Below is a set of CSV contents tailored for a CRM focused on logistics, shipping, warehousing, and freight services in East African countries (Kenya, Tanzania, Uganda, Rwanda, Burundi, Ethiopia, Somalia, South Sudan, Djibouti). Copy/paste each section into separate .csv files. I adjusted addresses, ports, carriers, lanes, and sample data to reflect the East Africa region.

Notes:

* Dates use ISO 8601 (UTC).
* Currency is USD unless otherwise noted.
* IDs use short prefixed strings. Keep uniqueness if you expand.
* Fields containing commas are quoted.

**Customers.csv**

customer\_id,name,type,industry,website,main\_phone,billing\_address,created\_at,status,default\_account\_id  
CUST-001,"Nairobi Agro Exports Ltd","Shipper","Agriculture","https://nairobiexports.example","+254706787860","Block A, Riverside Drive, Nairobi, Kenya","2025-01-05T09:12:00Z","Active","ACC-001"  
CUST-002,"Dar Logistics Retailers","Consignee","Retail","","+255-22-555-2233","Kivukoni St, Dar es Salaam, Tanzania","2025-02-12T14:30:00Z","Active","ACC-002"  
CUST-003,"Addis Pharma Distributors","Shipper","Pharmaceuticals","https://addispharma.example","+251-11-555-7788","Bole Rd, Addis Ababa, Ethiopia","2025-03-20T11:05:00Z","Prospect","ACC-003"  
CUST-004,"Kampala Cold Chain Ltd","Third-Party","Cold Chain","https://kampalacold.example","+256-312-555-3344","Entebbe Rd, Kampala, Uganda","2025-04-01T08:00:00Z","Active","ACC-004"

**Contacts.csv**

contact\_id,customer\_id,first\_name,last\_name,role,email,phone,preferred\_contact\_method,created\_at  
CONT-001,CUST-001,Grace,Mwikali,Logistics Manager,[grace.mwikali@nairobiexports.example](mailto:grace.mwikali@nairobiexports.example),+254-722-111-001,Email,2025-01-05T09:20:00Z  
CONT-002,CUST-002,Mohammed,Saleh,Operations,[m.saleh@darlogistics.example](mailto:m.saleh@darlogistics.example),+255-713-222-333,Phone,2025-02-12T14:35:00Z  
CONT-003,CUST-003,Selam,Zewdie,Billing,[selam.z@addispharma.example](mailto:selam.z@addispharma.example),+251-911-333-444,Email,2025-03-20T11:10:00Z  
CONT-004,CUST-004,John,Bikendi,Warehouse Manager,[jbikendi@kampalacold.example](mailto:jbikendi@kampalacold.example),+256-772-444-555,Phone,2025-04-01T08:10:00Z

**Accounts.csv**

account\_id,account\_name,parent\_account\_id,billing\_contact\_id,billing\_cycle,credit\_limit,created\_at,status  
ACC-001,"Nairobi Exports Billing",,CONT-001,Net30,40000.00,2025-01-05T09:15:00Z,Active  
ACC-002,"Dar Retail Billing",,CONT-002,Net45,15000.00,2025-02-12T14:40:00Z,Active  
ACC-003,"Addis Pharma Billing",,CONT-003,Prepaid,10000.00,2025-03-20T11:12:00Z,Prospect  
ACC-004,"Kampala Cold Billing",,CONT-004,Net30,20000.00,2025-04-01T08:15:00Z,Active

**Leads.csv**

lead\_id,company\_name,contact\_name,contact\_email,contact\_phone,source,interest\_level,lead\_status,created\_at,assigned\_to  
LEAD-001,"Mombasa Fresh Foods","Asha Mohamed",[asha.m@mfresh.example](mailto:asha.m@mfresh.example),+254-41-700-9000,Referral,High,New,2025-03-01T10:00:00Z,user\_ke\_01  
LEAD-002,"Gulf East Freight","Rashid Omar",[rashid.o@gulfeast.example](mailto:rashid.o@gulfeast.example),+251-11-700-8000,Trade Show,Medium,Contacted,2025-02-20T15:30:00Z,user\_et\_02

**Opportunities.csv**

opp\_id,customer\_id,title,description,value,currency,stage,expected\_close\_date,probability,created\_at,assigned\_to  
OPP-001,CUST-001,"Quarterly Exports to MENA","Consolidated sea exports of avocados and mangoes via Mombasa to Jeddah",32000.00,USD,Quote,2025-04-30,65,2025-03-10T09:00:00Z,user\_ke\_01  
OPP-002,CUST-003,"Pharma Airlift to Nairobi","Air freight for time-sensitive pharmaceuticals from Addis Ababa to Nairobi",18000.00,USD,Negotiation,2025-05-15,55,2025-03-25T08:45:00Z,user\_et\_02  
OPP-003,CUST-004,"Cold Chain Distribution Uganda","Regional cold chain warehousing and distribution for Kampala-based importer",15000.00,USD,Quote,2025-06-01,50,2025-04-05T10:10:00Z,user\_ug\_03

**Shipments.csv**

shipment\_id,reference\_number,customer\_id,shipper\_contact\_id,consignee\_contact\_id,origin\_address,destination\_address,service\_mode,service\_level,pickup\_date,estimated\_delivery\_date,actual\_delivery\_date,weight\_kg,volume\_m3,freight\_terms,status,carrier\_id,rate\_id,created\_at  
SHIP-KE-0001,REF-NAIROBI-2025-001,CUST-001,CONT-001,CONT-011,"Warehouse A, Riverside Drive, Nairobi, Kenya","Jeddah Port, Saudi Arabia","Ocean","Standard",2025-04-01T08:00:00Z,2025-04-18T18:00:00Z,,9800.0,36.0,CIF,In Transit,VEND-KE-01,RATE-KE-1001,2025-03-20T12:00:00Z  
SHIP-TZ-0002,REF-DAR-450,CUST-002,CONT-002,CONT-012,"Kivukoni St, Dar es Salaam, Tanzania","Kampala Distribution Center, Uganda","Road","Economy",2025-05-10T06:00:00Z,2025-05-13T20:00:00Z,2025-05-13T18:00:00Z,1500.0,12.5,DAP,Delivered,VEND-TZ-05,RATE-TZ-2002,2025-05-08T10:00:00Z  
SHIP-ET-0003,REF-ADDIS-088,CUST-003,CONT-003,CONT-001,"Bole Airport Cargo Village, Addis Ababa, Ethiopia","Jomo Kenyatta Intl Cargo, Nairobi, Kenya","Air","Expedited",2025-05-02T04:00:00Z,2025-05-03T12:00:00Z,,1200.0,3.8,DDP,Pending,VEND-ET-09,RATE-ET-3003  
SHIP-KE-0004,REF-MOMBASA-2025-009,CUST-001,CONT-001,CONT-020,"Mombasa Port Container Yard, Kenya","Port of Djibouti, Balbala, Djibouti","Ocean","Standard",2025-04-10T09:00:00Z,2025-04-15T20:00:00Z,2025-04-15T19:30:00Z,6000.0,22.0,CIF,Delivered,VEND-DJ-02,RATE-DJ-4001,2025-03-25T14:00:00Z

**Packages.csv**

package\_id,shipment\_id,package\_type,quantity,weight\_kg,dimensions\_cm,content\_description,hazardous,declared\_value,created\_at  
PKG-KE-1001,SHIP-KE-0001,Container,1,9800.0,"605x244x259","Fresh avocados and mangoes",false,98000.00,2025-04-01T08:05:00Z  
PKG-TZ-1002,SHIP-TZ-0002,Pallet,10,1500.0,"120x100x150","Assorted retail goods",false,12000.00,2025-05-10T06:05:00Z  
PKG-ET-1003,SHIP-ET-0003,Carton,300,1200.0,"60

package\_id,shipment\_id,package\_type,quantity,weight\_kg,dimensions\_cm,content\_description,hazardous,declared\_value,created\_at  
PKG-KE-1001,SHIP-KE-0001,Container,1,9800.0,"605x244x259","Fresh avocados and mangoes",false,98000.00,2025-04-01T08:05:00Z  
PKG-TZ-1002,SHIP-TZ-0002,Pallet,10,1500.0,"120x100x150","Assorted retail goods",false,12000.00,2025-05-10T06:05:00Z  
PKG-ET-1003,SHIP-ET-0003,Carton,300,1200.0,"60x40x40","Temperature-controlled pharmaceuticals",false,45000.00,2025-05-02T04:10:00Z  
PKG-KE-1004,SHIP-KE-0004,Container,1,6000.0,"605x244x259","Industrial spare parts",false,60000.00,2025-04-10T09:10:00Z

**TrackingEvents.csv**

event\_id,shipment\_id,event\_timestamp,location,status,details,recorded\_by  
EVT-KE-9001,SHIP-KE-0001,2025-04-02T16:30:00Z,"Mombasa Port, Kenya",Departed,"Vessel MV Kilifi departed berth 4","system"  
EVT-KE-9002,SHIP-KE-0001,2025-04-16T06:00:00Z,"Red Sea waypoint","Arrived","Reached waypoint, ETA Jeddah 24h","carrier\_ops"  
EVT-TZ-9003,SHIP-TZ-0002,2025-05-10T08:15:00Z,"Dar es Salaam, TZ",Picked Up,"Local carrier collected pallets from retail hub","agent\_21"  
EVT-TZ-9004,SHIP-TZ-0002,2025-05-13T18:00:00Z,"Kampala Distribution Center, Uganda",Delivered,"Signed by receiver: Emmanuel K.","driver\_07"  
EVT-ET-9005,SHIP-ET-0003,2025-05-02T06:30:00Z,"Bole Airport Cargo Village, Addis Ababa, ET",Departed,"AWB issued, on board flight ET104","system"  
EVT-KE-9006,SHIP-KE-0004,2025-04-15T19:30:00Z,"Port of Djibouti, Djibouti",Delivered,"Customs cleared and delivered to consignee yard","port\_agent"

**Warehouses.csv**

warehouse\_id,name,address,city,country,contact\_phone,capacity\_pallets,temperature\_controlled,hours,created\_at,manager\_contact\_id  
WH-KE-01,"Nairobi Cold Hub","Riverside Industrial Park, Nairobi, Kenya",Nairobi,Kenya,+254-20-555-0199,1200,true,"Mon-Sat 06:00-20:00",2024-11-01T08:00:00Z,CONT-001  
WH-TZ-02,"Dar Crossdock","Kurasini Area, Dar es Salaam, Tanzania",Dar es Salaam,Tanzania,+255-22-555-3344,600,false,"24/7",2023-06-15T08:00:00Z,CONT-002  
WH-UG-03,"Kampala Cold Storage","Entebbe Rd Industrial Park, Kampala, Uganda",Kampala,Uganda,+256-312-555-3344,800,true,"Mon-Fri 07:00-19:00",2025-01-10T09:00:00Z,CONT-004  
WH-DJ-04,"Djibouti Free Zone Yard","Balbala, Djibouti",Djibouti,Djibouti,+253-21-400-700,1500,false,"24/7",2022-09-01T07:30:00Z,CONT-020

**Inventory.csv**inventory\_id,warehouse\_id,sku,description,quantity\_on\_hand,quantity\_allocated,uom,lot\_number,expiry\_date,last\_counted\_at  
INV-KE-5001,WH-KE-01,SKU-NAIROBI-AVO,"Fresh Avocado Crate",1200,300,Crate,LOT-202504,2025-07-15,2025-04-05T07:30:00Z  
INV-TZ-5002,WH-TZ-02,SKU-DAR-APP,"Retail Apparel Pallet",400,40,Pallet,LOT-202503,,2025-03-20T10:00:00Z  
INV-UG-5003,WH-UG-03,SKU-KAMP-ICE,"Frozen Fish Boxes",800,150,Box,LOT-202502,2026-02-01,2025-04-20T09:15:00Z  
INV-DJ-5004,WH-DJ-04,SKU-DJ-SPARE,"Industrial Spare Parts",300,20,Each,, ,2025-03-01T12:00:00Z

**FreightRates.csv**

rate\_id,carrier\_id,origin,destination,service\_mode,service\_level,min\_weight\_kg,max\_weight\_kg,rate\_per\_kg,flat\_fee,currency,effective\_start,effective\_end,notes  
RATE-KE-1001,VEND-KE-01,"Mombasa, Kenya (MBA)","Jeddah, Saudi Arabia (JED)",Ocean,Standard,1000,20000,0.45,1200.00,USD,2025-01-01,2025-12-31,"Includes port handling and export docs"  
RATE-TZ-2002,VEND-TZ-05,"Dar es Salaam, Tanzania (DAR)","Kampala, Uganda",Road,Economy,0,2000,0.95,50.00,USD,2025-03-01,, "Inland trucking between TZ-UG lanes"  
RATE-ET-3003,VEND-ET-09,"Bole, Addis Ababa (ADD)","NBO, Nairobi (NBO)",Air,Expedited,0,2000,4.20,350.00,USD,2025-04-01,2025-10-01,"Priority pharma handling and cool chain"  
RATE-DJ-4001,VEND-DJ-02,"Mombasa, Kenya (MBA)","Djibouti Port (DJ)",Ocean,Standard,500,15000,0.55,900.00,USD,2025-02-01,2025-11-30,"Feeder service to Red Sea transshipment"

**Vendors.csv**

vendor\_id,name,vendor\_type,contact\_name,contact\_phone,contact\_email,license\_number,rating,created\_at  
VEND-KE-01,"Kenya Coastal Lines","Carrier - Ocean","Samuel Otieno","+254-41-700-1100",[s.otieno@kcl.example](mailto:s.otieno@kcl.example),KCL-550,4.1,2018-06-10T09:00:00Z  
VEND-TZ-05,"Zanzibar Road Carriers","Carrier","Amin Hassan","+255-713-555-200",[a.hassan@zrc.example](mailto:a.hassan@zrc.example),ZRC-221,4.3,2019-09-15T10:30:00Z  
VEND-ET-09,"EthioAir Cargo","Carrier - Air","Mulugeta Bekele","+251-11-700-700",[m.bekele@ethioair.example](mailto:m.bekele@ethioair.example),EAC-900,4.5,2016-03-22T11:00:00Z  
VEND-DJ-02,"Djibouti Feeder Lines","Carrier - Feeder","Fatouma Ali","+253-21-410-900",[f.ali@dfl.example](mailto:f.ali@dfl.example),DFL-100,4.0,2020-01-05T08:00:00Z

**Invoices.csv**

invoice\_id,invoice\_number,account\_id,customer\_id,shipment\_id,invoice\_date,due\_date,amount\_subtotal,tax\_amount,total\_amount,currency,status,paid\_date,related\_documents  
INV-KE-

invoice\_id,invoice\_number,account\_id,customer\_id,shipment\_id,invoice\_date,due\_date,amount\_subtotal,tax\_amount,total\_amount,currency,status,paid\_date,related\_documents  
INV-KE-9001,INV-2025-0001,ACC-001,CUST-001,SHIP-KE-0001,2025-04-25,2025-05-25,12000.00,960.00,12960.00,USD,Sent,,BOL-KE-001;RATE-KE-1001  
INV-TZ-9002,INV-2025-0002,ACC-002,CUST-002,SHIP-TZ-0002,2025-05-14,2025-06-13,1800.00,144.00,1944.00,USD,Paid,2025-05-15,PROOF-TZ-450;RATE-TZ-2002  
INV-ET-9003,INV-2025-0003,ACC-003,CUST-003,SHIP-ET-0003,2025-05-06,2025-06-06,9500.00,760.00,10260.00,USD,Draft,,AWB-ET-104;RATE-ET-3003

**Tasks.csv**

task\_id,subject,related\_to,assigned\_to,priority,due\_date,status,created\_at,description  
TASK-KE-001,"Confirm phytosanitary certificate","Shipment:SHIP-KE-0001",user\_ke\_01,High,2025-04-05T12:00:00Z,Open,2025-03-22T09:00:00Z,"Ensure export phytosanitary certificate uploaded and matches shipment manifest."  
TASK-ET-002,"Validate pharma cold chain","Shipment:SHIP-ET-0003",user\_et\_02,High,2025-05-02T05:30:00Z,In Progress,2025-04-28T08:00:00Z,"Confirm temperature logs and cool chain integrity for AWB ET104."  
TASK-DJ-003,"Confirm transshipment documentation","Shipment:SHIP-KE-0004",user\_dj\_01,Medium,2025-04-14T15:00:00Z,Completed,2025-03-30T10:00:00Z,"All transshipment docs submitted to Djibouti port agent."

**Notes.csv**

note\_id,related\_to,author\_id,note\_text,created\_at  
NOTE-KE-7001,"Shipment:SHIP-KE-0001",user\_ke\_01,"Customer requested daily ETA updates while at sea.",2025-04-03T10:00:00Z  
NOTE-ET-7002,"Shipment:SHIP-ET-0003",user\_et\_02,"Pharma consignee requires cold chain certificate on delivery.",2025-05-01T11:45:00Z  
NOTE-DJ-7003,"Shipment:SHIP-KE-0004",user\_dj\_01,"Customs release completed; consignee collecting at 09:00 local time.",2025-04-15T07:30:00Z