</td>
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<tr>
<td>071333</td>
<td>T</td>
<td>Kidney Beans &amp; White Pea Beans, Dri Shel, Inc Seed</td>
<td>344</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
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Source: Global Trade Atlas

WFP
Mohamed Razak. Razak National Logistics Officer  
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WFP-Mozambique imported 3,924 mt of US pinto beans in September 2016 as part of their emergency feeding program in Mozambique during the August 2016 – April 2017 drought during which 1.4 million people in Mozambique were facing starvation. Normally WFP buys locally produced cowpeas and pigeon peas and beans and receives in-kind donations of US food commodities for its regular food basket of
- a staple such as wheat flour or rice;
- lentils, chickpeas or other pulses;
- vegetable oil (fortified with vitamin A and D);
- sugar; and
- iodized salt
for its school feeding and ”food for asset” programs in Mozambique.

Razac repeated the standard WFP policy that they buy the cheapest commodity available within each category (such as pulses), and did not explain why WFP purchased dry beans rather than cheaper yellow split peas in the fall of 2016. He did say that WFP determined it better to import rather than buy locally produced beans at the end of 2016 in order not to disrupt the local market which was suffering food shortages and price inflation.
MEGA - Recheio Group store visit

Rice selling at 50-60 mt/kg vs beans at 178 mt/kg, blackeyes 220 mt/kg, garbanzos at 260 mt/kg. Bulk LSK beans sold at 111 mt/kg and blackeyes at 95 mt/kg. There are currently 60 meticais/$US.

FAS Agriculture Specialist Almeida Zacarias with Neil and Mark on their way to visit ADPP

ADPP Mozambique
Birgit Holm, Country Director
Avenida Massacre de Wiriamo, 258
Machava, Maputo Province
Mozambique
Tel: +258 21 750 106
b.holm@adpp-mozambique.org
http://www.adpp-mozambique.org
ADPP is now implementing a Planet Aid-led school feeding, nutrition and education initiative funded by the U.S. Department of Agriculture as part of the McGovern-Dole International Food for Education and Child Nutrition Program. The program serves 270 elementary schools and over 80,000 children in the Maputo region and uses about 1000 mt/yr of corn-soy blend (CSB) supplemented by food produced in school gardens. The program also involves building latrines and clean water supplies for each school, and is now launching 8 pilot community-managed school farms of 2-5 hectares each which will produce corn, beans, vegetables, fruit from trees, and raise livestock for the schools as well as for commercial sale. The farms will serve as models for developing a comprehensive locally-sustained school feeding program in the nation.

The USDBC team happened to coincide at ADPP with Nutritionist Cade Fields-Gardner who was conducting WISHH-funded nutritional training for a group of the volunteers working in the ADPP school feeding program. Fields-Gardner mentioned preliminary results of a study she is involved in which highlights the value of using beans and other "real food" in feeding programs. This would seem to be a promising line of research with which USDBC could promote the use of dry beans to NGO's worldwide, and we will follow up with her in this regard. We will be working with Fields-Gardner in the upcoming GBI conference in Dakar, Senegal in September.

World Vision – Mozambique
Christine Beasley, Program Director  Christine_beasley@wvi.org
Rua Fontes Pererira de Melo, Paracela 2/9-6/2, Quarteirão T Malhangalane, Maputo, Mozambique
Phone: +258 21 350 510
Web:  www.wvi.org

World Vision is operating its second 4-year McGovern-Dole Food For Education school feeding program reaching 150 schools in the Nampula region of northern Mozambique. They use predominantly CSB, supplemented by locally produced peanuts, beans, etc. which should increase as WV implements a new Local Regional Procurement program which will focus on building farmer organizations which will facilitate the aggregation, storage and commercialization of crops produced by the smallholder farmers in the region.

Although CSB is more expensive than beans and rice, for example, it is extremely practical for NGO’s because it fully meets the nutritional requirements set for these feeding programs, and is easy to store and prepare using the very limited facilities and local support structure they work with in these very poor, rural communities.
ShopRite store visit
The South African supermarket chain ShopRite is Africa’s largest supermarket chain and has 12 stores in Mozambique.

ShopRite store visit
The South African supermarket chain ShopRite is Africa’s largest supermarket chain and has 12 stores in Mozambique.

ShopRite bean section. Lion and Imbo and Dunny brands (from South Africa) LSK at 260 to 269 metical/ kg, 500 g stand-up packages of mostly Argentine white and dark red kidney beans, black beans and chickpeas packaged in Portugal. Also Cassila’s brand dals and lentils packaged in South Africa.

ShopRite bean section. Lion and Imbo and Dunny brands (from South Africa) LSK at 260 to 269 metical/ kg, 500 g stand-up packages of mostly Argentine white and dark red kidney beans, black beans and chickpeas packaged in Portugal. Also Cassila’s brand dals and lentils packaged in South Africa.

South African (or Chinese) light speckled kidney beans figure prominently in the ShopRite bean section
JAM’s McGovern-Dole Food For Education program in Mozambique and Angola ended in 2013. Shortly thereafter JAM closed down its corn-soy blend (CSB) production plant in Mozambique from which it had provided CSB for both school feeding programs. The plant has been upgraded and revamped to WFP standards and is now again in operation, producing CSB from locally produced corn and soy for its school feeding programs in Mozambique and Angola as well as for other programs in the region.

JAM also operates an 80 hectare farm in Pambarra, 700 km north of Maputo, with central pivot irrigation where it produces corn and soy and operates a seed multiplication operation for local farmers of corn, soy, pigeon peas, cowpeas, bambara beans, sweet potato and cassava especially adapted to the region. They contract corn and soy production with local farmers there and operate an agricultural extension program to help smallholder farmers in the area improve their productivity and profitability.

Lyon mentioned that the Mozambique government is encouraging all NGO’s in the country to diversify the foods used in school feeding programs as well as to source more products locally. JAM has worked with dry beans in the past and understands their nutritional value as well as their importance in a healthy crop rotation. We will continue discussions with Lyon to look for promote greater use of dry beans in their feeding and extension programs.
Tropigalia S.A.
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Tropigalia is perhaps the largest importer and distributor of grocery items in Mozambique with distribution centers in Maputo, Beira and Nampula and a product line including Colgate, Palmolive, Schick, Ajax, Eveready, Cigala, Dr. Oetker and Ceres. They distribute a pulse line (all beans: blackeyes, blacks, LSK, LRK, garbanzos) packaged in 500 g. stand-up bags produced in Portugal. The company is studying the purchase of packaging equipment right now and plans to package pulses and other dry products in Maputo or perhaps in Beira within two years. Mr. Rendeiro would like to begin discussions with US suppliers that can offer the above beans.

ETG
Export Trading Group (ETG) – Maputo
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ETG is a leading food products trader in Africa and worldwide, handling 5 million mt/yr of food commodities. It is active supplier to WFP and its headquarters are in Tanzania. ETG is the largest exporter of pigeon peas from Mozambique and is also a leader in cashew and tea exports. None of the traders handling pulses were in Maputo this week, but we requested that Mr. Singh put us in touch with the pulse traders on ETG Group worldwide.

USDA-FAS Contacts for Mozambique

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