



# Pathfinder Logistics Solution Ltd

## Company Details

Pathfinder Logistics Solution Ltd

Located at Nyerere Road, Plot No. 137, Kipawa Industrial Area, Dar es Salaam, Tanzania

## Introduction

Pathfinder is a clearing and forwarding company with offices located at Nyerere Road, Plot No. 137, Kipawa Industrial Area, Dar es Salaam, Tanzania.

## Mission Statement

Our mission is to constantly exceed our customers' expectations by providing superior freight forwarding solutions in air, ocean and road services. We are cognizant of our unique customers' requirements and tailor our services accordingly. Our focus is not on the processes but the end result – the explicit delivery of shipments.

## Vision Statement

Pathfinder Logistics Solutions Ltd aims to be the undisputed market leaders and trend setters in the space of freight forwarding in Tanzania by providing real solutions and delivering high quality, innovative services to our customers.

## Core Values

- Transparency: we have an open channel of communication
- Quality: we are dedicated to customer driven
- Integrity and honesty: trust is our most important value
- Team work: we rely on each other for support and success of our activities
- Responsibility: we take responsibility for our actions
- Excellence: we continuously improve our services

## History & Background

Pathfinder Logistics Solution Ltd was registered in 2007. Mr Ahmed Huwel took ownership of the company in 2008. The company began by offering CFA services to Alliance One, Premium, and Tanzania Leaf Tobacco. Tanzania Leaf Tobacco, the only tobacco processing company in Tanzania (a

government-owned company based in Morogoro), was closed in 2016. Ahmed Huwel acquired the company in 2022 and renamed it Mkwawa Leaf Tobacco.

Today, Pathfinder operates as an in-house CFA to Mkwawa Leaf Tobacco, handling the exportation of 3,000 TEUs per season (which runs from August to May the following year), up from a maximum of 1,800 TEUs.

With the acquisition of the tobacco processing company, Pathfinder Logistics now serves a wide customer base including: Philip Morris, BMJ, Beluka, KT&G, Paj Trade, Cut Rag, among others. The company exports tobacco to Belgium, Germany, Russia, Portugal, South Africa, Poland, USA, Turkey, Dubai, UAE, and the Netherlands.

### **Products and Services**

- Place vessel bookings according to customers' requirements
- Deliver a food-grade empty container for stuffing of tobacco at the factory
- Deliver the stuffed container at an ICD in Dar es Salaam
- Begin fumigation process of the tobacco and acquire export documentation
- Deliver containers to port to catch target vessel
- Issue final documentations to customer including Bill of Lading for customs clearance at destination

### **Key Personnel**

- **Ahmed Huwel – Director and Principal**

A local investor shaking Tanzania's industrial environment. A fearless visionary exploring uncharted waters. He is also the owner and CEO of Mkwawa Tobacco Processing Ltd, Serengeti Cigarette Company, Mkwawa Water, Mkwawa Hunting, Safari Haulier, among others. With over 25 years in the tobacco industry, initially as a transporter, he later opened Pathfinder and acquired the plant. Passionate about hunting and safari rally.

- **Grace Nakolo – General Manager**

An accomplished manager with over 15 years of experience in managerial positions. She holds a first-class degree in Human Resource Management and brings a wealth of experience in people management, fleet coordination, budget management, and ensuring excellent customer service.

- **Dennis Mufuruki – Export & Import Manager**

A determined, hardworking professional with over 20 years of experience in clearing and forwarding, especially within the tobacco industry. Known for adaptability and social compatibility in dynamic work environments.

### **Our contact**

Email: [info@pathfinderlogistics.net](mailto:info@pathfinderlogistics.net)

Tel: +255 2842690

Address: Nyerere Road Plot No 137, Kipawa Industrial Area, PO Box 40425, Dar es Salaam, TANZANIA

### **Clients and Partners**

**Clients:**

- Philip Morris
- BMJ
- Beluka
- KT&G
- Paj Trade SA
- Cut Rag
- Incotrez SA
- Agrivest
- TTL

**Partners:**

- CMI – Fumigation Partner
- Safari Haulier – Sister company for transportation

**10. Certifications and Registrations**

- Business Licence issued by the Business Registration and Licensing Agency
- Registered with the Tanzania Revenue Authority and assigned a TIN
- Member of Tanzania Freight Forwarders Association (TAFFA)
- Registered Clearing and Forwarding Agent with Tanzania Shipping Agencies Corporation (TASAC)
- Registered for VAT
- Certificate of Incorporation