A Market Information Report on Honey Brands Sold in Selected Ugandan Towns

September – December 2012





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A Market Information Report on Honey Brands Sold in Ugandan Selected Towns (Kampala, Mbale, Jinja, Mbarara, Fort portal, Kabale, Kamwenge, Gulu and Arua)

Carried out by

The Uganda National Apiculture Development Organization (TUNADO)

September -December, 2012

With support from

Bees for Development Under Uganda Honey Trade Project (2010-2014)

Executive summary

The survey was conducted in September-December, 2012 in Ugandan selected towns of Arua, Gulu, Mbale, Jinja, Kampala, Mbarara, Fort Portal, Kamwenge and Kabale districts. The survey major objective was to generate Market Information on Honey Brands Sold in Ugandan with three specific objectives:- 1) to establish the share of local honey brands on Ugandan market, 2) to determine the commonly traded Ugandan local honey brands and 3) to establish challenges associated to trade of Ugandan local honey brands. Purposive sampling was employed to select a total number of 44 major supermarkets in all the selected districts.

Results of the survey revealed that there are both local and international honey brands on Ugandan market. Further more local brands take seventy one percent (71%) market share in terms of brands and the rest being share for international honey brands (majorly from Kenya, followed by United Arab Emirates, Pakistan and United States of America). In terms of volume percentage supplied to the market, Ugandan honey barnds took 85% while none Ugandan honey brands took 15%. A total of 72 honey brands were found in 44 selected supermarkets and of those 72 honey brands, Bee Natural Honey was found to dominate (10.2%) the market, followed by Bushenyi Honey (7.8%), Peptang pure African honey (5.3%) Youngs natural honey (5.3%) Safa Honey (4.5%) Pearls pure honey (4.1%). Whereas Ugandan local brands took high market share, the survey revealed that the average price for international price (Ugx. 10,000-12,000) doubles the local honey brands' price (Ugx.5,000-5,500) of similar quantities (500g) and this attributed to perceived quality and attractive packaging. Mega Standard provides market to most (52%) honey brands in Uganda followed by Embassy Supermarket Nsambya (21%) and Kenjoy Bukoto (17%) and Tuskys Ntinda (15%) were found to be the supermarket providing major market to different honey brands. The study also revealed challenges associated to trading of honey brands and the major ones were shortage and inconsistent supply particularly local honey brands (50%), customers complaints about Bushenyi Honey being impure and half full (34%), high honey price (32%) and poor packaging (23%). Respondents demanded that TUNADO should help supermarkets to inform honey suppliers to be consistent throughout the year in supplying right quantities and quality honey while others wanted up-to-date honey market information as well as TUNADO to train & help honey suppliers process quality honey and acquire UNBS quality.

The survey concluded that local honey dominate the market with Bee Natural Honey dominating local brand while Peptang Pure African Honey from Kenya dominated international brand. Local brands were found to be suffering from inconsistent supplies, poor packaging and lack of UNBS quality mark. Honey prices are to be customer friendly and therefore low, there should be a deliberate effort to increase honey production by all stakeholders including but not limited to Government, Private Sector, Civil Society Organisations and individual beekeepers among others. The survey recommended that stakeholders lobby and advocate for UNBS certification to Ugandan local honey brands in order for them to compete favourably with international brands, that honey suppliers stock quality and sufficient amount of honey to sustain the market supplies and that processors and packers improve their branding and packaging in order to attract customer to buy their honey brands.

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1.0 Market information on different honey brands in Ugandan towns

1.1 Background

The Uganda National Apiculture Development Organisation (TUNADO) an apex body mandated by the government of Uganda, realized that there is limited available information on the honey brands sold on Ugandan market. In the same way honey suppliers to Ugandan market lack means of receiving feedback on their brands. TUNADO members and stakeholders were also demanding to establish and ascertain the market share Uganda takes on the honey brands sold in Ugandan major supermarkets. Besides, TUNADO as coordinating agent ought to establish whether there is market growth in apiculture sector. With financial and technical support from Bees for Development under the Uganda Honey Trade Project 2010-2014 (a Comic Relief funded project implemented in Uganda by four partners BfD, Kamwenge Beekeepers Cooperative Society, Apitrade Africa & TUNADO), a survey on honey brands sold in Ugandan major supermarkets in Kampala, Kabale, Mbarara, Kamwenge, Fort portal, Arua, Gulu, Jinja and Mbale was carried out in the months of September to December, 2012.

1.2 Objectives of the survey

The major objective of the study was to establish honey brands sold in major Ugandan Supermarkets. On more specific sense, the objectives were:-

- I. To establish the share of local honey brands on Ugandan market
- II. To determine the commonly traded Ugandan local honey brands
- III. To establish challenges associated to trade of Ugandan local honey brands

1.3 Methodology

The survey was carried out in Kampala, Kabale, Mbarara, Kamwenge, Fort portal, Arua, Gulu, Jinja and Mbale towns. This was because of limited resource and the fact that these towns form the major towns in Uganda. The study used purposive sampling to select towns and major supermarkets in each of the identified towns. Prior to main

field work, information was obtained from chairpersons of traders' association in each of the selected towns to identify major supermarket. A self administered questionnaire with both closed and ended questions was used to collect data from 44 respondents (supermarket managers). Data from questionnaire was edited coded and entered into excel spread sheet 2007 and analysed descriptively to form tables with percentages and frequencies.

2.0 Supermarket survey findings

2.1 Share of local honey brands on Ugandan market

It was evident from results presented in table 2.1 that Uganda local honey brands dominate and take the most (71%) market share in Uganda followed by Kenya (9.2%) and United Arab Emirates (7.6%). The dominance of Ugandan local brands on the formal market was majorly attributed to increased knowledge on value addition especially packaging, proximity and low market price compared to other countries' same quantity. Kenya and United Arab Emirates brands were preferred by the supermarket owners because they are well processed, packed and branded that no pollen or soot is observed in the plastic or glass jar. This builds consumers confidence that honey sold is pure.

Table 1: Market share of honey brands in the country (N=44)

Country	Frequency of honey brands	% Market share per Country=(nº/Nº)100%
Canada	1	0.4
Germany	1	0.4
India	3	1.3
Italy	1	0.4
Kenya	22	9.2
Pakistan	13	5.5
United Arab Emirates	18	7.6
Uganda	169	71.0
USA	9	3.8
Zanzibar	1	0.4
Total	238	100.0%

Country Market Share= $(n^0/N^0)100\%$ where n^0 is the number of honey brands found on Ugandan market per country and N^0 is the total number of honey brands of all countries on Ugandan market.

2.1.1 Market share of honey brands in percentage volume

The results presented in figure 1.1 indicated that Ugandan honey brands led by 85% (7043Kg) volumes supplied to the selected supermarkets as compared to 15% (1230kg) of non-Ugandan honey brand. This means that Ugandan honey dominates the market by 85%.

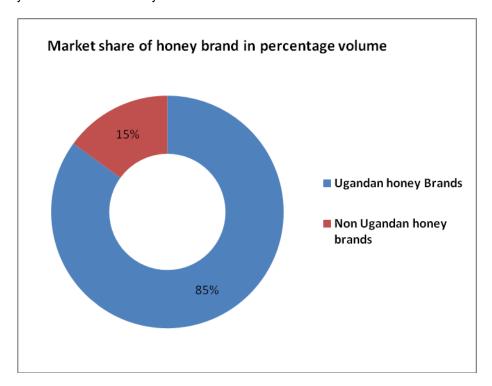


Figure 1.1: Market share of honey brand in percentage volume

2.1.2 Market price

From the results presented in table.2, it is very clear that the market price of local brands is extremely cheaper as compared to international brands. The market for local brands majorly ranged from UGX 5000-5500 as compared to international brands of same quantity (500g) that ranged from UGX 10,000-12,000. Respondents attributed the price to high level packaging, branding and processing. They further mentioned that although, the rate of international honey brands' uptake is low, they attract constant customers.

Table 2: Market price of different honey brands

Brand	Unit of measurement (g)	Unit Price (Ugx)	Source
African natural honey	500	5000	UG
Akaya	500	7000	UG
Akiba Natural honey	500	5400	UG

American Pure honey	500	9500	USA
B&H	1lt	15600	UG
BBC	500	7000	UG
Bee blessed pure honey	250	3000	UG
Bee house	500	5000	UG
Bee masters	500	5000	UG
Bee native	400	12000	USA
Bee mine honey	500	5500	UG
Bee natural honey	500	5400	UG
Bena honey	500	6000	UG
Bio wild honey	500	12500	Kenya
Blended quality Uganda Honey	500	5200	UG
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Bufumbira rock	500	6000	UG
Bushenyi connaisuer	500	5500	UG
Bushenyi honey	500	4400	UG
Classic pure honey	500	10000	Dubai
Dabur	250	12000	India
Domestic super honey	500	5000	UG
East African organic honey	500	6500	UG
Elgon Natural honey	500	5000	UG
Equatoria honey	500	4800	UG
Exotic pearl	454	8500	Dubai
Gatco eucalyptus honey	500	5400	UG
Gates Honey	500	5900	UG
Gefi	400	9100	Dubai
Golden sunflower	500	5000	UG
Homeland honey	500	4500	UG
Honesty	500	5000	UG
JJ honey	500	5500	UG
Joy honey	500	5000	UG
Kabale pure honey	500	5500	UG
KBA Pure honey	500	6000	UG
Kigezi honey	500	4800	UG
Kisoro pure honey	500	5000	UG
Lovistar	500	4500	UG
Мара	200	2800	UG
Masindi	500	5500	UG
Miele ambrosoli	250	13000	Italy
melinio pure honey	400	10000	UAE
Morie Honey	500	6500	UG
Mt Elgon fresh	300	3600	UG
Mukwano honey	1lt	11500	UG
Native wild honey	250	3600	UG
Natural bee	500	5000	UG
Natural Uganda honey	500	5000	UG
Not tonight honey	500	5200	UG
Okee honey	500	4600	UG
Pearls pure honey (glass)	500	10000	UG
Peptang pure African honey	500	14500	Kenya
Prosper	500	5500	UG
Pure Natural honey	250	4000	UG
Pure natural honey	500	4000	UG
r ure natural noney	300	4000	UG

Pure tropical honey	500	5000	UG
Pure WestNile honey	500	5000	UG
Real fresh bee honey	400	7500	USA
Red and white honey	227	12000	USA
Royal tropical	500	5000	UG
Rukanju	500	8000	UG
Rwenzori (Kabecos)	500	5400	UG
Safa honey	312	8800	Dubai
Sulma	500	10500	UG
Supreme honey	400	9000	Dubai
Tropical Quality honey	500	5000	UG
West Nile honey	500	4700	UG
Wild bush honey	450	11000	Kenya
Woodland honey	500	10000	Kenya
Yammy honey	500	5400	UG
Yellow star Domestic pure honey	500	5500	UG
Youngs natural honey	500	20400	Pakistan

2.2 Commonly traded Ugandan local honey brands

Bee Natural Honey (10.2%), Bushenyi Honey (7.8%), Peptang pure African honey (5.3%) Youngs natural honey (5.3%) Safa Honey (4.5%) Pearls pure honey (4.1%) was found to be the most traded and common honey brand on Ugandan market. Others on the race included Kisoro Pure Honey (3.3), Rwenzori (Kabecos) (3.3%) Elgon Natural Honey (2.9%) Yammy honey (2.5%), American Pure Honey (2.5%), Bio Wild Honey (2.5), East African Organic Honey (2.5%), Pure Natural Honey (2.5%), Bee Mine Honey (2%) and Bushenyi Connoisseur (2%). The above findings were attributed to the fact that Bee Natural Honey has the state of the art machinery with wide distribution channels. It was also found out that honey brands that are traded in Kikuubo a Kampala market suburb such Bushenyi Honey, Peptang Pure African Honey and others, get easy market access for most supermarket operators/traders shop from Kikuubo market.

Table 3: Market share of individual honey brands

Individual honey brand	Frequency	% Market share= (n¹/N¹)100%
African natural honey	1	0.4
Akaya	1	0.4
Akiba Natural honey	2	0.8
American Pure honey	6	2.5
B&H	1	0.4
BBC	4	1.6
Bee blessed pure honey	1	0.4
Bee house honey	1	0.4
Bee masters	1	0.4
Bee native	1	0.4
Bee mine honey	5	2.0

Bio wild honey	Bee natural honey	25	10.2
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Royal tropical 1 0.4 Rukanju 1 0.4 Rwenzori (Kabecos) 8 3.3 Safa honey 11 4.5	,		0.4
Rukanju 1 0.4 Rwenzori (Kabecos) 8 3.3 Safa honey 11 4.5		2	0.8
Rwenzori (Kabecos) 8 3.3 Safa honey 11 4.5		1	0.4
Safa honey 11 4.5	Rukanju	1	0.4
	Rwenzori (Kabecos)		3.3
	Sulma	3	1.2

Supreme honey	1	0.4
Tropical Quality honey	1	0.4
WestNile honey	3	1.2
Wild bush honey	2	0.8
Woodland honey	1	0.4
Yammy honey	6	2.5
Yellow star Domestic pure honey	3	1.2
Youngs natural honey	13	5.3
Total	244	100.0

Market share= $(n^1/N^1)100\%$ where n^1 is the number of times a particular honey brand appears in selected supermarket and N^1 is the total number of appearance of all honey brands in selected supermarket.

2.3 Honey brand distribution by supermarkets

Survey findings indicated that Mega Standard provides market to most (52%) honey brands in Uganda followed by Embassy Supermarket Nsambya (21%) and Kenjoy Bukoto (17%), Tuskys Ntinda (15%), Italian supermarket muyenga (14%) and Quality Supermarket (10%) all located in Kampala while in up-country, Happy (10%) in Mbale, Royal (14%) in Kabale, Cash & carry (10%)- in Kabale, Pearl (10%) in Mbarara provided most market to honey brands.

.Table 4: Distribution of honey brands in each of the selected supermarket

District	Supermarket	Number of honey brands	Market share % of honey brands per supermarket = (n ² /N ²)100%
	Italian supermkt muyenga	10	14
	Tuskys Ntinda	11	15
	Quality Supermarket	7	10
	Kenjoy Bukoto	12	17
	Embassy Supermarket Nsambya	15	21
	Nakumatt bugolobi	6	8
	Uchumi Kabalagala	8	11
Kampala	Mega Standard	37	52
	Rainbow	5	7
	Jan supermarket	3	4
	Jalja Supermarket	5	7
	Swami Supermarket	4	6
Jinja	Jani	4	6
	Jichang	4	6
Fort portal	Low price	4	6

	Asatex	6	8
	Andrew and Brothers	4	6
	Agro – cottages	2	3
	Riya supermarket	2	3
	Mr Paul	1	1
	Low price	2	3
	Glory Supermarket	2	3
Kamwenge	Mr. Alex Kaganga	1	1
	Cash and carry	7	10
	Star supermarket	2	3
Kabale	Royal	10	14
	Kireme	5	7
	New Barke	6	8
	Lean	5	7
Mbarara	Pearl	7	10
	Jinho Ngyun	3	4
	West Nile Supermarket	1	1
	Or'asea	1	1
Arua	Arua supermarket	2	3
	Elgon supermarket	4	6
	Pal	3	4
	Happy supermarket	7	10
	Mercy supermarket	3	4
Mbale	Abra Supermarket	3	4
	Uchumi	2	3
	Jeni Kelong	3	4
	Pari	5	7
	Mega	2	3
Gulu	Lero supermarket	4	6

Where N^2 = Total number of honey brands in the entire 44 surveyed supermarket=71 & n^2 = Number of honey brands in each of the surveyed supermarket.

2.4 Challenges associated to trade of Ugandan local honey brands

When respondents were asked to mention challenges associated to honey trade, a half (50%) of the respondents mentioned that there is shortage and inconsistent supply particularly local brands. The respondents mentioned that this affects market of such brand. Many (34%) customers complain that Bushenyi Honey is not pure and is always half full (Plate1). Thirty two percent of the respondents noted that the honey price is high while others (23%) mentioned poor packaging.

Table 5: Honey Market Challenges

Challenges Any other information for TUNADO	Frequency	% Response
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Poor packaging	10	23.0
Complaints of high honey prices	14	32.0
Shortage and inconsistent supply (local brands)	22	50.0
No honey information provided to shop attendants thus lack explanation to the buyers	6	14.0
No expiry dates indicated	2	4.5
Bee natural honey's bar code is not well inserted on the label	6	14.0
Quality not to consistent	3	7.0
Customers complain that Bushenyi honey is not pure half full & dilutes with overstaying	15	34.0
Uganda honey has no quality mark (UNBS marks)	5	11.4



Plate 1: Bushenyi Honey demonstrated as half full and not 500g put on the label

2.5 Information and help required from TUNADO

More than half (52.3%) of the respondents mentioned that TUNADO should help them inform honey suppliers to be consistent throughout the year in supplying right quantities and quality honey while 44.5% of the respondents wanted up-to-date honey market information. Equal numbers (23%) wanted honey suppliers to be trained in processing quality honey and acquire UNBS quality mark (as demonstrated on bee natural honey brand Plate 2) for UNBS officials usually visit theirs supermarkets and prevent them from selling non-UNBS quality marked honey brands.

Table 6: Information required from TUNADO

Any information you need from TUNADO	Freq	% Response
Inform suppliers to supply consistently quality and cartons of honey	23	52.3
Train & inform supermarket operators on how to differentiate between good and bad honey	15	34.1
Information on expiry of honey	5	11.4
Up to-date market information	20	44.5
Train processors on how to process & supply good honey	10	23.0
Inform farmer to put contacts on the labels (Bushenyi Honey)	5	11.4
Encourage farmer to get UNBS mark	10	23.0



Plate:2 Bee Natural Honey with a UNBS Q mark

3.0 Conclusion and Recommendations

3.1 Conclusion

The following conclusion is made about the study findings:-

- I. Local honey brands dominate the market share. Although we still import honey brands from Kenya, United Arab Emirates, United States of America and Canada among others.
- II. The commonly traded local Ugandan honey brand was found to be Bee Natural Honey followed by Bushenyi Honey while Peptang Pure African Honey (from Kenya) and Youngs Natural Honey (Pakistan) were the most traded international honey brands. Additionally, international brands were found to be of higher price doubling the same quantity of Ugandan honey brands.
- III. High honey prices was noted, local honey brands were found to suffer from inconsistent supplies, poor packaging and lack of UNBS quality mark

3.2 Recommendations

- a) If honey prices are to be customer friendly and therefore low, there should be a deliberate effort to increase honey production by all stakeholders including but not limited to Government, Private Sector, Civil Society Organisations and individual beekeepers among others.
- b) There is a need to lobby and advocate for UNBS certification to Ugandan local honey brands in order for them to compete favourably with international brands.
- c) Honey suppliers need to stock quality and sufficient amount of honey if they are to sustain the market supplies to the supermarkets. This can be done through early preparations in terms of buying strategies and securing sufficient funds to purchase quality and sufficient honey during honey flow.
- d) Processors and packers of honey need to improve their branding and packaging in order to attract customer to buy their brands.
- e) There is a need for TUNADO and other stakeholders to provide information to the public including supermarket operators on simple and physical honey quality determination.

4.0 Appendices

Appendix 1: Details of honey brands in the various Supermarkets

Region	Name of Supermarket	Brand	Source	Specification	Quantities supplied per month	Sellin g price
•	Italian supermarket				4.	2000
Kampala	Muyenga	Native honey Yellow star Domestic	UG	250g	1 box	3600
		pure honey	UG	250g	1 box	3300
		Pure ugandan honey	UG	250g	1 box	4000
		Bee natural honey	UG	500g	3 boxes	5400
		Akiba Natural honey	UG	500g	2 boxes	5400
		Miele ambrosoli	Italy	250g	4 boxes	13,000
		American Pure honey	USA	500g	4 boxes	9500
		Sulma	UG	340g	3 boxes	6000
		Peptang Pure african honey	Kenya	500g	3 boxes	11000
		Gatco eucalyptus honey	UG	500g	1 box	5400
Kampala	Tuskys Ntinda	Bee natural honey	UG	250g	4 boxes	3600
		Bee mine honey	UG	250g	3 boxes	3800
		Peptang	Kenya	500g	1 box	13100
		Мара	UG	200g	1 box	2800
		Rwenzori (Kabecos)	UG	500g	2 boxes	5400
		Royal tropical	UG	250g	1 box	5000
		Not tonight honey	UG	500g	2 boxes	5200
		Kigezi honey	UG	500g	1 box	4800
		Kisoro Pure honey	UG	500g	5 boxes	5000
		B&H	UG	1 Litre	10 pieces	15,600
		Gates Honey	UG	500g	2 boxes	5900
Kampala	Quality Supermarket	West Nile	UG	500g	1 box	4700
		Bushenyi honey	UG	500g	3 boxes	4400
		Yammy honey	UG	500g	2 boxes	5400
		Bio wild Honey	Kenya	500g	1 box	12500
		Bee natural honey	UG	500g	3 boxes	5400
		Peptang	Kenya	500g	1 box	12500
		Yellow star	UG	500g	10 pieces	5500
Kampala	Kenjoy Bukoto	Bushenyi pure honey	UG	500g	3 boxes	5500
		Equatoria honey	UG	500g	2 boxes	4800
		Morie Honey	UG	500g	1 box	6500
		Pearl pure honey	UG	500g (glass)	2 boxes	10000

		Bio wild	Kenya	500g	1 box	12000
		Classic pure honey	Dubai	500g	2 boxes	10000
		Native honey	UG	1 litre	1 box	14500
		Melinio pure Honey	UAE	400g	3 boxes	10,000
		Bee natural	UG	500g	3 boxes	5400
		Yammy	UG	250g	2 boxes	3600
		Beemine	UG	500g	2 boxes	5500
		WestNile honey	UG	500g	3 boxes	4600
	Embassy Supermarket					
Kampala	Nsambya	Yammy	UG	500g	3 boxes	6000
•		Okee honey	UG	500g	2 boxes	4600
		Pure Natural honey	UG	500g	4 boxes	4000
		Natural Uganda honey	UG	500g	2 boxes	5000
		Blended quality Uganda Honey	UG	500g	2 boxes	5200
		Not to night honey	UG	500g	3 boxes	5800
		Bushenyi honey	UG	500g	5 boxes	4000
		Peptang	Kenya	500g	3 boxes	14500
		West Nile pure honey	UG	500g	3 boxes	4500
		Sulma	UG	500g	4 boxes	10500
		Pure Uganda honey	UG	500g	2 boxes	5000
		Safa	Dubai	312g	3 boxes	8800
		Dabur	India	250g	2 boxes	12000
		Bee natural	UG	500g (glass)	5 boxes	12000
		Pearl's honey	UG	500g (glass)	3 boxes	10000
Kampala	Nakumatt Bugolobi	Not to night	UG	150g	2boxes	2000
		Beenatural	UG	250g	3 boxes	4000
		Kisoro pure honey	UG	250g	3 boxes	3300
		Gates	UG	1 kg	5 pieces	19200
		Peptang	Kenya	500g	2 boxes	13000
		Yammy	UG	250g	4 boxes	3500
Kampala	Uchumi Kabalagala	Gefi	Dubai	400g	3 boxes	9100
		Peptang	Kenya	500g	4 boxes	11200
		Bee Natural	UG	500g	6 boxes	5400
		Young's honey	Pakistan	500g	2 boxes	20400
		Gates	UG	500g	3 boxes	10500
		Sulma	UG	500g	3 boxes	6500
		Kisoro	UG	300g	7 boxes	3700
		Bee mine	UG	500g	5 boxes	5900
Kampala	Mega Standard	Natural Pure honey	UG	1litre	1 box	5000

		Bee natural	UG	500g	4 boxes	6500
		Exotic pearl	Dubai	454g	15 pieces	8500
		Pearl Value	Dubai	454g	1 box	8500
		Woodland honey	Kenya	500g	1 box	10000
		Honesty	UG	500g	1 box	5000
		Kigezi honey	UG	500g	1 box	5000
		Mukwano honey	UG	1 litre	10 pieces	11500
		Native wild honey	UG	1 litre	8 pieces	12000
		Akiba honey	UG	500g	4 boxes	5500
		Domestic super honey	UG	500g	2 boxes	6000
		Yammy	UG	500g	3 boxes	5500
		Prosper	UG	500g	1 box	5500
		JJ honey	UG	500g	1 box	5500
		Bee mine	UG	500g	2 boxes	5500
		Pure WestNile honey	UG	500g	2 boxes	5000
		Okee	UG	500g	1 box	5000
		Pearl honey	UG	400g	1 box	4000
		Golden sunflower	UG	500g	1 box	5000
		Mo Honey	UG	500g	1 box	5500
		Peptang	Kenya	500g jar	1 box	10000
		Homeland honey	UG	500g	1 box	4500
		Bee house	UG	500g	2 boxes	5000
		Masindi	UG	500g	1 box	5500
		Red and White honey	USA	227g	1 box	12000
		Safa honey	Dubai	500g	1 box	8000
		Mt Elgon fresh	UG	300g	1 box	3600
		Bee blessed pure honey	UG	250g	1 box	3000
		Supreme honey	Dubai	400g	1 box	9000
		Kabale pure honey	UG	500g	1 box	5500
		Not tonight	UG	500g	2 boxes	5500
		Lovistar	UG	500g	2 boxes	4500
		Kisoro pure honey	UG	500g	5 boxes	5500
		Bee masters	UG	500g	1 box	5000
		Pearls pure honey	UG	500g (glass)	1 box	9500
		Real fresh bee honey	USA	400g	20 pieces	7500
		Bushenyi honey	UG	500g	5 boxes	5500
Jinja	Rainbow Supermarket	Bushenyi honey	UG	500g	1 box	4000
		Red and white honey	Canada	340g	12 pieces	12000
		American Green honey	America	500g	1 box	10000
		Bee natural honey	UG	500g	1 box	5500

		Youngs natural honey	Pakistan	240g	1 box	8000
Jinja	lan aunarmarkat	Poo Natural hanay	UG	250g	1 box	3800
Jilija	Jan supermarket	Bee Natural honey Youngs natural honey	Pakistan	240g	1 box	9000
		Tourigs natural noney	Fakisiaii	500g	1 box	15000
				Ĭ		
		D. d	110	125g	1 box	5200
		Bushenyi honey	UG	500g	12 pieces	4000
Jinja	Jalja Supermarket	Bushenyi honey	UG	500g	1 box	4500
		Not to night	UG	500g	1 box	6000
		Pearl honey		454g	6 pieces	10000
		American green	USA	500g	6 pieces	10000
		Ţ.		80g	6 pieces	5000
		Youngs honey	Pakistan	120g	1 box	6000
Jinja	Swami Supermarket	Safa honey	Dubai	312g	1 box	9000
		East african Organic	110	400	40 - 1	5000
		honey	UG	400g	12 pieces	5000
		American green	USA	500g	12 pieces	11500
		Wild bush Honey	Kenya	450g	1 box	11000
Jinja	Jani Supermarket	American green	USA	500g	12 pieces	10000
		Youngs honey	Pakistan	240g	12 pieces	8800
				125g	12 pieces	5500
		Bushenyi honey	UG	500g	1 box	5000
		African natural honey	UG	500g	1 box	5000
	Jichang					
Fort portal	Supermarket	Akaya	UG	500g	1 box	7000
		East african organic				
		honey	UG	500g	1 box	6500
		Bee natural	UG	500g	1 box	6500
		Pure bushenyi honey	UG	500g	2 boxes	4500
Fort portal	Low price	Youngs honey	Pakistan	240g	1 box	9000
•		BBC	UG	500g	2 boxes	7000
				250g	2 boxes	5000
				150g		
		KBA Pure honey	UG	500g	2 boxes	6000
				250g	2 boxes	4500
		Rwenzori	UG	500g	2 boxes	6000
			-	250g	2 boxes	4500

Fort Portal	Asatex	Tropical Quality honey	UG	500g	6 boxes	5000
		KBA pure honey	UG	300g	20 boxes	4000
				500g	20 boxes	6000
		Bushenyi pure honey	UG	500g	20 boxes	4500
		Bio wild Honey	Kenya	500g	2 boxes	13000
		BBC	UG	500g	20 boxes	6000
				250g	20 boxes	4000
		Rwenzori	UG	500g	20 boxes	6000
					20 boxes	4000
	Andrew and					
Fortportal	Brothers	BBC prooplis	UG	30 ml	2 boxes	5000
		BBC honey	UG	500g	2 boxes	6500
		Rwenzori	UG	500g	2 boxes	6000
		Pure Bushenyi	UG	500g	2 boxes	4000
Fort portal	Agro - cottages	KBA pure honey	UG	500g	2 boxes	6000
	r.g.c comages			250g	2 boxes	4000
		Bushenyi honey	UG	500g	1 box	4500
Fort portal	Riya supermarket	KBA Pure honey	UG	500g		6000
		Bushenyi	UG	500g		4000
Kamweng			110	500		5000
е	Mr Paul	Rwenzori	UG	500g	2 boxes	5000
				250g	1 box	3500
				30g	1 box	500
Kamweng	Lownring	Duonzori	UG	500a	12 ninena	5000
е	Low price	Rwenzori Pure honey Bushenyi	UG	500g 500g	12 pieces 1 box	4000
		T die Holley Bushellyl		0009	T BOX	4000
Kamweng e	Glory Supermarket	Kabecos	UG	500g	1 box	4500
	Sisty Supermania	Bushenyi honey	UG	500g	1 box	4000
Kamweng						
e e	Mr. Alex Kaganga	Rwenzori	UG	500g	2 boxes	5000
		East African Organic				
Kabale	Cash and carry	honey	UG	200g	1 box	3200
				500g	1 box	4600

		Kisoro Birunga	UG	500g	12 boxes	4200
		Bee mine	UG	500g	2 boxes	5500
		Bee natural	UG	500g	1 box	5500
				250g	1 box	3700
		Youngs natural honey	Pakistan	125g	10 pieces	5000
				240g	10 pieces	8700
				500g	10 pieces	15000
		Bio Wild bush honey	Kenya	500g	1 box	11000
		Peptang pure African		<u> </u>		
		honey	Kenya	500g	12 pieces	10500
Kabale	Star supermarket	Bee natural	UG	500g	3 boxes	5500
		Kisoro birunga	UG	500g	6 boxes	4200
Kabale	Royal	Dabur	India	250g	12 pieces	9100
		Youngs natural honey	Pakistan	500g	4 boxes	15000
				240g	4 boxes	8600
		Safa honey	UAE	312g	1 box	8500
				420g	1 box	9000
		Colden county n	German	250-	1 5-4	12000
		Golden county p	У	250g	1 box	12000
		Bio wild honey	Kenya	450g	1 box	11000
		Peptang	Kenya	500g	1 box	11200
		Bufumbira rock	UG	500g	12 boxes	6000
		Bushenyi honey	UG	500g	5 boxes	4000
		Kisoro Birunga	UG	500g	5 boxes	4200
		Bee natural honey	UG	500g	2 boxes	5500
• • • • • • • • • • • • • • • • • • • •	10	D N	110	050		2000
Mbarara	Kireme	Bee Natural	UG	250g	1 box	3800
				500g	2 boxes	6500
		Natural pure honey	UG	500g	2 boxes	4800
		Bushenyi Honey	UG	500g	2 boxes	4800
		Elgon Fresh	UG	500g	2 boxes	5000
				300g	2 boxes	3500
		Bushenyi connaiseur	UG	500g	3 boxes	5500
Mbarara	New Barke	Elgon fresh	UG	1 litre	3 boxes	15000
		Rukanju	UG	500g	1 box	8000
				250g	1 box	4500
		Peptang	Kenya	500g	1 box	11500
		Yummy honey	UG	500g	2 boxes	5500

Mbale	Elgon supermarket	Youngs honey	Pakistan	240g	1 box	8500
		Joy honey	UG	500g	10 pieces	5000
				250g	1 box	3500
Arua	Arua supermarket	Bee natural	UG	500g	1 box	5500
				July	12 016063	0000
Arua	Or'asea Supermarket	Bee natural	UG	250g 500g	1 box 12 pieces	4000 6000
				2009	1 55%	3700
Arua	Supermarket	Bee natural	UG	500g 250g	1 box	5700 3700
	West Nile					
		, cange none;	· andotan	240g	10 pieces	10000
		Youngs honey	Pakistan	500g	10 pieces	18000
		Bee Natural	UG	500g (bot)	1 box	6000
Arua	Jinho Ngyun	Peptang	Kenya	500g (jar) 500g (bot)	10 pieces 10 pieces	15000 18000
		Bio wild bush honey	Kenya	450g	1 box	12500
		American green	USA	500g	1 box	12000
		Dabur	India	250g	1 box	9800
				500g	1 box	15000
		Young's honey	Pakistan	125g 240g	1 box	5500 9000
	+	Peptang Vound's honor	Kenya	500g	1 box	12500
		Bushenyi connaisuer	UG	500g	2 boxes	5500
		D. Harris .	110	300g	12 pieces	3800
				500g	12 pieces	6000
Mbarara	Pearl Supermarket	Elgon fresh	UG	1 litre	5 boxes	16000
		,				
		Bena honey	UG	500g	6 boxes	6000
		Bushenyi connaiseur	UG	500g	6 boxes	5500
		Safa honey	UAE	500g	1 box	10000
		Bee natural honey	UG	500g	4 boxes	5500
Modrara	Loan oupermarket	Ligon freeit flericy	- 00	300g	4 boxes	3500
Mbarara	Lean Supermarket	Elgon fresh honey	UG	500g	4 boxes	5500
		Вена попеу	00	Suug	2 boxes	6000
		Bena honey	UG	500g 500g	2 boxes	6000
		Bushenyi connaiseur	UG	500g	5 boxes	5500

		Pearls honey	UG	500g (glass)	12 pieces	10000
		Bee natural	UG	500g (glass)	12 pieces	5400
		Bushenyi	UG	400g	12 pieces	4500
Mbale	Pal Supermarket	Elgon Natural honey	UG	500g	3 boxes	5400
		Pearl honey	UG	500g (glass)	1 box	10000
		Safa honey	UAE	500g	1 box	8500
Mbale	Happy supermarket	Safa honey	UAE	400g	12 pieces	9000
				420g	12 pieces	9000
				80g	12 pieces	2800
		Youngs honey	Pakistan	125g	6 pieces	5200
		Bushenyi honey	UG	500g	2 boxes	4500
		Exotic pearl	UAE	454g	1 box	10000
		Melino	Zanzibar	400g	1 box	9500
				280g	1 box	5000
		Elgon natural fresh	UG	400g	1 box	5000
		Wild bush honey	Kenya	450g	2 boxes	11500
Mbale	Mercy supermarket	Safa honey	UAE	500g	4 boxes	9000
		Elgon natural fresh	UG	500g	2 boxes	5500
		Pure natural honey	UG	500g	12 pieces	4500
Mbale	Abra Supermarket	Bushenyi	UG	400g	1 box	5000
		East African Honey	UG	200g	2 boxes	4000
		Safa	UAE	500g	6 pieces	10000
Gulu	Uchumi Supermarket	Kisoro pure honey	UG	500g	2 boxes	6700
Guiu	Supermarket	Natural bee	UG	500g	3 boxes	5000
		Natural bee	00	500g	3 boxes	3000
Gulu	Jeni Kelong	East african	UG	500g	1 box	6000
		Bee natural	UG	500g	4 boxes	7500
		Bushenyi	UG	500g	5 boxes	4500
Gulu	Pari Supermarket	Safa	Dubai	500g	1 box	14000
	·	Bee natural	UG	250g	3 boxes	3800
		Youngs honey	Pakistan	500g	1 box	16000
		Peptang	Kenya	500g	1 box	12500
		Bee native	USA	400g	2 boxes	12000

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Gulu	Mega Supermarket	Bee natural	UG	500g	12 pieces	6000
		Safa	Dubai	500g	1 box	14000
Gulu	Lero supermarket	East African organic honey	UG	400g	1 box	5000
		Bee natural	UG	500g	1 box	6000
		Pure tropical honey	UG	500g	1 box	5000
		Bushenyi	UG	500g	1 box	5000

Appendix 2: Data Collection Tool

The Uganda National Apiculture Development Organization (TUNADO) is a membership and national apex body mandated by the Government of Uganda under the Ministry of Agriculture Animal industry and Fisheries (MAAIF) to coordinate the apiculture industry. It is carrying out a survey to ascertain the different honey brands in the major supermarkets of Ugandan major towns. We therefore kindly request you to avail us with the necessary information. The information provided will be treated with highest confidentiality and for the purposes of generating information to help us execute our mandate and serve the sector better.

		oounu y j	000g, 010 <i>j</i>	month			
No	Honey brand	Source (e.g. country)	Specifications (250g, 500g, etc)	Quantities supplied per	Selling price		
6.	Please provide us with information on the different honey brands and their specifications in the table below						
	If yes, where do you source for this honey? a) locally b). regionally c). Internationally d) Others (specify)						
4.	Do you sell honey in the supermarket a). Yes b). No						
3.	Other branch location	าร:					
2.	Contact details (Tel,	Email, P.O. Box)					
1.	Name of supermarket:						

7.	Are there factors considered before awarding supply contract? If yes specify?
8.	Any other information that may be key to this honey survey?
9.	Is there any information or help you may need from TUNADO as an apex body for honey industry in Uganda?

Appendix 3: Research team

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Biryomumaisho Dickson holds Msc. Agroforestry and Bsc C. Forestry (1st class majoring in entomology) all of Makerere University-Kampala. He has over seven year vast experience working at managerial position managing both CSOs and private sector. Before joining TUNADO as Executive Director, he worked for Forestry and Environmental Development Network (FEDN- a non- for profit organization that promotes income generating projects that are environmentally friendly which included beekeeping among others), he also served as local expert for Export Promotion of Organic Products from Africa Programme, APAS, Rail seeds ltd. Specifically he has extensive knowledge on organizing multi-level national and continental events, agribusiness generating market information and product development in apiculture/beekeeping, agriculture, forestry and natural resource value chains. He has versed experience in developing and managing donor funded developmental projects, work plan/budget development, implementation and monitoring, financial management, policy and strategic plan formulation and implementation. Biryomumaisho has experience in managing, supervising, mentoring and strengthening staff to build team to achieve high level institutional performance. He has on several occasions provided consultancy services to both local and international organizations specifically REEC (improved charcoal stove), APAS (proposal development, research and analysis) NORAD (Grasshoppers), Bees for Development Uk (Uganda Honey Trade), The New Forests Company (feasibility of beekeeping project), ESCO-Kivu (Developing agroforestry system that integrates cocoa, trees and bees), FIEFOC (evaluation of beekeeping component), Chimpanzee Sanctuary and Wildlife Conservation Trust (Land use management), North Kigezi Diocese (Tree planting and beekeeping), National Organic Movement of Uganda (Organic honey project), Centre for Integrated Development (enterprise development).

Namala Mable Charity: Research coordinator Tel: +256772911719/: namalamc@tunadobees.org

Namala Mable Charity is qualified in community forestry with a Second Class (upper) honors degree and a Masters degree in agribusiness management from Makerere University, Kampala. She has over six years of experience in agriculture development training, project management and implementation. She has also developed a specific expertise in project management and appraisal, enterprise development, Business development services, market information services, training, monitoring and evaluation and Internal Control Systems (ICS) audits. She is also involved in business networking, linkages and posses very good writing skills having been part of teams writing documents for UNCTAD, ILO YEF and EPOPA-SIDA. Mable has been involved in doing consultancy work for Swiss Contact Uganda, Bees for Development, ILO, COOPI, Danish Embassy (B2B programme) and in DRC with Esco Kivu cocoa farmers under a GIZ project. Mable is well versed with quality management system standards because of the opportunity to work with organisations that have been ISO 9001:2008 certified where she was the head of management systems audit. Currently she is a programme Manager at TUNADO (The Uganda National Apiculture Development Organisation).

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