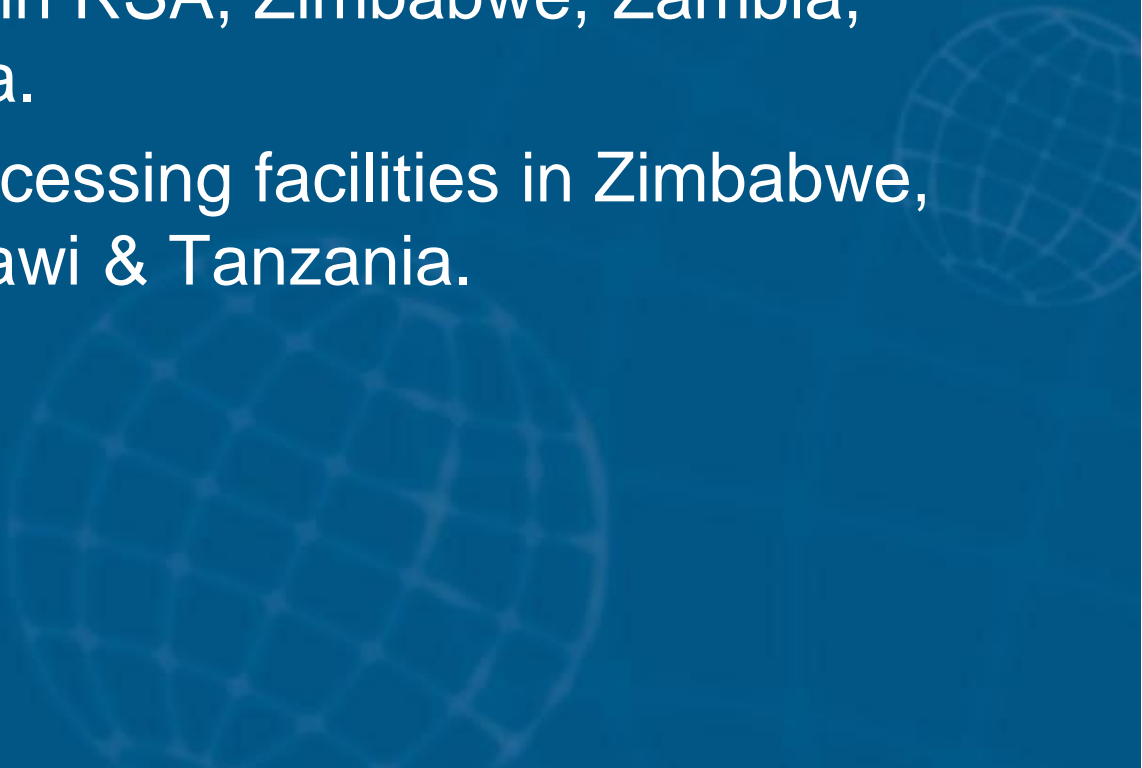


Mozambique Leaf Tobacco Co. Lda.



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 the major cigarette manufacturers worldwide.
- MLTC contracts 120,000 farmers to grow approximately 70 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 Critical Items**
 - Tobacco specification cardboard cartons
 - A4 & A5 coloured and plain adhesive labels.
 - PP Strapping of various colours.
 - Coal Peas
 - Fuels (Petrol & Diesel).
 - Water treatment chemicals.
 - Boiler treatment chemicals.

What MLTC Sources

- **Factory & Agronomy Consumables**
 - Basic consumables such as nuts, bolts, washers, screws etc.
 - Bearings, V-belts, pulleys.
 - Steel of various categories.
 - Electrical materials and tools.
 - 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 Equipment**
 - specialist tobacco processing machinery and equipment. (mostly ex Brazil and USA).
 - Specialist food grade conveyor belting.
 - Specialist Quality Control laboratory equipment.
 - Specialist Boiler equipment and spares.
- **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 repairs 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 things such as fabrication, boiler maintenance, compressor maintenance etc.

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).
- Air conditioners (currently LG).

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.

- MLT is about to launch tenders for contracts for the maintenance of all our coldrooms, air conditioners and refrigeration related equipment.
- MLT is about to launch tenders for contracts for the maintenance of all our on site gardens.
- MLT is about to launch tenders for contracts for the general maintenance of MLT's complex which includes but is not limited to all electrical, plumbing and civil works.

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

- Procurements & Logistics Manager
Darrel Smith
E-mail: SmithD@mozltc.com
Tel: +258 252 27000
Cell: +258 82 304 2561
- Procurements Manager
Naim Bega
E-mail: BegaN@mozltc.com
Tel: +258 252 27000
Cell: +258