



**SOUTH AFRICA & ANGOLA TRADE MISSION**  
**MAY 23 – June 1, 2011**

**USDBC Industry Representatives:**

- Judd Keller, Kelley Bean Co.
- Todd Curtiss, Yellowstone Bean Co.
- David McClellan, USDBC Regional Representative

**Intro:** USDBC organized this trade mission in order to meet with the major commercial and food aid importers of dry beans for the Angolan and South African markets. The US industry has traditional commercial customers in both countries; navy beans in S. Africa and pintos in Angola. NGO's with headquarters in South Africa are also major recipients of US dry beans through the USDA food aid programs. This trade mission's primary objectives were:

- Assess market conditions in these two countries
- Identify commercial and food aid opportunities for US dry beans

**Itinerary:** The USDBC trade team first visited the major dry bean buyers for the Angolan market located in northern Europe on May 23 and 24 before going to Johannesburg (May 25-26), Cape Town (May 27-29) and finally to Luanda (May 30 – June 2) to meet in-country trade members.

**Angola Market Overview**



- Angola = 308,000 square miles = North Dakota, South Dakota, Nebraska and Minnesota.
- 18 million population, 5 million population in Luanda

| Angola Population (in thousands) |        |        |        |        |        |        |        |        |        |        |        |
|----------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
|                                  | 2000   | 2001   | 2002   | 2003   | 2004   | 2005   | 2006   | 2007   | 2008   | 2009   | 2010   |
| Total Population                 | 13,398 | 13,809 | 14,227 | 14,640 | 15,107 | 15,567 | 16,037 | 16,527 | 17,029 | 17,547 | 18,081 |
| - Female                         | 7,021  | 7,236  | 7,455  | 7,672  | 7,916  | 8,157  | 8,404  | 8,661  | 8,924  | 9,195  | 9,475  |
| - Male                           | 6,374  | 6,570  | 6,769  | 6,965  | 7,187  | 7,406  | 7,630  | 7,863  | 8,102  | 8,348  | 8,602  |
| Urban Population                 | 6,487  | 7,461  | 7,543  | 7,824  | 7,706  | ..     | ..     | ..     | ..     | ..     | ..     |
| Rural Population                 | 6,911  | 6,355  | 6,695  | 6,838  | 7,410  | ..     | ..     | ..     | ..     | ..     | ..     |
| Farming Population               | ..     | ..     | ..     | ..     | ..     | ..     | ..     | 9,306  | 9,585  | 9,731  | ..     |
| Non-farming Population           | ..     | ..     | ..     | ..     | ..     | ..     | ..     | 7,220  | 7,443  | 7,815  | ..     |

- Luanda port delays have all but disappeared due to opening of an inland container terminal to relieve port congestion as well as a decline in imports of cement and other construction materials now produced in Angola.
- Construction activity in Luanda looks to be stronger than ever. Luanda skyline is a series of large-scale office and residence building projects.
- Trade sources estimate that Angolan consumer demand for food is down 25-30% since the beginning of the economic crisis in 2008.
- The local dry bean market is reported currently saturated because of commercial imports, government tenders, plus local production. We saw more locally produced yellow beans in the market than in the past.
- Last year, the government closed Roque Santeiro, the largest open market in Angola, and relocated the vendors to markets on the outskirts of town. The vendors complain that are too far from where people live and that buyer traffic is weak. But this is part of the government's strategy of closing down the informal, untaxed, unhygienic markets and promoting formal, licensed, tax-paying retailers. The government is also trying to get people to move out of Luanda with its overstretched infrastructure.
- We saw many more retail stores in Luanda than in years past. It was also clear that these retailers are selling a much wider variety of legumes beyond the standard pinto + light speckled kidney beans we saw previously for sale in the open markets, though there seems to be no established legume product line (see store check information at the end of the report). The legumes we saw in the market, ranked roughly from most to least prevalent, are:
  1. Yellow beans – *manteiga* – local production
  2. Pinto – *espera cunhado* – USA and Canada and Mexico
  3. Light speckled kidney beans – *catarino* – China and local production
  4. Black beans – *preto* - China, Brazil
  5. Cinnamon and light red kidney beans – *manteiga* - Argentina and local
  6. Blackeye beans – *frade* - imported and locally produced
  7. Small and medium white beans – *branco* - China and Argentina
  8. Chickpeas – *grao-de-bico* - generally 7-8 mm
  9. Cowpeas – *makundu* - local production

### Angola Dry Bean Production (mt)

| 2001   | 2002   | 2003   | 2004   | 2005    | 2006   | 2007    | 2008    | 2009    |
|--------|--------|--------|--------|---------|--------|---------|---------|---------|
| 89,032 | 90,887 | 93,185 | 75,965 | 108,116 | 85,081 | 103,698 | 124,157 | 247,314 |

Source: CountrySTAT Angola ([www.countrystat.org](http://www.countrystat.org)), based on data from the Angolan Ministry of Agriculture, Rural Development and Fisheries.

- It appears that local bean production has increased over past years, although our visit coincided with the major May-June bean harvest and the locally-produced beans we saw will probably not be in the market the entire year. Better roads and transportation may also help bring these local beans to the Luanda market which was previously too expensive and difficult to access from the growing areas.
- In the one public market we were able to visit we saw all beans were hand packaged in plastic 1 kg bags, while flour was still sold by scoop.
- There is little origin identification on packaged beans we saw in the market, although locally produced beans are sometimes identified.

| Dry Bean Exports to Angola (mt)            |        |        |        |        |        |                          |
|--|--------|--------|--------|--------|--------|--------------------------|
|  | 2006   | 2007   | 2008   | 2009   | 2010   | % change<br>2010 vs 2009 |
| <b>China (light speckled kidney beans)</b> | 7,259  | 3,831  | 11,566 | 1,109  | 4,114  | 271%                     |
| <b>Canada (pinto beans)</b>                | 11,977 | 14,583 | 20,912 | 6,978  | 21,707 | 211%                     |
| <b>USA (pinto beans)</b>                   | 13,031 | 12,163 | 15,366 | 2,416  | 7,371  | 205%                     |
| <b>TOTAL</b>                               | 32,667 | 30,577 | 47,844 | 10,503 | 33,192 | 216%                     |

Source: Global Trade Atlas

## South Africa Market Overview



- South Africa 471,011 square miles = Texas, New Mexico and Oklahoma.
- 50 million population
- Dry bean production in South Africa has generally broken down:
  - 40,000 mt sugar beans (the dominant bean variety consumed as a staple by the majority of the population)
  - 4-5,000 Mt small white “teebus” navy-type beans (used for canning)
  - 1,000 Mt large white butter beans (sold dry and canned)
  - 500-1,000 Mt carioca beans (mostly exported to other African markets)

### South Africa Dry Bean Production

|                                | 2005   | 2006   | 2007   | 2008   | 2009   | 2010   | 2011   |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|
| <b>Area Planted (hectares)</b> | 49,300 | 54,880 | 50,725 | 43,800 | 43,800 | 44,100 | 41,900 |
| <b>Production (MT)</b>         | 69,820 | 67,250 | 39,545 | 58,975 | 67,030 | 52,255 | 45,250 |

Source: South African National Department of Agriculture

- South Africa’s 2011 dry bean harvest was hit by heavy rain at harvest, lowering dry bean yields and quality.

- Dry bean acreage and production is declining. Trade sources cite farmer preference for corn, especially GMO varieties, which offers good, reliable yields, good prices and is less labor-intensive.

| <b>South Africa Dry Bean Import Statistics</b>   |      |          |        |        |        |        |        |        |              |
|--|------|----------|--------|--------|--------|--------|--------|--------|--------------|
| <b>Commodity: 071333 &amp; 071339 (All dry beans except mung, adzuki and other tropical beans)</b> |      |          |        |        |        |        |        |        |              |
| Annual Series: 2004 – 2010   |      |          |        |        |        |        |        |        |              |
| Partner Country  | Unit | Quantity |        |        |        |        |        |        | Market Share |
|  |      | 2004     | 2005   | 2006   | 2007   | 2008   | 2009   | 2010   |              |
| World  | T    | 49,588   | 53,479 | 68,583 | 84,403 | 68,078 | 93,238 | 87,038 | 100.00%      |
| China  | T    | 42,190   | 48,542 | 49,383 | 51,992 | 59,197 | 82,640 | 80,153 | 92.09%       |
| Ethiopia   | T    | 1,654    | 1,366  | 6,217  | 5,185  | 5,994  | 6,430  | 4,381  | 5.03%        |
| United States  | T    | 891      | 79     | 2,628  | 8,704  | 1,248  | 1,519  | 156    | 0.18%        |
| Argentina  | T    | 21       | 108    | 865    | 1,434  | -      | 1,383  | 22     | 0.03%        |

Source: Global Trade Atlas

#### **South Africa Import Duties\***

| <b>Legume Type</b> | <b>Import Duty</b> |
|--------------------|--------------------|
| Dry Beans          | 10%                |
| Yellow Split Peas  | 0%                 |
| Whole Green Peas   | 15%                |
| Green Split Peas   | 30%                |
| Lentils            | 0%                 |

\*Dry bean imports from Madagascar and other Southern African Development Community (SADC) countries enjoy 0% import duties into South Africa.

- Apparent dry bean consumption in South Africa (production + imports – exports) has been increasing thanks to rising imports, principally from China.
- Dry bean consumption rises during their winter months, which are June, July August, when consumers tend to make soups and stews.
- Over half of bean and legume consumption is concentrated in the Kwazulu-Natal region around Durban, with its large Indian and SE Asian-origin population.
- Walmart is going ahead with its purchase of a 51% (\$2.4 billion) stake in the Johannesburg-based retailer Massmart Holdings Ltd. (nine wholesale and retail chains, including Makro, with 288 stores in 14 African countries) despite union resistance.

## Meeting Notes

### Monday, May 23

#### Meeting w/ **Webcor Group**

Alexis Rollet, Group Head of Trading and Shipping  
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1207 Geneva, Switzerland  
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Email: [arollet@webcorgroup.com](mailto:arollet@webcorgroup.com)  
Web: [www.webcorgroup.com](http://www.webcorgroup.com)

Webcor is a 30 year-old company owned by the Nisser family which began importing rice, corn, wheat and other basic food commodities into Kinshasa, Zaire (now Congo) and then moved to Angola during the civil war. Webcor now sources, produces, and distributes soft commodities, FMCG (Fast Moving Consumer Goods) and building materials and has operations in Africa, Asia, Europe and South America. The group's company in Angola is **Angoalissar** which now imports and distributes a wide range of basic dry, canned and frozen foods and beverages throughout Angola. Angoalissar is the largest food product importer in Angola with 63 distribution warehouses in the country and 12 under construction. It is the official distributor of Pepsi in Angola and is currently building a soft drinks bottling and canning factory in Luanda with Pepsi.

Mr. Rollet manages the group's trading operations. Purchases of dry beans, milk powder, rice and corn flour are handled by Patrick Raynaud who was in Luanda at the time of our visit to Geneva. Webcor buys about 15,000 mt/yr of pinto-type beans from US, Canada, Mexico and Chile. Rollet said Angola imports roughly 50,000 mt/yr of dry beans.

Rollet said the n°1 problem with US pintos is the long (2 to 2 ½ month) and unpredictable transit time from processor to Luanda. As an alternative, he mentioned that Mexican Saltillo variety pinto beans are working well into Angola as the beans maintain their color better than North American pintos. He said port delays in Luanda are no longer a constraint as they were in 2008-9 when 2 month delays were the norm.

Webcor attempts to purchase dry beans based on demand in order to rotate stock in 2 months maximum and not to build up large inventories. Rollet observed that dry beans can quickly darken and lose their value in the warm, humid Angolan climate. He also mentioned a large dry bean production in the southern province of Namibe that noticeably affected demand for imported beans.

#### Meeting with **Eximgrains S.A.**

Francoise Gaudras, Director  
17 rue Ferdinand Hodler  
1207 Genève, Switzerland  
Tel : 0041 22 786 43 44

Eximgrains imports pulses primarily for sale to French canners and packagers. Ms. Gaudras knows and has worked with many major US dry bean suppliers although she has been sourcing most pulses from China over the past few years.



Meeting w/ **AgraPulse S.A.**

Bruno Utelli, Managing Director  
Fabrice de Casson, Trading Manager  
16 chemin des Coquelicots  
1214 Vernier Geneva, Switzerland  
Tel: +41 22 341 2269  
Email: [geneva@agrapulse.com](mailto:geneva@agrapulse.com)  
Web: [www.agrapulse.com](http://www.agrapulse.com)

Utelli and de Casson ran Conagra Trading-Geneva until it was bought by the venture capital group Osprey in 2007 when the two traders chose to set up their own independent trading company, AgraPulse. Both are specialized legume traders with long experience sourcing from around the globe and are especially strong in Chinese origin product.

De Casson is in charge of trading Canadian, US and Chinese beans into Angola both to commercial importers and on government tender business, Utelli and de Casson made the following comments:

- Expect Chinese white, black and light speckled kidney bean production to decline in 2011
- The Xingcheng region will maintain round cranberry bean production

**Tuesday, May 24**

Meeting w/ **Phoenician Eagle Group**

Michael Nisser, CEO  
Chris de Oliveira, Manager of Phoenix Export NV  
TRANSVAALSTRAAT 43  
2600 BERCHEM (Antwerp) Belgium  
Tel: +32 3 658 41 25  
Email: [chris@phoenix.pheagle.com](mailto:chris@phoenix.pheagle.com)

The Phoenician Eagle Group was created in 1990 when Mr. Nisser broke away from his family's company Angoalissar. The group has trading offices in Belgium, Brazil and Italy and buys basic food products such as dry beans, rice, wheat and corn flour, canned foods, pasta and vegetable oil for import and distribution in Angola.

Phoenician Eagle is very strong in Italian products: pasta, tomato, oil.

The group's corn milling factory in Luanda, INDUVE, is the only industrial corn miller in Angola. The Angolan government is now working to reactivate the corn and wheat milling industry to serve Angola's demand for 500,000 mt/yr of flour.

The group's distribution company in Angola, **Atlas Group**, has warehouses in Luanda, Lobito and Namibe and plans to open soon in Cabinda. Chris de Oliveira is responsible for much of the purchasing including that of dry beans. Nisser and De Oliveira made the following comments:

- The Angolan elite want formal retail distribution but the poor want traditional, informal (no taxes) markets because they are cheaper

- Half of Atlas' sales are now into the informal market, and half into the formal market
- The growth in supermarket is boosting demand for packaged legumes
- Atlas is interested to create a line of high-quality US dry beans and perhaps rice for the Angolan market
- The standard packaging format in Angola is the rectangular stand-up bag – De Oliveira is skeptical that US pillow bags will work – they may reduce the quality image of good US beans

### **Wednesday, May 25**

#### **Meeting w/ World Food Program**

Simon Denhere, Regional Procurement Officer  
Andres Rodriguez, Procurement Officer  
UN World Food Programme - Bureau for East, Central & Southern Africa  
MERAFAE HOUSE  
11 NAIVASHA ROAD  
SUNNINGHILL (Sandton) JOHANNESBURG- SOUTH AFRICA  
Tel; (27) 11 517 1634 (ext 1684)  
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The main office for WFP is in Rome, Italy. Denhere explained that his offices main objective was to buy maize, corn and other food products locally.

WFP buys about 15,000 mt/yr of dry beans, mostly from Uganda, Ethiopia and Mozambique, plus cow and pigeon peas from Malawi. They tend to buy right at harvest when prices are lower, and then start imports when the price of local products rise.

WFP-South Africa distributes a total of 25-30,000 mt/yr of all beans. They buy food based primarily on a cost efficiency i.e. Kcal/\$ calculation. The criteria for WFP tenders can be seen at [www.foodquality.wfp.org](http://www.foodquality.wfp.org). Denhere said beans are complicated to buy. Whereas soy oil, for example, is widely accepted in all countries, with dry beans you run into local preferences. To his knowledge, instant refried beans are not yet used in MRI's.

#### **Meeting w/ FAS-Pretoria**

Corey Pickelsimer, Senior Agricultural Attaché  
Linston Terry, Agricultural Attaché  
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Ross Kramer was out of town at the time of our visit, but we updated Pickelsimer and Terry (leaving for Iraq in the next months) on the dry bean market situation and USDBC's current trade mission:



- Pickelsimer encouraged USDBC to include South African food processors in the extruded bean snacks training mission organized by Dee Richmond and Katanchalee Dew.
- Pickelsimer also asked about the possibility of using GSM 102 credit guarantees for sales to Angola.

### **Thursday, May 26**

#### **Meeting w/ Advance Seed**

David & Bradley Lever, Directors

8 Jacobs Street

Chamdor, Krugersdorp

Tel: +27 11 762 5261

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Advance Seed was a seed company set up 40 years ago by David Lever's grandfather which has diversified into:

- Seed: focus on grass and pasture seeds, as well as maize, sorghum, groundnuts and millet
- Popcorn: processor, distributor (30%) and exporter (70%) of popcorn produced from US hybrid corn seed.
- Import and Distribution:
  - Industrial bakery suppliers esp. seeds
  - Pulses: beans, peas and lentils
- Retail Packaging: package nuts, legumes, oats, barley and popcorn under the Pouyoukas brand. Advance Seed is a supplier of packaged beans and a preferred supplier of beans to canners for the high-end South African supermarket chain Woolworth's
- Trading of legumes and spices

The Levers made the following comments regarding the S. African market:

- Late rains have reduced South Africa's popcorn yields by 30%, and they suspect they will reduce dry bean yields by more than the % predicted by the South African government.
- South African dry bean quality this year will be mostly n°2 and worse.
- They believe Chinese planting of light speckled kidney beans will be down 50% this year.
- S. Africa uses 10,000 mt/month of sugar and light speckled kidney beans and with a short crop this year, will need to import about 50,000 mt of beans
- S. Africa imports about 500 mt/yr of garbanzo beans for packaging and canning, but limited by competition from Italian canned garbanzos.
- S. Africa imports about 10,000 mt/yr of whole green peas.
- Argentina produced 30,000 mt of 7-9 mm garbanzo in 2011 and project a big jump in garbanzo acreage for the 2012 crop.
- There is a growing consumption of blackeye beans in S. Africa because of the large Nigerian population.
- Requests offers for field pea seed and for Blackeye Susan seed.
- Advance Seed has begun contracting production in South Africa of cranberry beans for export.

- South African dry bean market still lacks structure i.e. companies or official organizations that can buy and hold beans.
- Interest in Angolan market – would any US producers be interested to contact pinto production with Advance Seed for sale to Angola?

#### Meeting w/ **World Vision**

Walter Middleton, Partnership Leader  
Food Security & Livelihoods  
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World Vision is a large NGO, founded in 1950 by Reverend Bob Pierce, which conducts child-focused emergency relief, community development and anti-poverty policy work in over 30 countries across Africa and the world. Regional Director Walter Middleton met with the USDDB team and made these comments:

- EU donors are pushing for food aid to be given in cash, so there is a reduction of dry bean purchased for food aid
- NGO's are caught between fixed aid budgets and rising prices for product and transportation
- Buying locally-produced food is not necessarily faster or cheaper than importing – it is often complicated to source locally: small lots, wide range of qualities. The required commodity is often unavailable. Buying locally also can raise prices locally, hurting local consumers.
- USDDB can do most do get more bean-using food aid programs approved through lobbying efforts
  - Develop position papers, information sheets and other materials to support dry bean industry lobby groups that visit their congressmen
  - Show how US food aid reaches people and aid programs – get photos showing how US beans are used
  - Show how donated money and commodities are not wasted.
  - Case studies of how beans work better than peas for school feeding, long-term health effects of lack of protein and micro nutrients.
  - D.McClellan to follow up with WV Director of Food Programming and Management Thabani Maposa
- Middleton also recommended USDDB talk with Tony Hall (ex-senator Ohio and ex-ambassador to the US in Rome) and Elena Levinson, Director of the Alliance for Global Food Security (collecting success stories about food aid).

#### **Friday, May 27**

##### Meeting w/ **Tiger Food Brands Ltd.**

Andries Cronje, Director Purchasing (Canning)  
Ruby Prins, Pulses Procurement (Dry Packaging)  
Jones Street, Suider  
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Web : [www.tigerbrands.com](http://www.tigerbrands.com)

Tiger's food and non-food products constitute 40% of supermarket sales in South Africa. Tiger's canning operations produce 70% of South Africa's canned foods. Its "Koo" brand is far and away the market leader in baked beans, and baked beans are the n°1 canned vegetable in the market. Its Jungle Oats brand is 85 years old.

Andries Cronje is in charge of dry bean purchasing for Tiger's canning lines, while Ruby Prins handles purchases for the dry packaging operation. Tiger is now probably the n°2 dry legume packager in South Africa. Its "Lion" and "Koo" brands are especially strong in the Western Cape region. The line consists of:

1. Sugar beans (light speckled kidney)
2. Green split peas
3. Green lentils (eston type)
4. Large white kidney beans (80-85 count)
5. Red split lentils (oil polished)
6. Soup mix
7. Popcorn

Tiger's policy is to not package distributor brands. They are generating growth through acquisitions (the latest being a personal care products company in East Africa and the Snacks & Treats company in Durban) and through exports and building its brands in other African markets.

Tiger was ISO 2200 accredited last year, and will eventually require the same of its suppliers. South Africa just passed the Consumer Protection Act which will allow consumers to take serious action against companies, increasing the potential liability risk.

Imported canned beans continue to be serious competition for Tiger. Overseas canners have the advantages of lower tin plate costs and lower dry beans costs: Dry beans pay a 10% import duty in South Africa while canned beans pay no duty.

Cronje said the South African white bean harvest was just finishing in the Limpopo and North West regions and that he would begin to know how much teebus beans he would be getting from local sources next week.

#### Meeting w/ **Rhodes Food Group**

Paulston Fritz, Legumes Purchasing  
Etienne Brewis, Division Supply Chain Manager  
Coetzee Wium, Agriculturalist  
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Web: [www.rhodesfoodgroup.com](http://www.rhodesfoodgroup.com)

The company's Fruit Products Western Cape division is South Africa's leading canned fruit and jam producer and exporter. The cannery also produces a line of high-quality vegetable products including baked beans, butter beans, processed peas, and tomato-based value-added products. FPWC is South Africa's n°2 baked bean canner and produces baked beans for Heinz and a number of products for South Africa's Woolworths and Spar supermarket chains.

Rhodes buys navy beans, whole green peas (a product which has shown growth recently) and large white kidney beans, all in 100 lb or 50 kg bags. Though the baked beans market in South Africa is mature, Rhodes reports that there is still 5-7% yearly growth in sales as greater numbers of lower-income people gain purchasing power.

#### Meeting w/ **Pioneer Foods**

Abe van Niekerk, Manager Purchasing  
Zaahir Ismail, Purchasing (Legumes)  
22 Bokomo Road  
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Pioneer Foods is one of South Africa's leading food and beverage producers and distributors. Pioneer is the national distributor of Pepsi products, 49% owner of Heinz Foods S.A., and their full portfolio products constitute 15% of retail sales in South Africa. Pioneer buys 70-80,000 mt/month of wheat and corn, and about 700 mt/month of legumes. Pioneer is the n°1 legume packager in the country with two legume packaging facilities:

- the rice and legumes packaging plant in Epping near Cape Town and
- the Crossbow plant (purchased in 2006) near Durban

Zaahir Ismail manages legume purchasing under the direction of Mr. Abe van Niekerk. Ismail buys

- light speckled kidney beans from local production and China
- large white kidney beans from local production and China
- small white beans from China
- whole red lentils from Canada
- red split lentils 1-2 fcl/mo from Australia
- eston lentils from Canada
- green and yellow split peas from Canada
- no longer selling garbanzos, which are only sold in the KwaZulu-Natal region.

Van Niekerk mentioned that the overall quality of Chinese light speckled kidney beans brought into the South African market have noticeably improved over the last 4 years due to the usage of electric eyes in Chinese bean processing.

Ismail and van Niekerk plan to visit Canada in Oct-Nov 2011. Van Niekerk noted that 2011 was the second year that South African bean producers had been hit

with wet harvest conditions, and that this plus cheap Chinese competition and the labor intensive nature of bean production will mean that South African farmers will dramatically reduce their dry bean acreage next year. They will shift even more land into white corn production because prices are high and yields are better and more reliable (they use GMO seed) than those of beans.

### **Monday, May 30**

#### **Meeting w/ Manimex Angola Comercio & Industria**

Jean Bosco Kayitare, General Manager  
Cassenda, Rua 3 No 34  
Luanda, Angola  
Tel: + 244 923422 469  
Email: [k\\_jbosco@yahoo.fr](mailto:k_jbosco@yahoo.fr)

Mr. Bosco sells flour and bread products in Angola, DR Congo, Rwanda and Southern Sudan but has little experience selling dry beans. He does however have customer demand for beans and requests offers for US pinto beans, dry and with good color:

- 2 containers pintos in 5 kg bags, CIF Cabinda
- 2 containers pintos in 25 kg bags, CIF Luanda

Bosco has not worked with dry beans before and is not sure about the Portuguese bag markings required in Angola but believes them to be:

- Feijão Pinto
- Peso Liquido/ Net Weight: 5 kg
- Data de produção / Packaging date:
- Data de expiração/ Expiry date: (= packaging date + 2 years)
- Packager name and address
- produto dos Estados Unidos da América EUA
- origen EUA

These markings need to be reconfirmed with Mr. Bosco.

*(Including the USA Dry Bean logo on the front of your packages and bags allows you and your customers to benefit from the USA's reputation for consistently superior quality dry beans.)*



- Manimex is also interested in offers for more economical, darker US pinto beans.

### **Tuesday, May 31**

#### **Meeting w/ AngoAlissar, Lda.**

Joachim Broeckel, Deputy General Manager  
Mohamed Fadel "Bravo" – Luanda Branch Manager  
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Angoalissar is Angola's largest importer of basic food products (flour, corn meal, dry beans, rice, vegetable oil), frozen food (esp. chicken) and value-added products such as juices, bottled water, snacks and pasta. The company has 63 warehouses in 7 major Angolan cities. Beans purchasing is handled by the group's office in Geneva (see May 23 meeting report above). Points discussed with Mr. Broeckel and Mr. Fadel include:

- Angoalissar is currently investing heavily in computerized inventory control and client tracking.
- The retail food sector is growing rapidly, but overall food consumption is down 25-30% from a few years ago due to the economic crisis. Bravo pointed out that there were only 4 vessels being unloaded today in all of Angola.
- The government is splitting up its tendering business which will allow new companies to get into this business.
- 5000 mt of dry beans that were imported to Angola on a government tender were discharged in early April. Almost immediately this product was in the commercial market, creating an oversupply situation and driving prices down.
- The government-owned Nosso Super supermarket chain is bankrupt and will be taken over by the Portuguese SONAE group
- Angoalissar sees strong growth in agricultural production in Angola and has begun to get into the seed business
- The firm has an Express Department with 50 delivery trucks for sales to the formal retail sector: canteens (small food shops), supermarkets and cash-and-carries.

#### Meeting w/ **Cabire Group**

Reiner Santos, Category Manager

Vince Salanguit, Purchasing

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Cabire Group is an importer and wholesaler of basic food items, especially long grain jasmine rice from Thailand, frozen chicken from the USA, corn meal and vegetable oil. Cabire has 7 warehouses in Luanda + 2 under construction, and 13 warehouses in the Angolan provinces. They have imported pinto and LSK beans in the past but have stopped, seeing better opportunities to make money with other products.

Santos and Salanguit request offers for US pinto beans, preferably in 25 kg bags though they are also interested in 50 kg, 20 kg, 10 kg and 5 kg. Please offer both FOB and CIF basis.



**Meeting w/ US Embassy – Political Economic Section - Luanda**

Thomas R. Hastings, Political Economic Counselor  
Julie Nauman, Economics Officer  
Luis Fernandes, Economic/Commercial Specialist  
Rua Houari Boumediene, #32  
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The US Department of Agriculture does not currently have personnel in Angola, so USDBC's contact with the US Embassy has been the State Dept. people there. FAS does plan to hire a local representative in Luanda in the current fiscal year.

Nauman and Fernandez report that construction activity continues to boom in Angola, and that the decline in port congestion is due to improved port infrastructure, as well as declining cement imports as local production increases. The Viana Industrial Park is the largest area of industrial development in the Luanda area. They said they had heard of Brazilian and Portuguese farming operations being set up in Angola, and we heard of an Argentine farmer producing blackeye beans in Angola. Fernandes offered USDBC his help in obtaining better Angolan import and consumption data for dry beans.

**Wednesday, June 1**

**Meeting w/ ANGOFEX - IMPORTAÇÃO E EXPORTAÇÃO, LDA.**

Mr. J.A. Monteiro Gomes  
Av.4 De Fevereiro, N 57 - 5º Portas 24/25  
Luanda, Angola  
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Mr. Monteiro has been importing beans, corn meal, canned foods, vegetable oil and tires and other products to Angola for over 30 years. He imports Canadian and US pinto beans as well as Chinese light speckled kidney beans. All beans are packaged in his own "Monteiro" brand. Monteiro's comments were:

- 2010-11 was the first year Monteiro imported Mexican pinto beans, and said they worked well in the market.
- The biggest problem with Chinese LSK beans is that they darken and get more difficult to cook more quickly than the pinto bean.
- The market is full of beans right now, and prices are low.

**Meeting w/ Pomobel**

Raul Mateus, Administrator  
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Pomobel is an importer and distributor of food products. Much of Mr. Mateus' import business is directed at supplying the Angolan armed forces with basic food items and field rations. The bulk of Mateus' dry bean imports are for the Angolan armed forces and police.

Note new address - Pomobel has moved to new offices. Mateus promised to contact US pinto bean suppliers when the next government tender is initiated.

### Angola Retail Price Survey

| <b>JUMBO HYPERMARKET</b>  |                    |                  |
|---|--------------------|------------------|
| <b>Bulk Legumes (in fresh produce section)</b>                                | <b>Kwanza/kilo</b> | <b>\$US/kilo</b> |
| Pinto   | 385                | \$3.93           |
| Alubia Arg. Or China  | 550                | \$5.61           |
| Black Bean  | 635                | \$6.48           |
| Blackeye  | 420                | \$4.29           |
| Yellow bean   | 495                | \$5.05           |
| Light Speckled Kidney   | 385                | \$3.93           |
|   |                    |                  |
| <b>Packaged 1/2 kg stand-up bags</b>  | <b>Kwanza/kilo</b> | <b>\$US/kilo</b> |
| Pinto   | 490                | \$5.00           |
| Light Speckled Kidney   | 480                | \$4.90           |
|   |                    |                  |
| <b>MEGA CASH &amp; CARRY</b>  |                    |                  |
| <b>Packaged in 1/2 kg stand-up bags</b>                                       | <b>Kwanza/kilo</b> | <b>\$US/kilo</b> |
| Blackeye  | 272                | \$2.78           |
| Garbanzo  | 274                | \$2.80           |
| Alubia  | 246                | \$2.51           |
| Garbanzo - Meps brand   | 256                | \$2.61           |
|   |                    |                  |
| <b>SHOPRITE BELAS SHOPPING</b>  |                    |                  |
| <b>Packaged Garrido and Doña Maria &amp; Caçarola brands in stand-up bags</b> | <b>Kwanza/kilo</b> | <b>\$US/kilo</b> |
| Alubia  | 458                | \$4.67           |
| Alubia - Garrido  | 498                | \$5.08           |
| Garbanzo  | 278                | \$2.84           |
| Blackeye  | 540                | \$5.51           |
|   |                    |                  |

| <b>SHOPRITE PALANCA</b>  |                    |                  |
|--|--------------------|------------------|
| <b>Packaged Garrido and Doña Maria brands in 1/2 kg stand-up bags</b>                | <b>Kwanza/kilo</b> | <b>\$US/kilo</b> |
| Garb Garrido   | 440                | \$4.49           |
| Canberry Garrido   | 500                | \$5.10           |
| Alubia Garrido   | 500                | \$5.10           |
| Garb Doña Maria  | 398                | \$4.06           |
| Alubia Doña Maria  | 460                | \$4.69           |
| Black Bean Doña Maria  | 400                | \$4.08           |
| <b>Bulk Legumes (in fresh produce section)</b>                                       | <b>Kwanza/kilo</b> | <b>\$US/kilo</b> |
| Pinto  | 349                | \$3.56           |
| Yellow   | 589                | \$6.01           |
| Light Speckled Kidney  | 519                | \$5.30           |
| Peanuts  | 519                | \$5.30           |
| Popcorn  | 706                | \$7.20           |
|  |                    |                  |
| <b>MARTELL SUPERMARKET</b>   |                    |                  |
| <b>1 kg &amp; 5 kg pillow bags - local packager brands</b>                           | <b>Kwanza/kilo</b> | <b>\$US/kilo</b> |
| Light speckled kidney - local production   | 555                | \$5.66           |
| Yellow - local production  | 555                | \$5.66           |
| Black beans - Garrido  | 472                | \$4.82           |
| Garbanzos - Meps   |                    | \$0.00           |
| Light speckled kidney - Meps (old)   | 378                | \$3.86           |
|  |                    |                  |
| <b>SAN PAOLO MARKET</b>  |                    |                  |
| <b>Hand-packaged 1 kg plastic bags</b>   | <b>Kwanza/kilo</b> | <b>\$US/kilo</b> |
| Yellow - n°1 bean type on sale   | 500                | \$5.10           |
| Pinto & Light speckled kidney - n°2 bean type on sale                                | 500                | \$5.10           |
| Others (blackeyes, cowpeas, white kidney, Japanese-type white, cinnamon bean         | 500                | \$5.10           |
| <i>(prices given without negotiation - real price probably substantially lower.)</i> |                    |                  |