

Southern African Natural Products Trade Association (SANProTA) Information Update Newsletter

Issue number 7: April 2003

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We survived the AGM!

The Executive Office would like to extend our sincere thanks to our management board and members who attended (and survived!) our AGM in Malawi recently. Hospital visits aside, it proved an extremely fruitful meeting for all of us.

New SANProTA focal species announced...

In addition to SANProTA's four original focal species (Baobab, Kalahari Melon, Kigelia and Mongongo) at our AGM we approved a further three species which are:

- Marula (*sclerocarya birrea*)
- *Parinari curatellifolia*
- *Strychnos* spp

The following species were also agreed as suitable for innovation grants

- *Uapaca*
- Devils claw
- Mushrooms
- Mopane
- Orchids

The following products and species were also provisionally approved pending commercial interest

- Other oils
- *Acacia* spp
- Aloe species

Interest groups

The AGM kick-started the SANProTA Interest Groups where inaugural meetings for each of the seven focal species were held. Summaries of these meetings have now been distributed by email. These meetings provided us with the opportunity to develop strategies for the production, processing and marketing of these species. Lucy and Nyarai will keep you posted.

New members

We would like to warmly welcome the following new members of SANProTA that were approved at our AGM in Malawi:

- Letloa Trust, Botswana
- Speciality Foods of Africa, Zimbabwe
- African Biodiversity Trading Company, Zimbabwe
- Mulanje Mountain Conservation Trust, Malawi
- Business Consult Africa, Malawi
- Chris Dohse, Malawi
- Ignatius Ncube, Zimbabwe
- Mary Toet Associates, Zimbabwe

Oils training workshop

After meetings held with Interest Groups at the AGM in Malawi, SANProTA is responding to your technical training needs by running an **Oil Processing Training Course from 23rd to 25th July 2003 in Harare**. There are only limited places available, so if you are interested in taking part please complete the application that has been sent to you by email. SANProTA will cover all tuition and course materials as well as accommodation and living expenses in Harare, but participants will be responsible for their own travel costs. However, we do have a limited number of travel assistance grants available.

The curriculum will cover:

- Introduction to oils and fatty acids
- Fatty acid and lipid structure
- Oils and fats in the market place
- Global market trends in oil demand.
- Introduction to Processing
 - Oil processing
 - Hydraulic Press
 - Screw Press
- Solvent extraction
- Refining and Storage of oils
- Analysis of fatty acids

Announcing a new partnership between SANProTA and Aldivia S.A.

On 31st March 2003, SANProTA signed a preliminary partnership agreement with the French company, Aldivia S.A., to collaboratively develop and market a range of natural oils from southern Africa. This partnership, and the oils covered under it, was promoted at In-Cosmetics Trade Show held in Paris 1st - 3rd April.

The response from industry has been extremely positive. Aldivia is a specialist lipids company working with the cosmetic industry worldwide. Cyril, who has negotiated these agreements, says "this is a great partner for SANProTA because Aldivia is small enough to be highly flexible, innovative and responsive whilst being big enough to get the job done. They also have specific technical expertise in manipulating natural oils and fats in areas of relevance to the types of oils we're working with. Also, they're passionate about their work, have an excellent commitment to truly natural products, and energy for the type of win-win partnership that is likely to lead to value-added trade opportunities for our members".

A New Baobab Pulp Product

In February 2003, SANProTA entered into a partnership with Makonde Industries, a Zimbabwean food processing company, to work on formulating a product incorporating Baobab pulp as a nutritional ingredient and flavouring. Some of the foods that Makonde manufactures supply supplementary feeding programmes in Southern Africa.

Makonde selected their Nutri-Meal Porridge as the product into which to incorporate baobab pulp. New recipes were formulated that introduced baobab pulp to an already existing formula while maintaining the nutritional composition of the porridge. The best formulation was selected that had optimal recommended daily allowances of nutrients for children aged under 6 years. Not only did the porridge have great nutritional value, a group of 8 kids and 12 adults who tested the new recipe said that it tasted better than the regular porridge! Makonde is now designing packaging for this new product that will soon be available in grocery stores across Zimbabwe.

Trade fair news

SANProTA will be representing you at the *Natural Products Expo Europe and Supply Expo 2003* on 4-6th June 2003. For manufacturers, suppliers and buyers in the natural products industry, the opportunities in the global marketplace have never been greater. SANProTA hopes to take of advantage of this potential for our members at this, the only pan-European natural products event.

Consumer demand for natural products reflected in growth of trade shows

Natural Products Expo West held in March in the USA drew the largest attendance in its 23-year history this year. The show attracted over 31,000 manufacturers, retailers and media from over 80 countries, showing a record interest in the ever growing \$36 billion natural products industry.

Information update...

- The corporate makeover for SANProTA is almost complete. We look forward to launching our new name and logo to you our members in the very near future.
- As we first announced at the AGM, we will soon be launching the "members only" section of our website.
- We gave you a sneak-preview at the AGM and will soon be circulating the finalised *SANProTA Bio-prospecting Guidelines* to provide a comprehensive guide to this complex issue.
- We will also be launching our fair trade guidelines containing practical tips and suggestions about how to make your trade fair.

Thank you to our Board...

We would like to say thank you to outgoing board members Mike Gezana of ITDG Zimbabwe and Tadeyo Shaba of CURE Malawi for their great contribution to the SANProTA board. We welcome new board members Carl Bruessow of the Mulanje Mountain Conservation Trust in Malawi and Douglas Thamage who is taking over from David Inger of VPR&D. We would particularly like to thank David for his valuable service to the board and wish him all the best with his new venture.