

## **Kwamtili Estate**

### **Cocoa exporting**

Kwamtili for several years exported its crop (criollo) and some outgrowers' forastero cocoa to Europe.

Beans were fermented and provided this was done in the factory, the percentage of slatey and violet beans owing to variable fermentation was quite low.

Beans must be sun dried, no artificial drying.

Containers were shipped from Tanga to Rotterdam where a sample was drawn. The sale of the beans was by a Switzerland-based dealer. The fact that the buyer knew that the sample was drawn after the container arrived in Europe allowed the agent to obtain a better price (generally from Swiss chocolate makers).

Some of the main procedures are noted here.

Kwamtili packed the container making sure that:

- All bags are clean and of food grade material (jute or sisal), 60 or 80 kg bags.
- All bags were marked (name of the estate, bag number and variety of cocoa).
- Bags are packed in the container to avoid as much as possible large air spaces. They were covered with a sheet of kraft paper to avoid condensed water droplets falling on the bags.

Shipping was paid by the dealer (this is advantageous because dealers have special shipping rates).

Kwamtili's Switzerland-based contact organised insurance, which started from the time the container was loaded on board ship, even though the insurance is finalised a few days later, after receipt of the Bill of Lading.

Samples, amounting to about 12kg per 6 tonnes, were taken from 30% of the bags on arrival in Rotterdam.

Buyers usually purchased everything ranging from good quality bean to broken nuts provided each was kept in separate bags and indicated on the bags.

Aspects that were checked were:

- % slatey and % violet beans (due to variable fermentation);
- % mould (must be less than 1% if the beans are to be used for making chocolate instead of being simply turned into cocoa butter);
- % of foreign matter;
- Humidity: must be below 7%.

When contacting the dealer to see about the interest in buying beans it is necessary to supply the following information:

- Variety of cocoa available
- Fermented or unfermented (Europe buys usually only well fermented)
- Date of harvest
- Quantity ready for shipment
- Date of expected shipment
- A sample of 600g
- An indication of whether ventilated containers suitable for the transport of food available and would be used.

Documents needed:

- B/L Bill of Lading (3 originals and 3 copies)
- EUR 1 Movement Certificate (1)
- Certificate of fumigation (1)

Price

- can be fixed in GBP, USD, EUR, CHF
- is usually fixed after arrival in Europe and the quality was checked by an independent company.

Payment

- 10 – 14 days after the containers arrive in Europe

PGB/WM

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