


# Mozambique Leaf Tobacco Co. Lda.



## About MLTC.

- MLTC is a subsidiary of the Universal Leaf Tobacco Group of companies.
  - Head Office is in Richmond, Virginia, USA.
  - Regional Head Office is in Johannesburg, RSA.
  - We have affiliates in RSA, Zimbabwe, Zambia, Malawi & Tanzania.
  - The group has processing facilities in Zimbabwe, Mozambique, Malawi & Tanzania.
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# What Is MLTC?

- MLTC is a Tobacco Merchant specialising in supply of processed tobacco to cigarette manufacturers worldwide.
- MLTC contracts 127,000 farmers to grow approximately 60 million kg's of various types of tobacco on our behalf.
- MLTC employs approximately 400 permanent employees and 1,200 seasonal employees in Tete during peak season.
- MLTC employs approximately 600 permanent employees, 2,200 seasonal employees and over 500 casual employees in our outlying agronomy areas during peak season.

# What MLTC Sources

- Whilst sourcing for both the processing and agricultural aspects of the business, the Procurement department focuses on the sourcing and delivery of the following goods and services:
- **Factory Consumables**
  - everyday consumables such as nuts, bolts, washers, screws etc.
  - Bearings, V-belts, pulleys.
  - loose tools.
  - PPE's (Respiratory, eye and hearing protection)
  - Protective Clothing (Overalls, dustcoats, hats, gloves, shoes, etc).
  - Other safety equipment (harnesses, fall arrestors, lanyards, hard hats, etc)

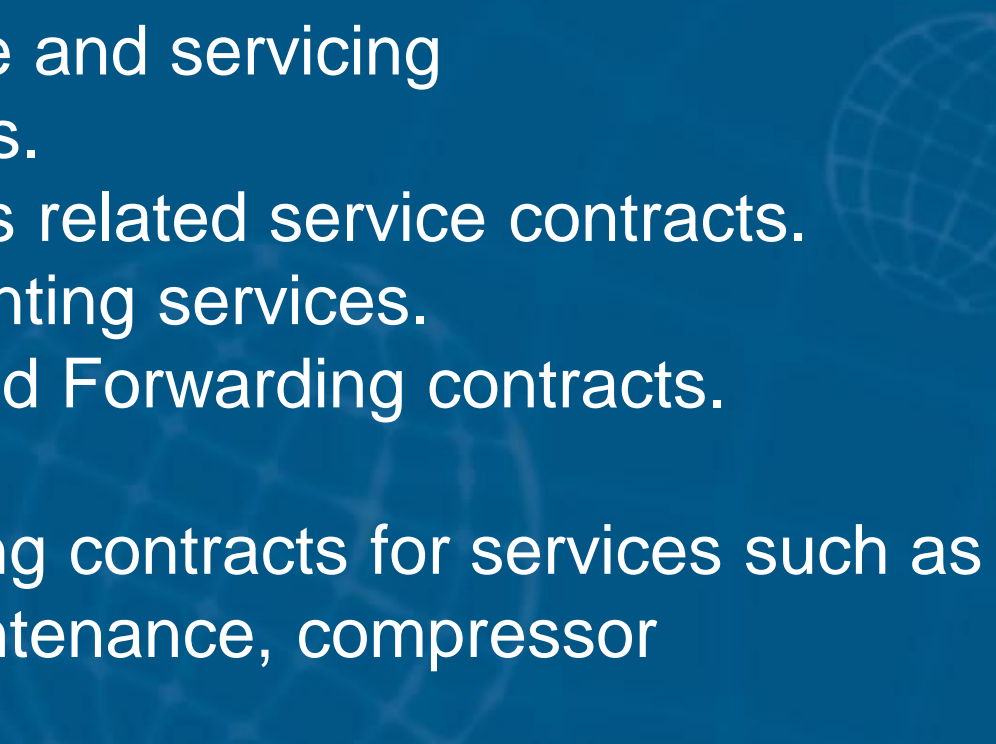
# What MLT Sources

- **Factory Materials**
  - specialist tobacco processing machinery and equipment. (mostly ex Brazil and USA).
  - Specialised food grade conveyor belting.
  - Tobacco specification tobacco cartons.
  - PP Strapping of various colours.
- **Motor vehicle & motorcycle Spares**
  - Tyres
  - Batteries
  - Filters
  - Sprockets & chains

## What MLTC Sources

- **Administrative Consumables**
  - Bond paper,
  - Toners & cartridges,
  - General office stationary,
  - Pre printed stationary,
  - Tea, coffee, milk, sugar, water etc.
  - Toilet paper.
- **IT related Products**
  - Toners, cartridges, power packs, screens, harddrives, etc.
- **Medical Products**
  - Includes medicines and medical equipment.

# What MLTC Sources

- **Relocations**
    - Local
    - International
  - **Contractual work**
    - Vehicle maintenance and servicing
    - Roof safety contracts.
    - IT & communications related service contracts.
    - Financial and accounting services.
    - Customs clearing and Forwarding contracts.
    - Catering contract.
    - Specialist engineering contracts for services such as fabrication, boiler maintenance, compressor maintenance etc.
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# What MLTC Sources

- **Capital Equipment**
  - Vehicles. (currently Toyota and Mitsubishi)
  - Tractors. (currently John Deere, Massey Ferguson and New Holland).
  - Trailers. Standard 8 tonne, 4 wheel trailers with turntable and sides.
  - Motorcycles. (currently Jialing).
  - IT related equipment. Includes computers, printers, scanners, etc.
  - Generators (currently FG Wilson).



# What MLTC Sources

- **Agricultural commodities**
  - Fertilizer Inputs. (currently Urea, CAN & NPK).
  - Chemical inputs. (currently Imidacloprid, Lambda-cyhalothrin, & Copper Oxychloride)
  - Hessian (food grade jute hessian)
  - Cotton tobacco twines.
  - Tree seed (Eucalyptus, Teak, Mahoganny, Teak, Senna etc).
  - Maize seed. (currently Pannar varieties 53 and 67).
  - Chicken feed, chicken feeders and day old chicks.
  - Irrigation equipment (drip and sprinkler)
  - Agricultural Lime (calcitic)

# Opportunities with MLT

- **Construction.**

MLT is currently looking for reputable medium sized construction companies to carry out projects mostly in our outlying agronomic areas.

# MLTC & Compliance

- Potential new suppliers have to undergo a vetting procedure which includes the completion of a Due Diligence Questionnaire.
- Potential new suppliers will be subjected to an OFAC (Office of Foreign Assets Control) check.
- Potential new suppliers may be subjected to a financial audit.
- Potential new suppliers may be visited to verify the existence of a bona fide business operation.
- Annual evaluations will be carried out on all preferred suppliers to confirm the need to continue business relations.

## MLTC's Policies & Procedures

- MLTC will source locally wherever possible.
- MLTC has a preferred supplier base from which it sources all requirements.
- Three quotes are required for each requirement.
- Although pricing is critical, it is not always the determining factor. Service performance has a role to play in MLTC's replenishment procedures.

# What is required of potential new suppliers

- Documents you will be requested to supply:
- A copy of your Company Profile (including details of agency agreements, distributorships, JV's and any other pertinent information about your company and the products / services you offer).
- Details of your corporate / company structure (including details of shareholding and list of directors)
- Copies of all council, local and regional government certification and registration.
- Details of your Company IVA registration.
- Copies of any standards authorities of which you are members or to which you comply (SABS, ISO, etc).
- A copy of you last annual financial statement.

# MLTC Contacts

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