

Imports on own account. Has storage in Karachi, product is brought in bulk to port and bagged before shipment to market/storage.

An import license is required but is deemed a formality. No import duty is applied to pulses.

Wants to have a sample of Canadian products sent to him (Frank Labelle for follow-up).

3. Mr. Mapara & Co.

This firm is a broker (indentor) of numerous commodities. Claimed to have sole rights to import of chickpea from Iran. Sources are mainly Turkey, also from Nepal and Burma (Myanmar). Australia was also mentioned. Estimated imports at 3000 MT per month. Turkey was regarded as an unreliable supplier for delivery and quality.

Import 2000 MT per month of red split lentil and 400 MT per month of yellow splits (China). Green pea requirements in Karachi were estimated at 1000 MT per annum, in conflict with other reports of up to 5000 MT per annum from an importer who had already brought in 2500 MT green peas.

Price for red splits would be attractive at \$500 MT in Karachi. This would work if Canadian growers were paid 13 cents per lb and shipping occurred in bulk. About 10 % of lentil imports were in whole form.

Chickpea size was discussed. Preference for 8 mm kabulis. Desi chickpea from Australia was considered to have adequate colour and size for market. At the moment the firm is heavily invested in the export textile business. Rose lentil considered to be similar to Syrian lentil in size and colour of splits, Turkish considered to be darker red. Imports from China of 500-700 MT of red kidney beans per month.

Main interest in green pea shipments would be in November-December time frame. Felt that kabuli chickpea should be as large as possible.

4. We visited a Utility Stores market. This is a chain store that started in 1975 and has grown to 600 outlets country wide. It sells approximately 10 % now of the processed food/supermarket sales. Packaging and branding is done centrally by the organization. Importers may bid for tenders on bulk purchases. Quality and layout of product was good, much better than anything we saw in India. The stores were initially set up by the government to provide competition in the marketplace. We saw small yellow lentil from China on the shelf. Canned green peas (Mitchell and one other brand) were stocked. All product was in 1 kilo bags of poor quality plastic. (This might be an avenue to improving market service by upgrading packaging system).