



TANZANIA AVOCADO PROFILE



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Product Name: Avocado,
 Scientific name: *Persea americana*,
 HS CODE: 080440 Fresh or dried avocados

1. Introduction

Tanzania produces an average of 190,000 tons of avocado fruits per year. It is the third major producer in Africa after South Africa and Kenya and the 19th country in the world. Other major producers in the world are Mexico, Peru, Chile, Spain, U.S.A, Dominican Republic, Colombia, France, Belgium, New Zealand and Morocco. Avocado fruit is used as food as well as raw material for production of oil, cosmetics, food paste and supplements.

About fifty percent of Avocados produced in Tanzania are of Fuerte type, followed by Hass which is produced by thirty percent. Other varieties such as X-Ikulu, Zutano, Dulu, X-Muna, Tonnage, Mwaikokyesa; and improved ones like Gem, Bacon, Nabal, Pinkerton, DUSA and Carmen are produced by twenty Percent. Hass type is mostly preferred in foreign markets due a number of attributes which boosts its marketability. The said attributes include high yield, oil content, rich flavor, longer shelf life due to rough outer skin and resilience in logistics.

Table 1: Largest Producers of Avocados in the World and the Respective Types

No.	Country	Jan	Feb	Mar	Apr.	May	Jun	July	Aug	Sep	Oct	Nov	Dec
	Mexico	■	■	■	■	■	■	■	■	■	■	■	■
	Peru	■	■	■	■	■	■	■	■	■	■	■	■
	South Africa	■	■	■	■	■	■	■	■	■	■	■	■
	Chile	■	■	■	■	■	■	■	■	■	■	■	■
	Kenya	■	■	■	■	■	■	■	■	■	■	■	■
	Israel	■	■	■	■	■	■	■	■	■	■	■	■
	Spain	■	■	■	■	■	■	■	■	■	■	■	■
	Dominican Rep.	■	■	■	■	■	■	■	■	■	■	■	■
	Colombia	■	■	■	■	■	■	■	■	■	■	■	■
	Tanzania	■	■	■	■	■	■	■	■	■	■	■	■
	U.S.A.	■	■	■	■	■	■	■	■	■	■	■	■
	Morocco	■	■	■	■	■	■	■	■	■	■	■	■
	New Zealand	■	■	■	■	■	■	■	■	■	■	■	■
	Brazil	■	■	■	■	■	■	■	■	■	■	■	■
	Indonesia	■	■	■	■	■	■	■	■	■	■	■	■
	Ecuador	■	■	■	■	■	■	■	■	■	■	■	■

Key

■ Hass

■ Fuerte, Ettinger, Bacon, Ryan, Pinkerton, Edranol

2. Avocado Production System and Seasonality

In Tanzania, avocados are grown in middle and highland areas with cool temperatures ranging from 10°C to 23 ° C, 600 to 3000 heights above sea level and rainfall ranging from 600 to 1600mm. They are mostly grown in Arusha, Kilimanjaro, Mbeya, Songwe and Njombe. Other producing Regions are Kagera, Kigoma, Rukwa, Tanga, Manyara and Ruvuma. About Ninety per cent is produced by small scale farmers and ten percent by large scale commercial farmers.

Table 2 (a): Structure of Tanzanian Avocado supply, seasonality and export calendar

Zone	Variety	Jan	Feb	Mar	Apr	May	Jun	Jul	Au	Sep	Oct	Nov	Dec
Southern Zone	Hass		Mid Feb										Mid
	Fuerte												
Northern Zone	Hass												

The main harvest season in the Southern Highlands Zone (Mbeya, Iringa, Rukwa, Njombe and Ruvuma Regions) is from March to May while the low season is from January to February. On the other hand, in the Northern Zone the main harvest season is from June to September and the low one is from December to January. These harvest periods offer a comparative advantage over other producing countries since most of them are in off season during those seasons, with an exception of Mexico, Peru and Chile. The seasons explained are illustrated in table 1(b) below:-

Table 1 (b): A Detailed Production Seasonality by Regions

No	Region	Verities	Jan	Feb	Mar	Apr	May	Jun	Jul	Au	Sep	Oct	Nov	Dec
	Arusha	Fuerte												
	Kilimanjaro	Hass &Fuerte												
	Ruvuma	Fuerte												
	Iringa	Hass &Fuerte												
	Mbeya	Hass &Fuerte												
	Songwe	Hass & Fuerte												
	Rukwa	Fuerte												
	Kigoma	Green varieties												
	Kagera	Hass & Fuerte												
	Mwanza	Green varieties												
	Manyara	Fuerte												
	Njombe	Hass & Fuerte												
	Geita	Green varieties												
	Mara													

Key

 High volume

 Low volume

3. Avocado Sorting and Grading

Avocados are graded according to level of maturity, size codes and weight. Grade one is classified as follows:

Type	Size	Maturity of Dry matter content)	Weight
Hass	16-20	21%	>80 grams
Fuerte	14-16	20%	>123 grams

Avocados are also classified as:-

Extra Class

This is of a superior quality with shining shape, clear color, free from sun scorch and disease, scarred tissue, not ripened and does not show any pressure points.

Class I

This class consists of medium quality avocados which do not qualify for the Extra Class.

Class II

This class includes avocados which do not qualify for inclusion in the higher classes but satisfy the minimum requirements specified above.

4. Packaging

Avocados are packed in special Four Kilogram (4kg) die cut boxes. They are arranged in 250 - 276 cartons per pallet and 20 pallets fits in 40 feet container which is equivalent to 22.08 tons so as to meet logistic requirements. All packaging materials for export adhere to the Codex General Standard for the Labeling of Prepackaged Foods or Regulation (EU) No. 1169/2011.

5. Markets for Tanzania Avocados

Farmers sell Avocados to individual buyers (at farm gate prices), exporting companies, AMCOS and industries (for value addition). There are three business models currently being used:-

- i. Integrated nucleus farm and out-grower scheme -This is the dominant model used by the exporting companies;
- ii. Producer association – exporter model, this is where the association negotiates the whole transaction on behalf of the members;
- iii. Exporting Companies with commercial farms and contract farmers- they harvest pack and export direct.

About 85 per cent of avocados in the country are exported to European Countries like France, Netherlands, and United Kingdom; and the remaining to Kenya, Zambia, South Africa, China, Japan, Hong Kong, Saudi Arabia and Qatar.



6. Export Procedures and Documentations

The following are the key documents that are necessary during exportation of avocados:-

- i. Buying documents (packing list, Invoice, airway/ship bill)
- ii. Export License from Business Registration and Licensing Agency (BRELA)
- iii. Export Permit from the Ministry of Agriculture
- iv. Quality and Standard Analysis Report/Certificate from Tanzania Bureau of Standards (TBS)
- v. Certificate of Radioactivity Analysis from Tanzania Atomic Energy Commission (TAEC)
- vi. Certificate of Origin from Tanzania Chamber of Commerce, Industries, and Agriculture (TCCIA)
- vii. Phytosanitary Certificate from the Ministry of Agriculture
- viii. Global Gap Certificate for the EU market from Global G.A.P Certified Agencies.

7. Existing opportunities in the Avocado sub sector

There are potential opportunities in the avocado value chain. They include commercial plantation, manufacturing of inputs such as seeds, pesticides, fungicides, fertilizers, farming equipment/ implements (tractors, trailers, harvesting machines); and value addition facilities such as sorting, cleaning, grading, packaging and processing, packaging materials, cold rooms, horticulture and logistic support services. Other opportunities include Avocado processing and canning industries and other industries for production of related products such as cooking oil, food pastes and supplements, cosmetics, bio-fuel, and animal feeds. Currently, there are five industries involved in avocado processing in Tanzania. Two (2) of them produce crude oil (medical and cosmetic products) and the other three (3) produce refined avocado oil (Extra Virgin avocado oil).

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