UGANDA EXPORT PROMOTION BOARD

PROCESSED FRUIT SUBSECTOR PROFILE

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Table of Contents

Introduction

The processed fruit sub-sector has become increasingly important to the Ugandan economy contributing US$ 6.5 million in 1996 and growing to US$ 12.4 million in 2003 (Anonymous 2004). Recent global trends also indicate that trade in fruits is increasing. Uganda's fertile soils permit the production of a range of fruits and vegetables. The soils are well structured with a range of textures for various fruit and vegetable crops. The fruit subsector products include pineapples, passion fruits, papaya, avocado, mangoes, oranges, apple bananas, and jackfruit. The fertile soils make it possible to grow organic fruits and vegetables, which earn a premium price in the European niche markets (Uganda Chamber of Commerce in *newafrica.com*, 2004). The demand for exotic tropical and subtropical fruits by consumers in developed countries is on the increase and so is the demand for natural and organically certified products. The key reasons are understood to be the increasing awareness and the health concerns of consumers.

Fruits and vegetable processing in Uganda is under exploited. Perishable farm produce are wasted or sold at throwaway prices during the peak seasons due to inadequate post harvest storage facilities and lack of effective processing or preservation techniques, leading to high wastage levels and low capacity utilization (Uganda Chamber of Commerce in *newafrica.com*, 2001).

I. Background

Ugandan fruits processors can optimize their processing methods and implement quality assurance schemes and GHP (Good Hygienic Practices) and GMP (Good Manufacturing Practices) programs by building their technical capacity for improved market access and competitiveness. In general, fruit processing offers good opportunities for small-scale businesses in Uganda. This is because:

• Raw materials are readily available though seasonal
• Most equipment is reasonably affordable and
• The products, if chosen correctly, have a good demand and can be profitable.
- Labor is readily available
- Standard bodies and food laboratories are well established and affordable too.

Processing fruits is intended to do two things:

1. To preserve/enhance the shelf life of the fruits by slowing down the natural processes of decay caused by microorganisms, enzymes in the food, or other factors such as heat, moisture and sunlight.
2. To change them into different foods, which are attractive and on demand by consumers. Like chefs and caterers, processors should use their skills to develop attractive recipes and make products that consumers want to eat. By doing this successfully, they can increase sales and earn an income.

Processors must choose their products very carefully. It is not enough to assume that processing can be a successful business simply because there is plenty of cheap fruit available. There must be a good demand for the processed food and this must be clearly identified before a business is set up. The best types of products for processing are those that have a high 'added-value' as well as good demand. A high added value means that cheap raw materials can be processed into relatively expensive products. It also means that this can be done at a small scale of processing using equipment that is affordable.

Small-scale fruit processors have many competitors in Uganda as well as competing with imported products. To be profitable, it is therefore essential to have good quality products, attractive packaging and a well-managed business. To successfully compete, a business should do everything it can to make products at competitive prices and develop new ones that are different to those of competitors.
In other words, it is not one marketing road to riches. Instead of relying on one major differentiation or thrust, a company needs to weave its own unique tasty* of marketing qualities and activities better than competitors.

II. Main production areas, size, growth and seasonality

Fruits of significant importance and potential for export and processing include pineapples, passion fruits, apple bananas (*Ndiizi*), Michel bananas (*Bogoya*), avocado, citrus, mangoes, papaya and jackfruit. The fruits are produced in various districts of Uganda including Kabale, Kasese, Mbale, and Kapchorwa, the lake basin and the north and north-eastern regions. Both fresh and dried fruits for the export market mainly come from Mpigi (which contributes about 31% of the fruit export tonnage from Uganda), Masaka (25%), Kayunga (31%), Mukono (17%), Luwero (5%) and Mubende (3%).

The area harvested and production output for bananas, pineapples and other fresh fruits like mangoes, papaya, passion fruits and jackfruit was compared with some selected countries. In Uganda, bananas take the largest share both in area harvested and production output (95%) in comparison to pineapples and other fresh fruits. Within the region, Uganda also produces the highest quantity of bananas and with growth rates of 5.1% p.a

Because fresh fruits are both bulky and spoil rapidly, it is better to locate a processing unit in the area where they are grown. This reduces transport costs and also reduces the amount of handling, which means that crops are more likely to be in good condition when they arrive at the processing unit. If they are in good condition, they can be stored for a few days before they have to be processed. Too much handling bruises them and they will spoil quickly. This increases the cost to the processor, because the spoiled food has already been paid for. Though some processors pay immediately after receiving the fruits, most damaged fruits are rejected.

III. Brief on the production process of farm processed fruits

There is very little value addition in the fruits industry as most fruits are exported fresh and unprocessed. Fruit drying, which is widely practiced by exporters, is done using locally made wooden solar driers would yield better results if companies scale up to higher technology. Solar drying is a value addition and reduces the weight of the fruits, making it easier to transport. Drying technology is a major limiting factor impeding dried fruit output. The dryers are still few and are of varied makes, costs and output. Exporting of dried fruits is conducted

on an individual basis making it difficult for exporters to enjoy economies of scale especially when it comes to freight charges.

Fruit processing in Uganda is limited to extraction of fresh juice, which is sold on the local market, a trend that is largely attributed to lack of technology and capital by potential investors. The initial cost of getting established is quite noticeable (money capital, machines & skilled labor)

Fruits are processed locally into juice that is sold fresh in the restaurants and on the streets. Research indicated that demand for fruit juice in Uganda exceeds production, which is met through import of fruit juices. Given the big demand for Ugandan dried fruits abroad, only 10-20% of this can be satisfied.

A few companies such as Britannia Allied Industries limited, Reco Industries, Jakana and Elgonia Ltd which are involved in fruit juice processing import fruit pulp from Kenya and India to feed into their local processing industry. There are investment opportunities in the fruit industry both to local and export markets. There is a limited number of fruit processing industries in the country and in the regional markets therefore a need for fruit processing factories handling different fruits.
Britannia acquires 80% of the fruits (mango, passion, pineapple, Tomatoes) used in the fruit processing locally. Some of the pulp comes from India, UK & South Africa and not Kenya.

IV. Regional demand for Uganda's farm produce

There is a huge demand for Ugandan produce in the region particularly coming from Southern Sudan, DR Congo, Rwanda, Burundi and Kenya. The return of peace in South Sudan has created demand for other non food items given Uganda's strategic location on the trade corridor for the Great lakes region. There is also continued demand from the international markets from Europe. Without corresponding increases in supply of these commodities, their prices have gone up on the local markets.

The market findings revealed that apple bananas, pineapples and mangoes were the major fruits dried. The fruits to be dried were mainly sourced from central Uganda, followed by Western and northern regions.

The market size of the dried fruit sector was estimated at 90 Mt per annum. This output was mainly from 5 companies involved in fruit drying and export, with Fruits of the Nile enjoying a 76% share, AMFRI Farms Ltd 10%, Masaka Organic Producers 9%, Tefu Ltd 4% and Flona Commodities 1%.

Uganda's fruits face competition from West Africa, South American and Asian countries which have a much higher advantage in terms of reaching the market faster and easy access to the markets.

V. Raw materials and ingredients

Having decided on how much product to make, a processor will need to calculate how much fruit to buy. This is based on the recipe of the product and on the likely levels of wastage and losses during the process. However, the quantities of raw materials and ingredients that are

calculated from the recipe are not the quantities that are used. Losses arise from peeling, from spoiled raw materials that are thrown away during sorting, from spillage during filling into packs, or from food that sticks to equipment and is lost during washing. More so sometimes accidental cuts on packaging material by machines cause rejection of the product.

Table 1: Typical losses during fruits preparation

Fruit	Typical losses %	Notes
Apples	25	Peeled and cored
Bananas	40	Peeled
Grapes	19	Skins and pips removed
Guavas	22	-
Lemons	40	Peel and seeds removed
Mangoes	45	Peeled and de-stoned
Melons	42	Peel and seeds removed
Oranges	25	Peel and seeds removed
Passion fruits	58	Peel and seeds removed
Paw paws	38	Peel and seeds removed
Pineapples	48	Peeled and cored

Source: (Fellows P, Midway Technology Ltd, Bonsall, UK), 2007

Typical losses during processing of fruits occurs during washing, sorting, peeling, slicing/dicing, batch preparation/ weighing, boiling, drying, packaging, machine washing, accidental spillage and rejected packs.

When selecting packaging materials, the processor should consider: technical requirements of the product (for protection against light, crushing, air, moisture etc.), the design (for promotional and marketing requirements) and the relative cost and availability of different types of packaging.

Packaging is often the biggest problem for processors in Uganda and advice should be sought from food technologists at Makerere University or UIRI, or agents of packaging manufacturers. For instance Britannia uses experts from TetraPak Nairobi and South Africa. New glass jars and bottles are only available as imports from Kenya or South Africa. Because of their heavy weight, high bulk and fragility, they are expensive to transport and breakages can be high if they are not properly packed. There are also minimum order sizes, which may be too high for individual processors. Re-used containers are collected and sold in Uganda, but great care is needed to ensure that they are properly cleaned, because they may have been used to store chemicals, such as pesticides or kerosene.

Both new and re-used containers should be sealed with new caps, lids or corks to achieve an adequate seal. The most common jar lids are now the TOTO (twist-on, twist-off) type.

Bottles are sealed using ROPP (roll-on-pilfer-proof) caps, crown caps or corks made of natural material or plastic. Plastic pots and bottles are becoming increasingly common in Uganda because of their lower production and distribution costs. Pots can be either sealed with a foil lid or with a snap-on plastic lid. The most common type of plastic film is polythene although increasingly there are agents who can supply polypropylene. More sophisticated (and expensive) imported laminates are not yet available.

VI. Products and Production methods

Potentially each type of fruit grown in Uganda could be used to make a range of products. There are too many to describe them all in detail, therefore categories of products have been grouped together in this section according to the current levels of demand in Uganda. Products that have a high demand include:

- Dried fruit (pineapple and banana for export)
- Fruit wines (especially pineapple)
- Fried snacks (banana or potato chips)
- Juices (pineapple and passion fruit, mango, apple, guava)
- Squashes and cordials

Products that have a smaller demand at present include:

- jams, jellies and marmalades
- bottled fruits
- Chutneys and pickles
- Purees and pastes

The high demand for products in the first category has led to strong competition as more and more small-scale processors start to produce these products. Processors are trying to diversify into new varieties and experiment with new types of processed fruit. At present there appears to be no commercial production of fried snacks (other than banana) crystallized fruits, vinegar, nectars or fruit 'cheese'. One processor is currently exporting Papain. The lack of competition opens opportunities for processors to make some of these products.

VII. Fruit Drying Process

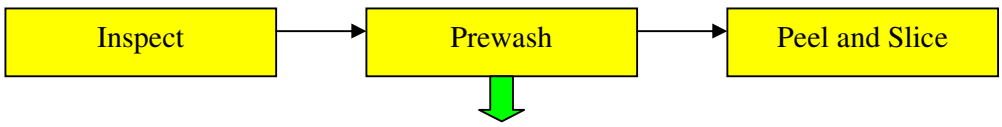
There is very little value addition in the fruits industry as most fruits are exported fresh and unprocessed. Dried fruits exported include apple bananas, pineapples, mangoes, papaya and jack fruit.

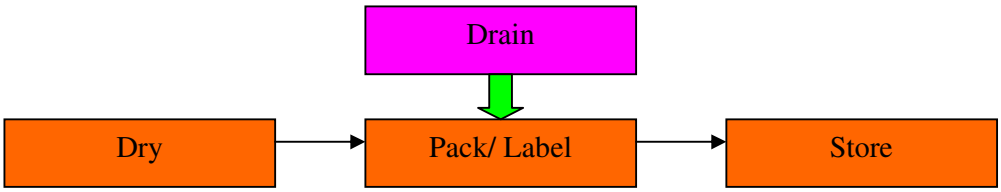
Fruit drying, which is widely practiced by exporters, is done using locally made wooden solar driers would yield better results if companies scale up to higher technology.

The drying process begins with washing the fruit, cleaning, and peeling, slicing, putting the slices on trays and drying. Most processors sun-dry the fruit on trays (driers) covered with nets to ward off insects, though hybrid driers, which are indoors are used during rainy periods.

When dried using direct sunshine, the dry fruit retains the flavor and test while loosing the juice content. This is one way of extending the shelf life of the fruits which are highly perishable due to the high water content.

It takes one to two days to dry the fruit using solar driers and eight hours only with a hybrid drier. Solar drying is normally done in December-March and June–August during the major dry seasons. Initially fruit was dried for export but changing tastes in the local market have seen it appear on shelves in Uganda.




Drain
Dry
Pack/ Label
Store

VIII. Juices, Squashes and Cordials

Juices

There is a growing trend in urban centres of Uganda for higher juice consumption and this market may become much larger in future. Pineapple and passion fruit are the most popular juices to date, but others may increase in popularity. Banana juice is made using traditional methods for beer/spirit production, but is not widely sold as a juice. New technologies developed at Makerere University Department of Food Science and Technology could be applied to create small banana juice businesses. Juice can also be made from a mixture of fruits, although this is not widely done at present. Juice manufacturers face competition from producers who buy imported flavor concentrates and dilute them to make 'fruit drinks' that are much cheaper. The marketing of fruit juices should therefore focus on the fact that they are made from fresh fruits with no additives. There is also competition with Kenyan and South African juices that are sold in paperboard cartons. However, the cost of equipment to form and seal the cartons is too high for small-scale producers and they are only sold under license.

Cheaper alternatives including plastic pots with sealed foil lids are available as alternatives to bottles. Some processors have also found a market selling juice in polythene sachets. Preservation is due to pasteurization and the natural acidity of the juice. Some types of juice (e.g. melon juice) have low levels of acid and this can be increased by adding citric acid to give a pH below 3.5-4.0. Although some producers add a preservative such as sodium benzoate to ensure a long shelf life, this is not necessary if juice is properly processed. Unopened bottles usually have a shelf life of 3-9 months, depending on the storage conditions and quality of the package.

Juice production is spread over a larger part of the year by processing a sequence of fruits or by part-processing pulps and storing them in 1000-2000 ppm Sodium metabisulphite solution. The sulphur dioxide is driven off during pasteurization.

Juice is extracted from fruits in a number of ways, depending on the hardness of the raw material.

- Soft fruits such as berries or tomatoes can be pressed in a fruit press, or pulped using a juicer attached to a food processor. Steamers, such as those used for blanching, can also be used to 'dissolve' some types of cut soft fruits such as melon and pawpaw.
- Tomatoes are heated in a wire basket in boiling water for 10 minutes to loosen the skin before pulping. Citrus fruits are usually reamed to extract the juice without the bitter pith or skin. Harder fruits, such as pineapple, are peeled and pulped using a liquidizer and pressed to extract the juice.
- Passion fruit, tomato and other fruit juices are prepared using a pulper-finisher that separates skins and seeds from the pulp. Passion fruit and pawpaw pulp should not be liquidized unless the seeds are removed first, because the fast-moving blades chop the seeds into small pieces that then appear to be contaminants. When a clearer juice is required it is necessary to filter it through a fine cloth or a stainless steel juice strainer. Although this will not produce a crystal clear juice, this is not required for the market in Uganda. A crystal clear juice requires a filter press, which is a considerable investment for a small-scale processor.

Squashes and cordials

Squashes are made from fruit juice mixed with sugar syrup. Cordials are crystal-clear squashes. The process involves producing juice, which is then filtered through fine cloth, or special juice filters to make it crystal-clear for cordials. A 50-60% solution of filtered sugar syrup is heated to 90^{oc} and mixed in the correct proportion with the juice. Adding hot sugar syrup to juice reduces the time that the juice is heated and the color and flavor are better preserved. This method is also used to reduce equipment costs because sugar syrup is heated in a large Aluminium pan, which is cheaper than stainless steel. A small stainless steel pan is then used to finish heating the juice/syrup mixture.

Sauces
In principle, sauces are made from almost any combination of pulped fruit or vegetable, boiled with salt, sugar, spices and vinegar. However, in practice the market in Uganda is dominated by tomato sauce and chilli sauce. (The Ugandan standard for tomato sauce can be found in US 39:1999) The heat during boiling destroys micro-organisms and the high level of acids, salt and sugar prevents mould growth. The amounts to add are found using a 'Preservation Index'. An index above 3.6 preserves the sauce and allows it to be used a little at a time after the bottle has been opened. Some producers add a preservative such as sodium benzoate, but this is not necessary if the correct Preservation Index is achieved.

If a manufacturer has no access to basic laboratory equipment, a sample of product can be tested by the Uganda Bureau of Standards or Makerere University Department of Food Science and Technology, which can also recommend adjustments to the recipe if necessary. At a small scale, sauces are made in pans, heating slowly with constant stirring to avoid burning the product.

Wines
Wines are produced by fermentation of fruit juice or pulp by varieties of the yeast *Saccharomyces cerevisiae*, named 'wine yeasts'. Sugars in the juice together with added sugar are converted into alcohol and carbon dioxide. During fermentation, it is important to keep air out of the vessel to enable the yeast to produce alcohol and to prevent contamination by bacteria and moulds. Wines are preserved by their natural acidity and raised levels of alcohol (8-13%). Almost any fruit can be used to make wine, but the most popular in Uganda is pineapple, followed by passion fruit, papaya, banana and strawberry (or strawberry flavored) wines. The demand for wine is increasing, especially in Kampala and other large towns, but it is still regarded as a luxury product and the market is much smaller compared to other alcoholic drinks. There are also relatively large numbers of wine producers and imported wines from South Africa and Kenya, so competition is high.

IX. Major product destination markets from Uganda

At the international market a ton of dry fruit goes for US $8,000. The fruit export has no tax attached but must meet the European Union Organic Fruit Regulation 2092/91 standard whose certificate must be renewed every year. The fruit is packaged in 100gms packets, and at the local supermarkets they go for UGX 1,500.

Most dried fruit is transported by air at US $2,500 per ton to Europe.

It takes 15 Kgs of fresh fruit to produce 1 kg of dry fruit. Sulma Foods produces 450kgs per month. One pineapple is 2.5-3 Kgs and six pineapples make 1kg of dry fruit. The company employs 20 people and is working with 100 fruit out-grower farmers.

Dry organic pineapples are exported to Europe, USA and Japan. Passion fruit products, of the purple granadilla variety and Kawanda hybrid, are exported to Japan, Taiwan and South Korea and Europe. The traders are primarily based at Newspitalfields market where the products are then sold to Asian, Caribbean and African consumers. It is also important to note that neighboring countries i.e. Kenya and Rwanda import fruits through cross boarder trade. Efforts are being made to diversify to the Middle East.

Table 2: Export and Import values of processed fruits ('000 US$), 2001-2005

	Fruit type	2001	2002	2003	2004	2005
Export Value	Preserved fruit & fruit preparations	35	8	0	58	35
	Fruit juices	121	88	11	94	17
Import Value	Preserved fruit & fruit preparations	90	176	297	235	215
	Fruit juices	268	505	639	854	1,213

Source: International Trade Center, UNCTA/WTO, 2006

The export value of fruit juices from Uganda has been on a reducing trend. There has been a steady decline from US$ 121,000 in 2001 to US$ 17,000 in 2005. This can be attributed to lack of new entrants into the fruit processing industries in Uganda against the increasing demand from the local markets.

On the contrary, the import value of fruit juices into Uganda has been on the increase from US$ 268,000 in 2001 to US$ 1,213,000. This is because of the inability to meet the existing market demand for locally produced fruit juice and hence a need to supplement it with imports.

Table 3: Dried fruit export and Import values and quantities, 2003-2007

Year	Export		Import	
	Value (US$)	Quantity (Ton)	Value (US$)	Quantity (Ton)
2003	68,344	35,127	11,088	17,435
2004	170,474	73,631	11,705	9,841
2005	307,204	137,046	97,216	153,738
2006	159,643	54,896	15,599	20,837
2007	174,640	36,190	29,064	26,345

Source: COMTRADE Database, UN Statistical Division, 2007

The export value of Uganda's dried fruit has been steadily increasing and hence the imports into the country also reduce substantially. This is because of the good climate and cheap labour, for drying the fruits, that exists in Uganda.

X. Opportunities in the Fruits sub sector

· *General fruit processing*
There are limited fruit processing industries in Uganda. Fruit processing in Uganda is limited to, mainly, extraction of fresh juice which is sold on the local market. Fruits are processed locally into juice and the juice sold fresh in restaurants, on the streets and in corner shops. This may be attributed to lack of technology and capital by the potential local entrepreneurs. The most popular fruit for juice preparation is the passion fruit. Others are pineapple, orange and banana. Banana juice is a special juice prepared by a traditional technology but its marketing is limited to the villages. There is demand for fruit juices for outstrip production. In order to meet this demand, a range of fruit juices are imported into the country. This is a strong indication of the existence of investment opportunities in fruit juice processing, for local and export markets.

The establishment of a general-purpose fruit-processing factory, handling different fruits as may be available, is one big area for investment.

· *Apple bananas*
Investment opportunities exist in setting up commercial farms to produce and export apple bananas (Ndiizi) to the European market. Uganda apple bananas are known for their full and delicate flavor.

· *Jack fruit*
Jackfruit production in Uganda is increasing but apart from being consumed fresh on the local market there is no other outlet for this fruit. There are opportunities for processing of jackfruit into other products and for export, especially to the South-East Asian countries where it is a delicacy.

Potential also exists for production of solar-dried bananas, pineapples, mangoes, and
Paw paws for export.

XI. UGANDA'S COMPETITIVE ADVANTAGE

Climate
Uganda's climate is summer all year round: moderate temperatures (15 -30 C) throughout the year with a bi-modal rainfall pattern. The soils have low levels of contamination due to prolonged periods of minimal use of chemical fertilizers, pesticides and herbicides creating natural quasi-organic conditions in most areas. The November to February harvest period in Uganda coincides with the Northern hemisphere winter - a period of peak demand for fresh fruits and vegetables in Europe.

Economic and Political Environment
Uganda has enjoyed political and economic stability for the last 15 years. The economy has been liberalized allowing the private sector to take a leading role in the economic development of the country. For the last 10 years Uganda's economy has registered an annual GDP growth of 7% on average and inflation has consistently been maintained at below 10%; thus being one of the fastest growing economies in Africa.

There is a favorable policy environment and lack of policy-generated constraints to export, macro-economic stability and exchange rate liberalization.

Labour
Skilled Manpower
The Department of Food Science and Technology, Makerere University trains graduates specializing in processing and post harvest aspects of fruits and vegetables. These are a major resource especially on matters of meeting the requirements of the local authorities and the stringent quality requirements of the importing countries.
The Government is posting agriculture graduates to work as extension officers in all the sub-counties in the country in a bid to modernize agriculture. These are vital contact persons especially where one has to contract farmers to produce the crops either for direct export or for processing.
Researchers and specialists in Agronomy, Agricultural Economics, Plant breeding, Agricultural Engineering, Soil science etc. are available in the Faculty of Agriculture, Makerere University, Kawanda Agricultural Research Institute (KARI) and Makerere Agricultural Research Institute, Kabanyolo to provide expert advice. Agricultural Training Colleges and Institutes offer courses leading to certificates and Diplomas in Agriculture. These graduates are suitable as foremen and general farm workers.

Unskilled manpower
Uganda continues to provide cheap unskilled manpower, far cheaper than in other countries in the region.

Transport Logistics
Most of the trunk roads leading to the 54 districts in the country have been rehabilitated and most of these roads are tarmac or are being tarmaced. Under the Decentralization Program every district in Uganda has been facilitated by the central government to acquire road construction equipment to open and maintain feeder roads.

This facilitates marketing of agricultural produce. Entebbe Airport has been upgraded to handle more air traffic. Almost all the major European Airlines for passengers and cargo have Entebbe as one of their destinations. Sabena, British Airways, South African Airlines, Ethiopian Airlines, Egypt Air, Air France, Kenya Airways to mention but a few, all fly to Entebbe several times a week. Air freight charges for produce from Uganda to Europe are lower than for those originating from Zimbabwe.

Land
There is availability of land and existence of alternative models for establishment of estate farm with out-grower schemes on a commercial basis and the favorable soils.

Trade Agreements
There are several trade agreements, which have an impact on market access of Uganda's exports. These are:

1. World Trade Organization (WTO)
WTO focuses on liberalization and globalization and this leads to increased competition.

Under the WTO agreements, the environment and health standards and regulations as well as elated consumer and business preferences have direct impact on the export of horticultural products. These include:

- Technical standards and regulations, product content requirements (such as regulations limiting the amount of hazardous substances)
- Sanitary and Phytosanitary (SPS) measures
- Mandatory labeling
- Packaging requirements
- Voluntary measures, such as Eco-labeling supplier requirements

2. Generalized system of preferences
In order to support exports from developing countries, developed economies operate a generalized System of Preferences (GSP). Under the GSP, products from developing countries are given preferential market access into non-EU member countries like Japan, Canada and USA.

3. Cotonou Agreement
Under this agreement, the preferences are granted to exporters from ACP countries so that they can increase their exports to the EU. Exporters are required to have a certificate of origin "EUR 1"as evidence of the origin of the goods.

4. COMESA
Under the COMESA Agreement, comprising of 20 countries, East and Southern Africa goods originating from member countries attract preferential tariff rates. This increases opportunities for Ugandan exporters to export to nearby countries, which are near and easier to penetrate.

5. East Africa Community (EAC)
The EAC Agreement aims at promoting economic and political integration between Kenya, Tanzania and Uganda. There is preferential treatment of exports originating from member countries. Currently, Uganda is exporting pineapples and apple bananas to Kenya.

6. African Growth and Opportunity Act (AGOA)
AGOA expands the US government's program of preferential access, the Generalized System of Preferences (GSP), by 1,835 products. The preferences were extended for eight years and expired on September, 30 2008. There are opportunities for export of organic dehydrated fruits because the prices for organics are competitive and the US is the largest importer

BUSINESS DEVELOPMENT SERVICE PROVIDERS

Name	Address	Telephone	Fax	E-mail
Uganda Investment Authority	P.O. Box 7418, Kampala	0414-251562/5 0414-251854/5	0414-342903	info@ugandainvest.com
National Agricultural Research Organization	P.O. Box 295, Entebbe	320324/9	321070	narohq@imul.com
Ministry of Agriculture Animal Industry and Fisheries	P.O. Box 102, Entebbe	320981	321047	maaif@infocom.co.ug
Uganda Export Promotion Board	P.O. Box 5045, Kampala	0414-259779/ 230233	259779	uepc@starcom.co.ug
Agribusiness Development Centre	P.O. Box 7856, Kampala	0414-255482/83/65	0414-250360	adc@starcom.co.ug

Main Stakeholder Contacts:

Amfri Farms Limited
Plot 11 Marty's Road, Ntinda Housing Estate
P.O Box 29078, Kampala
Tel: +256 41 286690/2
Mobile: +256-77-506644
Fax: + 256 41 286692
Email: amfri@infocom.co.ug
Products: Organic fresh produce; Pineapples, Apple Bananas, Ginger, Matooke, Passion Fruits
Contact: Mr. Amin Shiivji

AFI (U) Ltd
Plot 21 Nambi Road
Box 783 Entebbe
Tel: +256 41 321419,
Mobile: +256 77 402490
Fax: +256 41 321419
Email: albert@infocom.co.ug
Contact: Mr. Albert Aronson Managing Director
Products: Fruits and Vegetables

Coseda Enterprises Limited
Plot 1073 Walimi House, Makindye, Block 7,
P. O. Box 10487 Kampala, Uganda
Tel: +256 41 259134/
Mobile: 256-77- 419357
Fax: +256 41 259558
E-mail: coseda@hotmail.com
Contact: Mr. Lule David, Managing Director
Products: Hot pepper, Avocado

Eco Foods
Plot 88 Kiira Road
P. O. Box 24996, Kampala
Tel/Fax: +256 41 530588
Mobile: +256 77 409557
Email: flona95@hotmail.com
Contact: Mr. Isiko Stephen - Director
Products: Sun dried fruits ie pineapples, Apple bananas

Ice mark Africa Limited
Plot 47 Bukoto Street, Kamwokya
P. O. Box 40122, Kampala, Uganda
Tel: +256 31 262700
Mobile: +256 77 748798
Fax: +256 31 262701
E-mail: info@icemark.com
Contact: Mr. Kristjan Erlington, Managing Director
Products: Fruits and vegetables

Fruit Pack (U) Ltd
Plot 133 Queen's Way
P.O Box 1698 Kampala
Tel: +256 75 690049
Mobile: +256 75 692049
E-mail: kibalamakk@yahoo.com
Contact: Mr. Kibalama, Managing Director
Products: Hot pepper, chilli, okra, Dudhi, Matooke, sugarcane

Fruits of the Nile (U) Ltd
Najjanankumbi, Entebbe Road
P.O. Box 725, Kampala
Tel: +256 41 273274
Fax: +256 41 273274
E-mail: fruitsofnile@utlonline.co.ug
Products: Solar Dried Fruits: Pineapples, Sweet Banana,
Pawpaw, Mangoes, Chillies
Contact: Mr. Angello Ndyaguma, Managing Director

Jaksons (U) Ltd
Plot 7 Nkrumah Lane – Orient Plaza
P.O. Box 5841, Kampala
Tel: 256 41 250277, 075 696825, 077 436563
Fax: 256 41 250277
Email: kavumajakson@netscape.net
Products: Hot Pepper, Okra, Chillies, Apple Bananas, Ravaya, Asian Vegetables
Contact: Mr. John Kavuma, Managing Director

London Fruits &Vegetables
Natete opp. Shell petrol station
Tel: +256 41 270851, 75 270851
Fax: +256 41 270851
Contact: Mr. Edison.Nkata
Products: Hot pepper, Chilli, Okra, Dudhi, Matooke, Sugar cane

Lusaka Growers
P.O. Box 8742, Kampala
Tel: +256 41 344735
Mobile: +256 77 367386

Fax: +256 41 345629
Contact: Mr. Emmanuel Gabiro – Managing Director
Products: Matooke, Sweet Potatoes, Sugarcane, Chillies, Okra, Hot Pepper, under, Dudhi, Fresh Beans.

Mairye Estates Ltd
P.O. Box 180, Kampala
Tel: 256 41 235045
Mobile: +256 77 744620
Fax: 256 41 231856
Email: mairye@topcuts.co.ug
Contact: Mr. Mahmood Hudda, Managing Director
Products: French beans, Chillies, Hot pepper, Dduli, Laveya

Mubuku Growers
P.O. Box 10289, Kampala
Tel: 256 77 506623,/ +256 41 567687
Fax: 256 41 250360
E-mail: apomubuku@africaonline.co.ug
Contact: Mr. Apollo Kasozi, Export Manager
Products: Fruits & Vegetables; Hot pepper, Okra, Dudhi

Nami Farm
Nansana, Kampala
P. O. Box 936, Kampala
Tel: +256 77 406527
E-mail: nami@yahoo.com
Contact: Mr. Frank Magala
Products: Matooke, hot pepper, okra, gundha, dudhi, chilli.

Outspan Enterprises Limited
Plot 8/10 Uganda House, Kampala Road
P. O. Box 6350, Kampala, Uganda
Tel: +256 41 233589
Fax: +256 41 344959
E-mail: kayondo@infocom.co.ug
Contact: Mr. Kayondo
Products: Organic & conventional sesame, red chillies, ginger, beans, cocoa

SulmaFoods
Plot 656 Najjanankumbi 1, Church Zone
P. O. Box 6046, Kampala
Tel: +256 77 502350 / 71-344266
Fax: +256 41 273649
E-mail: abdulkarimd@yahoo.com
Contact: Mr. AbdulKarim Farid Sulma, Chief Executive Officer
Products: Fruits and vegetables

Ugafresh
P. O. Box 29775, Kampala, Uganda
Tel: +256 75 640517
E-mail: ugafresgbu@yahoo.com
Contact: Mr. Zubair Buwembo, Managing Director
Products: Matooke, sweet potatoes, hot pepper, okra, sugarcane, dudhi

Zijja Growers and Packers
Plot 25 Entebbe Road
P. O. Box 9322, Kampala
Tel: +256 41 349192
Mobile: +256 75 692039

Fax: +256 41 349209
Contact: Mr. Joseph Semukulungwa, Managing Director
Products: Matooke, hot pepper, chillies, sweet potatoes, sugarcane, dudhi, okra