

# ALL NATURAL RESINS & GUMS

**AFRICAN  
AGENTS**

In  
Partnership  
With



**GARGOORE TRADING  
COMPANY LIMITED**



**FRANKINCENSE**



**MYRRH**



**OPOPONAX**



**GUM ARABIC**

## About Us

African Agents is a business development organization with the mission of developing trade for African businesses internationally. We have formed an alliance with Gargoore Trading to further develop international markets for the natural resin & gum resources from East Africa. Gargoore Trading has been active in the farming, collection, grading, trading and export of resins and gums for over four generations as a family business. Gargoore are one of the largest exporters of these natural products from the Horn of Africa.

## Our Advantages

Gargoore Trading and African Agents work together to create a high level of customer satisfaction. Through Gargoore family owned resources and extensive network of small scale suppliers we are able to guarantee better quality and larger volumes of resins & gums. African Agents then manages market development and promotes these resources through international channels and marketing / advertising efforts. This synergy provides better efficiency with local control over management / sourcing quality / logistics and global market development / marketing / relations in alliance for our clients.



# Frankincense and Myrrh Supply from East Africa

Frankincense and Myrrh are natural resins collected from trees that are primarily grown in East Africa but also from the Middle East and India and mainly thrive in dry arid climates.

Our Frankincense (Olibanum) comes from the *Boswellia Carterii* tree (harvested March to July) and Myrrh comes from the *Commiphora Myrrha* tree (harvested June to October). There are various grades of each of these resins depending upon colour, time of harvesting, size and purity.

These resins have a multitude of uses for incense, fragrances, flavourings, health / beauty and medicinal products. We also produce 100% Frankincense and Myrrh oils through a steam distillation process.



African Agents and Gargoore Trading have a long history of business development and trade throughout East Africa.

Gargoore is one of the largest exporters of resins and gums in Somalia and has been involved in this business for over four generations. Primary operations in Somalia, Somaliland, Ethiopia and Kenya with trading success globally. Our extensive network of suppliers are in constant contact and have exclusive cooperation in regards to training and operations, harvesting, sorting and export.

## MISSION

Our Mission is to constantly supply the highest quality resins and gums to exceed our customers expectations

## VISION

Our Vision is be the leader for the supply of resins and gums from East Africa to international markets

## VALUES

We are committed to upholding the highest ethics and morality in all human interactions and business management.

## HISTORY

We have a business history of successful operations in the supply of resins and gums for four generations.



## Services for Resins, Gums and Essential Oil Supply

Our professional services include all aspects of the supply and trade of resins and gums (Frankincense, Myrrh, Opoponax and Gum Arabic) or essential oils (Frankincense and Myrrh). We can offer turnkey services from supply to delivery as a bulk exporter or for private label production. Our extensive experience and commitment to quality and business ethics ensures for client satisfaction in a prompt and professional manner.

### Harvesting

We work very closely with suppliers on all aspects of production and harvesting of the resins and gums. Our decades of exclusive cooperation ensures for consistent quality and supply ability.

### Grading and Packaging

Strict standards for quality ensures all grades of resins and gums are sorted to meet customer expectations. Packaging can be done in bulk bags or according to customer specifications.

### Distillation of Oils

Steam distillation of oils is done in Nairobi, Kenya. 100% authentic Frankincense and Myrrh oils are produced and packed according to customer specifications. Private label development and packaging services available for all international brands.

### Trading and Export

Extensive marketing and direct sales via broad international channels and via independent agents in various markets. All logistics and export services handled from supply point to any world port destination.



# Our Priorities

## Human Resources

Our interactions and ethical treatment of people is very important to us. We place prime importance on the development of people and have a focus on women and youth employment in all areas of the business. Our training and consulting efforts in this area foster long standing relationships, human development and impact overall harvest and quality of products.

## Environment & Ecosystem

Our Resin / Gum and Essential Oil production / harvesting and grading / packing for export is a 100% natural process. All of our products are pure and our staff / partners use absolutely no fertilizers or other chemicals throughout the entire value chain. Our focus is to produce 100% natural products with no harmful environmental effects on any natural ecosystems.

## Management Systems

Our company owned and partner operations are managed very carefully. We guide and monitor all aspects of operations with strict guidelines for tree management, resin / gum and oil production, collection and sorting. All operations are audited throughout the seasons to ensure quality and quantity targets are met and guidelines for codes of practice are adhered to.

## Fair for All Agreements

Supply partnerships and export contracts are of prime importance to us. We establish and maintain win-win relationships that are fair for all parties involved. We pay our suppliers at the best rate possible for their resins and gums and then we offer reasonable below market pricing for our export clients.

## Sustainability

We focus on sustainability in all our operations. Environment, tree and harvest health is maintained through attention to strict guidelines that aim to ensure long term production. This includes compliance of one tapping of each tree per season and limitations to 5 cuts per tree to maintain tree health and quality of product. Regular tree maintenance and replanting is also done to ensure long term production.



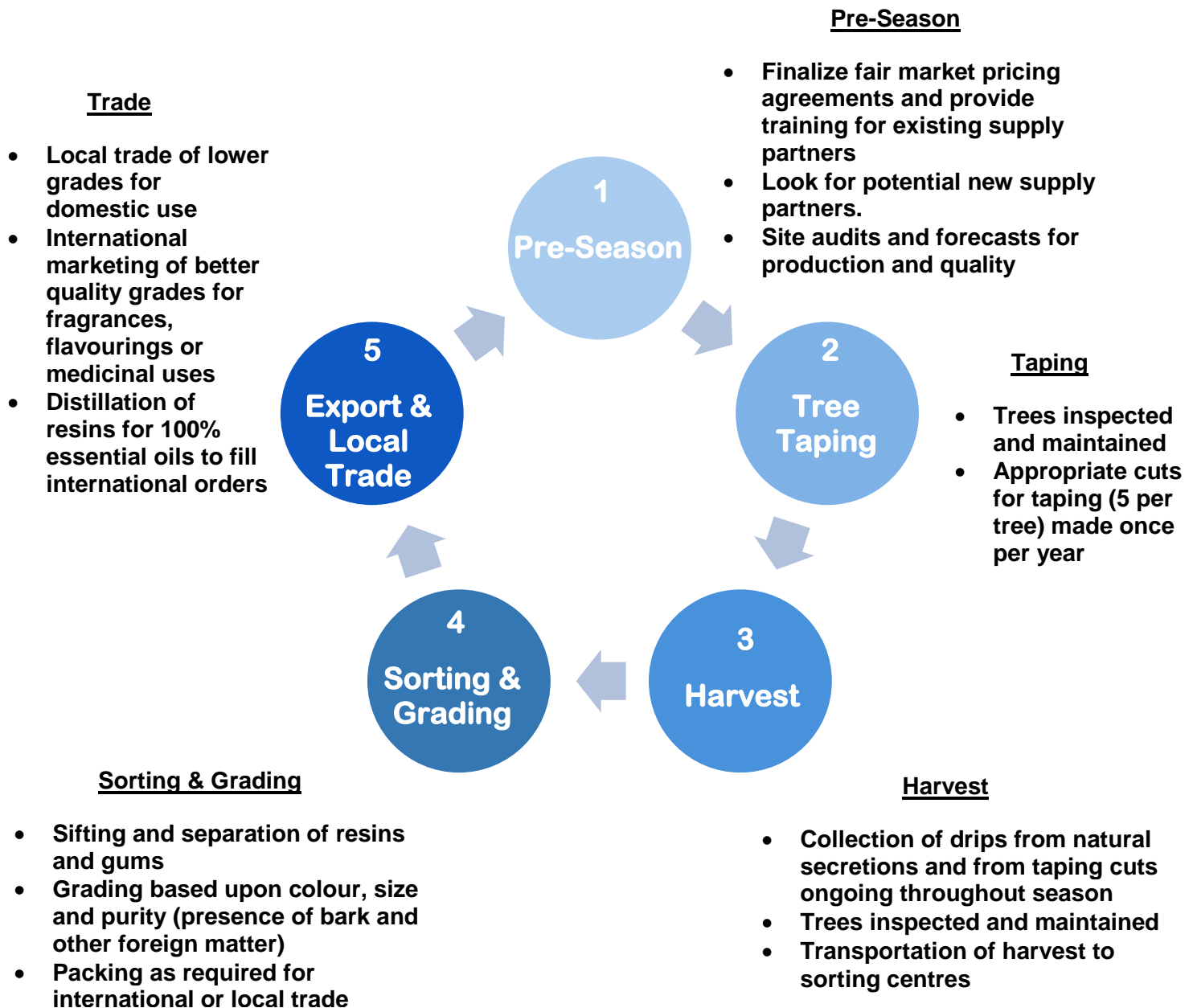
# How We Work



Resin and Gum production is unlike most agricultural operations. Most of the trees grown for these products thrive in very dry and arid climates and in rocky and mountainous terrains in remote areas. Trees are often scattered throughout a region and grown and harvested by individuals or families who have owned and managed them for generations.

Our extensive network of supplier's work with us on an exclusive basis with some money loaned in advance of harvesting to support the family production. We have a focus on continuous improvement and sustainable operations with all our supply partners.

Gargoore also harvest from trees on ancestral land in Puntland State of Somalia. They operate sorting and grading centres in Gargore - Puntland, Mugadishu – Somalia, Godey - Ethiopia and Wajir – Kenya. These centres are managed by very experienced staff.





# Our Products

## FRANKINCENSE



Our Frankincense mainly grows on the Golis Mountains in the Bari region of Somalia. It is collected from *Boswellia Carterii* trees which grow naturally in Somalia, Kenya and Ethiopia where we also have collection centres. The trees are tapped only once per season and harvest for Frankincense is from March to July.

We produce Frankincense in three grades. Grade one is best quality with larger pure chunks without any tree barks or powder. Grade two vary in size and contain small amount of tree barks and powder. Grade three consists of 100% powder which has been removed during the sorting and grading process.

Frankincense has a wide variety of uses commercially in fragrances / perfumes, incense and aromatherapy (calming effects), flavourings / stabilizers for food and beverage production, skincare ( anti-inflammatory and astringent properties, cleansers (anti-bacterial and anti-fungal effects) and medicinal uses (properties for asthma, antiseptics, wound healing, oral health, expectorant, diuretic, digestive, anticancer, sedative and even anti-anxiety and anti-neurotic effects). Traditionally Frankincense has also been widely used in religious ceremonies and other rituals.

## MYRRH

Our Myrrh resins are collected from *Commiphora Myrrha* trees mainly in the Bari region of Somalia. We also source from Somalia Gedo region and Wajir region of Kenya. The trees are taped only once per season and harvest for Myrrh is from March to July.

Like Frankincense our Myrrh has three grades. First grade which is larger size, dark red or pure goldish in colour and without any tree barks or powder. Grade two varies in size and has a small amount of tree bark and powder. The third grade is pure Myrrh powder.



Myrrh also has a variety of uses commercially due to its unique properties for use in fragrances / perfumes, incense and aromatherapy, flavourings for food and beverage production, as a fixative in cosmetics, skin care (eczema treatments, anti-aging with anti-wrinkle effects and reduction of fine lines) and medicinal uses (properties for anti-inflammatory, antiseptic, antibacterial, anti-fungal, antiviral ability in treatments for athlete's foot, oral infections (gingivitis), mouth ulcers, sore throat, wound care, problems in the stomach and intestines, loosening congestion in respiratory system and parasite infections)





## FRANKINCENSE & MYRRH OILS

Our 100% Frankincense and Myrrh essential oils are produced in Nairobi, Kenya with a steam distillation process. These oils provide a more concentrated form of the pure Frankincense and Myrrh that then can be used in many different applications without further processing. These oils are more end user friendly and convenient for commercial applications or consumer use.

We are able to provide oils in bulk bottles or custom packaging and labeling according to client specifications. Our team can also work with the client to develop private label branding and packaging to suit their corporate image.

## OPOPONAX

Our Opoponax gum comes from the Cammiphora Erythraea tree mainly from the Somali region of Ethiopia. Opoponax is harvested in two seasons and collected from wild cammiphora trees on communal land in the region.

Opoponax gum is naturally sticky and wet therefore it is more difficult to sort. Two grades are produced with grade one having no bark present and grade two will have small varying amounts of bark present.

The main commercial use for Opoponax is in perfume / cosmetics and aromatherapy / incense but also has medicinal properties for wound care, respiratory congestion, antiseptic / anti-parasitic properties, relief for stomach ailments, menstruation, arthritis, inflammation, and muscle pain.



## GUM ARABIC

Gum Arabic is obtained mainly from the Acacia Senegal or Acacia Seyal trees. These trees grow widely across Africa in the Sahelian belt which ranges from Senegal to Somalia south of the Sahara Desert.

This sticky resin oozes from the tree and naturally dries and hardens into nodules that can be picked by hand. These are then sorted according to colour and size but are all Grade one in quality.

Gum Arabic has many uses and applications for food and beverage production as a binder, stabilizer, emulsifier and thickening agent especially for confectionaries (ie candies, icing, fillers, gum etc.) and soft drink syrups. It is widely used in the production of watercolor paints, ceramic glazes, photographic emulsions, lithography processes, charcoal fuels and pyrotechnics.



# Product Supply and Pricing / Terms

African Agents and Gargoore Trading are able to offer the following quantities and pricing of products. Our experience and wide network of suppliers gives us the ability to provide larger regular quantities at very reasonable pricing and terms.

1

## FRANKINCENSE

Grade	Quantity / Season* (Tons)	Quantity on Hand* (Tons)	Price / Kg** (USD)
Grade 1	105	60	\$7.70
Grade 2	100	80	\$6.20
Grade 3	20	9	\$2.80

\*As of May 9, 2022 \*\* See Terms and Conditions

2

## MYRRH

Grade	Quantity / Season* (Tons)	Quantity on Hand* (Tons)	Price / Kg** (USD)
1	72	40	\$12.20
2	93	91	\$11.20
3	15	4	\$8.80

\*As of May 9, 2022 \*\* See Terms and Conditions

3

## ESSENTIAL OILS\*

	Price / Kg** (1-10 Kg)	Price / Kg** (11-50 Kg)	Price / Kg** (51-99 Kg)	Price / Kg** (Over 100 Kg)
Frankincense	\$450	\$420	\$380	\$350
Myrrh	\$800	\$780	\$750	\$700

\*Essential Oils produced upon demand.

\*Current Capacity is Frankincense 1000Kg/month and Myrrh 300Kg/month

\*\*As of May 9, 2022 , Pricing According to Order Amount, See Terms and Conditions



**4****OPOPONAX**

Grade	Quantity / Season* (Tons)	Quantity on Hand* (Tons)	Price / Kg** (USD)
1	100	20	\$9.20
2	150	30	\$8.50

\*As of May 9, 2022 \*\* See Terms and Conditions

**5****GUM ARABIC**

Grade	Quantity / Season* (Tons)	Quantity on Hand* (Tons)	Price / Kg** (USD)
1	80	10	\$3.60

\*As of May 9, 2022 \*\* See Terms and Conditions

## Export Pricing Terms and Conditions

African Agents and Gargoore Trading are eager to work with international clients for bulk orders of natural resins and gums along with essential oils. Below we have summarized our standard terms and conditions for export orders. All specific quotations and supply contracts to be determined according to client requirements at time of order. Please contact us to receive a prompt quotation.

\*\*All export orders are CIF pricing based upon full container load shipments (except for Essential Oils) (20 ft. container holds approx. 16,000 kg, 40 ft. container holds approx. 28,000 kg.

- Pricing quoted above are for European Destination Ports (contact us for other ports for CIF pricing)
- Bulk shipments packed in 25kg or 50 kg bags according to Buyers requirements. (Special packaging orders could result in extra cost)

\*\*Essential Oil pricing is FOB Nairobi according to quantity required and orders will be shipped by DHL or other carrier (contact us for volume and destination for exact quotation in regards to shipping costs)

- Quotes for Private Labels and custom packaging determined separately according to requirements

\*\*All pricing quoted above is as of May 9, 2022 and is subject to change according to market and seasonal forces. Pricing to be updated without prior notice. Contact us for prompt precise quotation.

**Terms:** 30% payment upfront due at order confirmation  
Balance of 70% due prior to shipping upon issuing final documents

**Method of Payment:** LC or T/T

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# AGRICULTURE SOURCING & MARKET DEVELOPMENT



## WHY WORK WITH US?

**African Agents and Gargoore Trading are much more than our ability to supply high quality resins, gums and essentials oils. Our network throughout East Africa is extensive. We are able to source , manage and deliver a wide variety of products from across the region.**

**Please consider us your  
*Partner in Africa*  
for all aspects of business  
from supply of a host of  
African goods or services to  
market development within  
Africa for international  
product / service providers**

## OUR ABILITIES

- ★ **Product Sourcing**  
We deliver a sustainable source of quality products that exceed client expectations at a reasonable cost
- ★ **Design Branding**  
We assist companies by delivering what their brand requires or in developing a brand image that attracts success.
- ★ **Business Ethics**  
We focus on ethical principles, fair treatment and delivering value in all aspects of business and human relations.
- ★ **Continuous Improvement**  
We commit to ongoing improvement in our business from quality to management and procedures to ensure client satisfaction.

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**CONNECT WITH US TO DISCUSS YOUR REQUIREMENTS!**

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