How to choose a produce supplier in Nairobi.



THE SHORT ANSWER

Choose a produce supplier on the price of what you can actually use, not the headline price, then on whether they deliver to your area at the time your kitchen needs, put things right when a delivery is wrong, and invoice and bill in a way your accounts can handle. Ask for a sample order before you commit, and compare at least two suppliers on the same list.

Start with what you actually use

Before you speak to a single supplier, write down what your kitchen used last week: every item, in the unit you use it in, and how much. Most kitchens buy the same twenty to forty items week after week. That list is the only fair way to compare suppliers, because it turns a conversation about one cheap item into a total for the whole week.

Keep the list in units that match how you cook. If you portion tomatoes by weight, list them by the kilo. If you use sukuma by the bunch, list bunches. The units guide explains how to convert when suppliers quote differently.

The seven things to check

01 **Prices you can see.** Can you see this week's price before you order, or do you find out on the invoice? A published price list lets you plan menus and spot changes early.

02 **Units that match yours.** Is a "bunch" of dhania the same size every week? Is a crate weighed? Ask how each of your main items is sold.

03 **Delivery to your area, at your time.** Ask which areas they deliver to, which days, and whether they can arrive before prep starts. A cheaper delivery at the wrong time costs you a shift.

04 **Consistent quality.** One good delivery proves little. Ask how produce is checked before it leaves, and what ripeness they send for tomatoes, avocados and bananas.

05 **What happens when something is wrong.** Ask how to report a short weight or a bad crate, how fast it is replaced or credited, and who you call.

06 **A minimum order you can meet.** Check the minimum order value and any delivery charge, and whether smaller top-up orders are possible.

07 **Payment and invoices that fit your accounts.** Pay on order, on delivery or on account? Are invoices eTIMS invoices? Can your accountant reconcile them easily?

Compare the real cost, not the headline price

The cheapest price per kilo is not always the cheapest week. When you compare two suppliers on the same list, add these to the price:

COST	WHAT TO ASK	WHY IT MATTERS
Waste	How much of each delivery do we throw away?	Bruised tomatoes and wilted greens are paid for but never cooked.
Short weights	Does a weighed sample match the invoice?	A crate that is 10% light is a 10% price rise you cannot see.
Staff time	Who orders, chases and collects?	An hour a day at the market is a wage, not a saving.
Transport	Is delivery included, and is it on time?	Fuel, fares and late starts add up across a month.
Cash flow	When do we pay?	Paying on account frees cash for the rest of the business.

> The receiving checklist is the easiest way to measure waste and short weights for a few weeks before you decide.

Questions to ask before you switch

- [ ] **"Can I see this week's prices for my list?"** A supplier who cannot price your list in writing will be hard to plan around.
- [ ] **"Which areas do you deliver to, and at what time can you arrive?"**
- [ ] **"How do I report a problem with a delivery, and how is it put right?"**
- [ ] **"What is the minimum order, and is delivery charged?"**
- [ ] **"Can I pay on account, and are your invoices eTIMS invoices?"**
- [ ] **"Can I try a sample before the first full order?"**

How Wapishi answers those questions

QUESTION	WAPISHI
Prices	Published every week on the price list, and live in the online shop when you order.
Delivery	14 areas in and around Nairobi, at a time agreed with your kitchen, with early-morning and night deliveries on request. See delivery areas.
Minimum order	KSh 5,000.
Payment	30-day accounts with Wapishi Wallet for qualified partners. See kitchen credit.
Invoices	eTIMS invoices.
Trying us first	A free sample pack on request, by WhatsApp on 0769 912 227.

To compare us fairly, price your usual list against the current price list, then check a few staples such as tomatoes, onions and sukuma against what you pay today. The vegetables and fruits pages list everything we stock.

Run a two-week trial

Do not switch everything at once. Move part of your weekly list to the new supplier for two weeks, keep the rest with your current one, and use the same receiving check for both. At the end, compare the total cost of the items you actually cooked, how often deliveries arrived when you needed them, and how problems were handled. That comparison, not a single good delivery, is what tells you which supplier to keep.

Quick answers

How many produce suppliers should a restaurant use?

Most kitchens do best with one main supplier for the weekly list and one backup they have ordered from before. Splitting every order across many suppliers costs more time than it saves.

Is buying at Marikiti or Wakulima cheaper than using a supplier?

The market price per kilo is often lower, but the real cost includes staff time, transport, the early start and what is lost to bruising and short weights. Compare the full cost of a week, not the price of one crate.

Should a new supplier give me a sample?

A good supplier will let you judge quality before you commit. Wapishi gives a free sample pack on request, by WhatsApp.

What should I ask about payment?

Ask whether you pay on delivery, by M-Pesa or on account, how long the account terms are, and whether invoices are eTIMS invoices your accountant can use.

How do I compare supplier prices fairly?

Put the same list, in the same units, to each supplier and compare the total. A bunch, a piece and a kilo are not the same thing, so convert to the unit you actually use.

Buying for a kitchen in Nairobi?

Wapishi supplies fresh produce and kitchen staples to restaurants, hotels, caterers and canteens. Prices are published every week, and the latest version of this guide is online.

Read online	**info.wapishi.online/guides/choose-fresh-produce-supplier-nairobi/**
Prices	**info.wapishi.online/prices**
Order	**wapishi.online**
Call or WhatsApp	**0769 912 227 · 0721 874 478**
Email	**info@wapishi.online**

Updated 12 November 2026. © Wapishi. You may print and share this guide unchanged.