

AFRICAN

FINE COFFEES

REVIEW MAGAZINE

January-March 2017 | Volume 7 | Issue 2

**AFCA LAUNCHES
REGIONAL SPECIALITY
COFFEE AUCTION**

**SCAA PORTRAIT
COUNTRY **KENYA**,
HOSTS **USA** BUYERS**

MAHABUB AWEL
50 YEARS OF TRADING IN ETHIOPIA



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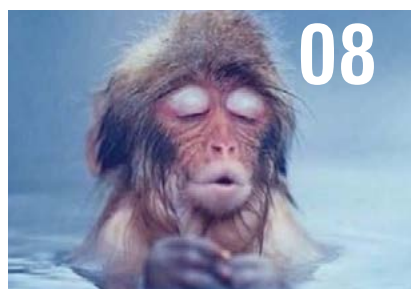
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A WORD FROM THE AFCA CHAIRMAN



Whether it was through cover page personalities or as company profiles, it has been our editorial mission to promote our members and stakeholders that are making a real change on the African Coffee Landscape!

Dear AFCA Members, I bring you greetings from the Secretariat Team at AFCA Kampala.

It has been a privilege to watch the African Fine Coffees Review Magazine grow from strengthen to strengthen in design quality, distribution, outreach and regional relevance.

Whether it was through cover page personalities or as company profiles it has been our editorial mission to promote our members and stakeholders that are making a real change on the African Coffee Landscape! On a sad note, we share our condolences with the International Coffee Organisation for their loss of their Executive Director and longtime friend of Africa's Coffee Industry – Roberio Silva. May his soul rest in peace.

In this issue of the conference magazine we shall feature as the cover page personality Mustefa Mahubub as the first Ethiopian to grace the cover page but also as a 2nd Generation coffee exporter!

We have special reports from the recently concluded SCAA Trip to Kenya, the South African Coffee Industry and the Launch of first ever regional specialty Coffee Auction.

We shall also join in celebrating Taylor Winch in celebrating 50 years anniversary. Congratulations to them!

In this issue we also capture the list of members to receive member awards at the 15th AFCC & E and also add a new section called the "Who is Who" of African Coffee!

We recognize the support of Advertisers – Mullege Coffee, Toper Roasters and Linkage Africa!

Enjoy the Magazine and the 15th AFCC & E in Addis Ababa, Ethiopia!

Abdullah Bagersh

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Mahabub Awel
General Manager, Mulege PLC

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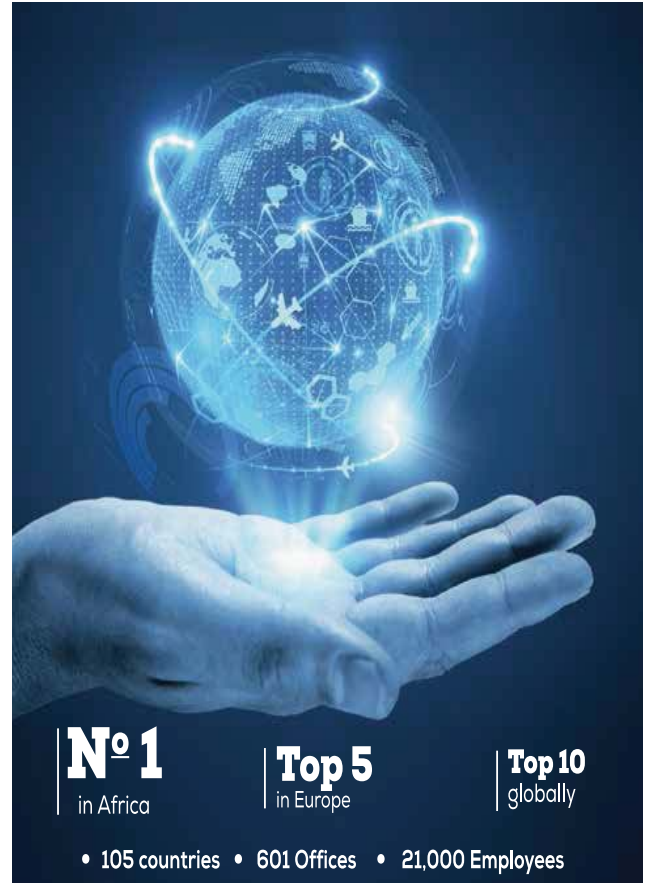
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IN KENYA SINCE 1968...

and a strong presence in East Africa with agencies in Uganda, Tanzania, Rwanda, Burundi, Sudan, South Sudan, Ethiopia and Djibouti. Our services include:



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FAREWELL ROBÉRIO OLIVEIRA SILVA

On the 4th January 2017, the International Coffee Organization (ICO) announced the sad and unexpected news that its Executive Director, Mr. Robério Oliveira Silva, died at his home in Brazil on 30 December 2016.

Mr Silva took up his post as Executive Director on 1 November 2011. After graduating in Economics from the Federal University of Minas Gerais in Brazil, Mr Silva concentrated on the field of commodities, particularly coffee. He worked in several capacities within the Brazilian Government before becoming the Director of the Coffee Department at the Brazilian Ministry of Agriculture, Livestock and Food Supply in Brasília.

During his tenure at the ICO he increased the ICO's membership by 11 new Members and initiated discussions with several potential new Members.

He addressed climate change issues and oversaw collaboration with public-private partnerships such as IDH and the Global Coffee Platform together with gender equality, facilitating the participation of the International Women's Coffee Alliance. He also introduced, in conjunction with the InterAfrican Coffee Organisation and the African Development Bank, the Africa Coffee Facility, an instrument to provide funding for coffee sector development projects in Africa. He initiated the review of the strategic goals of the Organization to meet the current challenges facing the coffee industry. Finally, he generated cost savings which enabled Members' contributions to remain static for several years, and organised three major global coffee conferences.

He was a great friend of the African Fine Coffees Association and continuously supported our efforts to further producer stakeholder engagement and growth! We shall keep him, his family & the ICO Staff in our prayers. May he rest in peace!

PROFILES



Dirk Sickmuller

started his coffee career in 1991 with Volcafe in Switzerland before enjoying two years as a roaster buyer with Gustav Paulig in Finland. Returning to his country of origin – Kenya - in 1995, he took up senior roles with Volcafe subsidiaries in both Kenya and Tanzania and has been Managing Director of Taylor Winch (Coffee) Ltd. since 1999. Dirk also serves as a long standing committee member on the Kenya Coffee Traders Association (KCTA) as well as the Nairobi Coffee Exchange (NCE).



Sarah Schach

has been an AFCA Board member since 2011. She has represented the South African Chapter on the AFCA Board. Since the re-election of the Board in February 2014, she currently holds the title of Treasurer. Sarah was a member of the steering committee of AFCA's Women, Youth & Gender program, and feels passionate about women's rights, especially in the coffee industry and helping women to uplift themselves and have equal rights. She has been instrumental in the advancement of this program. She is also in charge of the Coffee Department at WM. Cahn based in South Africa.



Benson Apuoyo

is the Interim Manager, Agriculture and Food Authority- Coffee Directorate and he has a wide experience in coffee production and marketing. He holds a Bachelors of Commerce Degree (Marketing Option) from the University of Nairobi. He also holds an MBA from the same University. Currently, he is a PhD student in Business Administration at Kenyatta University where he is scheduled to defend his Thesis in mid-2017.



Mahabub Awel

is the son of the founder of Mullege Mustafa Awel. Mahabub's exposure to Mullege as an apprentice gave him the necessary skill set to branch off to form his own coffee exporting company Adulina Coffee PLC with a focus on premium coffee. They began their own brand of Mullege over twelve years ago with their first export volume of approximately 500 tons of coffee.



Thank you for
your contributions
to this issue of the
magazine

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@BOpenNordic to arrange 2 special events in
2017 to promote #eastaffrican #Coffee



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sample Kenyan coffee. The event is being
organised by @AFCA_COFFEE



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between April 17 and 23 next year.
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50 YEARS OF TRADING IN ETHIOPIA

Mullege PLC is one of the leading coffee exporters in Ethiopia and has been in the coffee business for over three decades. We exclusively trade Green Arabica Coffee Beans from Ethiopia and offer the naturally pulped washed coffee and the Naturally Sun Dried Coffee Beans. Our clientele has now expanded to four continents across the globe.

Our Beginning

Mullege's inception began in 1955 by **Awal Ishaq** who had a great vision but with little means to fulfill it. Awal began as a small coffee supplier to exporters and educated his son Mustafa who used to unilaterally negotiate prices with farmers to sell to exporters by using donkeys as transportation in the early 1970s. Mustafa's sagacious business approach allowed the business to blossom, and by 1996, Mullege went from a small supplier to an exporter with fully loaded coffee containers.



Mullege now has clients in twenty-seven countries in four continents worldwide. From the vision of a small coffee supplier, to an internationally known exporter, within three generations, Mullege has soared to unprecedented success through a strong foundation, innovative ideas, and persistent dedication.

We now have two major plants located in the capital city of Addis Ababa in Ethiopia that processes and exports green coffee beans, with fully equipped logistic operations. Our annual production capacity of coffee is 22,000 tons. We have our own exclusive state-of-the-art warehouse with a capacity to hold over 5,000 tons of coffee. We own and operate forty-five trucks that transport coffee from our warehouse to the ports.

In the last ten years, we have grown to a nationally recognized freight service provider with an annual revenue exceeding 3.5 Million USD. Furthermore, we have one of the best coffee quality control centers at the heart of our main office, ensuring that

each order gets the special attention that exceeds clients' expectations.

The Mullege Coffee Estate The farm is located in the Southern Nations and Nationalities People State known as KAFA ZONE in the BITTA WOREDA and TUGA KEBELE.

Coffee: Kafa Type and Forest coffee with indigenous trees covering the entire farm. It has the Gesha nativity with Limu cup profile.

REGION:

Kaffa

ALTITUDE:

1,900 – 1,950 masl

STANDARD EXPORT PREP:

Natural and Washed

MUNICIPALITY:

Bitta (Bet'a)

GENETIC VARIETIES:

Heirloom Typica

PROCESSING METHOD:

Natural and Washed

DRYING METHOD:

Sun dried on raised Africa beds

Farm Size:

1000 hectares (2471.05 Acre)

Mullege Coffee is USDA Organic, Café Practices, 4C and Rainforest alliance certified.

The Company has several coffee pulping and hulling stations around the country.

Mullege's Export Experience at a glance:

1990 relocated the business to Addis Ababa.

1996 the first coffee export of 396 tons.

2006 reached 20,000 tons of coffee export.

2008/09 achieved the national highest coffee export at 23,733 tons.

Our clients include some of the major coffee trading houses in Europe and Japan and roasters all over the world

2 Export coffee processing plants in Addis Ababa

A state of the art warehouse with an area of 6000 square meters.



For more information about Mullege we invite you to visit – www.mullege.com





the South African Coffee Industry



In South Africa, the coffee culture has grown tremendously over the past ten years and more especially in the last five years. It is unusual to walk down a street in any urban area in South Africa without coming across a coffee shop. Chances are that it won't only be one of a chain of coffee shops, but a unique, stand-alone shop. There is a gush in the number of people who are drinking coffee and this is impacting on awareness and quality.

The South African coffee history goes back as far as the early 1900's. Thomas William Beckett founded T W Beckett & Company in 1875 with his grocery shop in Pretoria, later expanding it into a much bigger shop. Thomas Beckett and his co-directors James Hill and John Paddon and with stores in both Pretoria and Johannesburg, were joined by Phillip Gawith in the early 1900's. In 1912 they established their Durban office and followed by their first tea and coffee factory, in Durban. T W Beckett formed a partnership in the late 1930's with the chicory farmers around Alexandria, which assisted them during the war years of limited coffee supply, to keep the shelves filled with coffee and chicory mixed products.

House of Coffees was started in 1964 by the Parginos and Argyris families (three brothers each) with their coffee shop and instore roastery in the city center. This was a very splendid shop that would still outshine many of today's coffee shops! Subsequently, they opened a factory and the company progressed into the retail industry in the early 1970's, when they started to install roast bean display



hoppers in hundreds of corner cafes nationally, with single origin and special blend offerings of coffee. In the larger Supermarkets they offered similar varieties of coffees in packets and in store grinders. House of Coffees was renowned for having demonstration staff to encourage South African consumers to enjoy fine roast coffees.

Peacock Tea & Coffee, Masterton Coffee Specialists, J Strauss and Southalls are some of the other long established businesses in South Africa, which are still operating and trading today. W M Cahn (Pty) Limited and I & M Smith have both been operating as tea brokers and green coffee brokers for more than six decades with I & M Smith having celebrated their 100th birthday last year. Sevenoaks Trading have been operating as coffee brokers as well for the past fifteen years.

Owing to the growth of the coffee industry in South Africa and especially with the interest in the coffee culture as a whole, there was a need to form a coffee association. Under the visionary banner of having a "United Passion for Coffee", the Specialty Coffee Association of

South Africa was formed. SCASA is an association of coffee industry players, from all sectors of the industry in Southern Africa. Their mission is to promote both the consumption of quality coffees and the recognition of the employees of the industry within Southern Africa. SCASA developed the South African Barista Championships and this national competition has been running successfully for more than five years already.

In relation to the large population in South Africa (about 53 million people), we are a small consuming country per capita. Latest available figures estimate consumption at around 28 million kilos, with instant coffee still being the major coffee consumed (around 19 million kgs). South Africa has been a late developer in terms of the trend of roast & ground coffee, however, the excitement and interest in drinking coffee has certainly taken off in recent years. The number of roasters is growing continuously, from home roasters to micro and artisanal roasters. There are numerous medium sized roasters and three major roasters in South Africa.

Historically Lipton, Nestle and National Brands (now Entyce Beverages) were the major roasters in South Africa. Lipton has been out of the coffee market for a number of years, whilst Famous Brands have become a big player. These roasters are primarily supplying the retail, hotel and hospitality industry. There are a number of chains of coffee shops, such as Mugg & Bean, Vida E and Seattle. A recent trend has been to create coffee bars inside petrol station forecourt as the need for freshly brewed coffee grows. The arrival of Starbucks and Dunkin Donuts in South Africa brought some apprehension but it appears that there are enough consumers to keep all coffee shops buzzing with business

There is no question that South Africa's coffee culture is growing in leaps and bounds. Craft coffee roasters are doing their part to power a coffee community with the breadth and depth to rival any

major city globally. The creation and resurgence of Specialty coffee shops in South Africa has brought with it an intense interest to constantly pioneer new and unique ways to experience coffee. These roasters and coffee shop owners aspire to produce high quality coffee, considering coffee as an artisanal foodstuff and not a commodity. The third wave of coffee movement roasters seek to build stronger relationships, by visiting producing countries regularly, becoming familiar with all stages of production at coffee farm level. Cementing and boosting relationships between coffee growers, traders, and roasters will help improve their final result. They aim to create a higher quality final product by micro-roasting. Direct trade or relationship coffee is an important aspect although many of the micro or smaller roasters in South Africa appear not to have visited coffee growing regions as yet.

The small and micro roasters of the South African coffee industry aspire to the highest form of culinary appreciation of coffee, so that one may appreciate enhancements of flavour, varietal and growing region. High Quality/ Specialty beans and single origin coffee, together with lighter roasts are a vital component.

Walking into a coffee shop you can expect to be offered several brewing methods, from French Press, Espresso, Aeropress and Cold Brew to name but a few, with well-trained barista's ready to serve you. Through the development and progress of the SA Barista Championships, the rivalry is becoming tougher and Baristas' are improving their skills constantly. South Africa is proud to have Truth Coffee named as the no.1 coffee shop globally by the UK's Daily Telegraph and we have an abundance of outstanding and unique coffee shops all over South Africa.

The South African coffee industry and culture will still grow from strength to strength and we look forward to experiencing all the new exciting methods that both corporate and artisanal roasters will no doubt cultivate and allow us to feast our taste buds on

SCAA PORTRAIT COUNTRY KENYA, HOSTS USA BUYERS



Members of the Coffee Kenya Origin Trip pose for a photo at Hill Farm in Nyeri County



Guests at networking dinner at Radisson Blu Hotel Nairobi

Members of the Coffee Kenya Origin Trip pose for a photo at Hill Farm in Nyeri County. As part of her international marketing segmentation for the specialty coffee trade promotion, Kenya won the 2017 Specialty Coffee Association of America (SCAA) Portrait Country Symposium and Exhibition which will be held from 19th to 23rd April, 2017 in Seattle, Washington, USA. To realize economic gains as a strategy in the Demand Side Increased Return (DSIR), Kenya hosted 31 coffee stakeholders mostly buyers from 9 countries for a six-day visit of the coffee value chain players from 28th November to 3rd December, 2016. This journey christened the "Coffee Kenya Origin Trip" acted as a virtuous circle journey, in which case the early adoption of Kenyan coffee products and services will help build momentum for future adoption of her coffee products and services not only during the SCAA exhibition in Seattle, Washington, but also in the global coffee world. The visiting coffee buyers comprised of members from the following countries as indicated in the table below:

No	Name of the country	Number of visitors
1	United States of America (USA)	15
2	Columbia	1
3	Thailand	4
4	Myanmar	1
5	Australia	4

6	Taiwan	2
7	Hong Kong	2
8	Canada	1
9	Ukraine	1
Total		31

The Origin Trip was designed to give the buyers real time experience in the contextual coffee business in Kenya from farm to cup. The visit of the entire coffee value chain players in the Kenyan coffee industry could not have come at a better time when the coffee marketing was undergoing restructuring following recommendations of the Presidential Task Force on Coffee. About 19 coffee centres and other related areas were visited within six days which also included a night stay at Aberdare National Park to appreciate the beauty of nature of Kenyan wild life.

The Origin Trip locally known as the Kenya Coffee Safari has strived to give a true variety of the rich coffee value chain players in Kenya. It included small scale farmers, large scale farmers, the church missionaries, the co-operatives, the millers, multinationals, the roasters, the dealers, the transport logistics and warehousing and the Kenyan coffee houses.

The following service centres played host to the SCAA Origin Trip Team which were broken into six days:



The team enjoying the view of Nyeri County at one of the farms of Nyeri Hill Farm



USA coffee buyers cupping at the Coffee Directorate's laboratory

AGRICULTURE FISHERIES AND FOOD AUTHORITY-COFFEE DIRECTORATE PROFILE

The Agriculture, Fisheries and Food Authority (AFFA) is a state corporation established through an Act of Parliament specifically, under section 3 of the Agriculture, Fisheries and Food Authority Act of 2013. AFFA Coffee Directorate is one of the eight (8) Directorates established to replace the repealed Coffee Board of Kenya.

Coffee Directorate Functions:-

1| Facilitate formulation of the coffee industry policy and regulations, **2|** Enforce industry regulations for compliance, **3|** Coordinate and enforce national and cross county coffee trade policies, **4|** Undertake coffee industry market and product research, **5|** International and local coffee trade promotion, **6|** Capacity building of stakeholders and County governments, **7|** Collect and collate data for the coffee industry to facilitate research and national planning, **8|** Coffee Directorate Mandate, **9|** To develop, regulate and promote the coffee industry.

Day One

Reception Breakfast Meeting at Serena Hotel on 28th November, 2016 and key speech delivered by the Chief Guest, Mr Willy Bett, the Cabinet Secretary for Ministry of Agriculture, Livestock and Fisheries

- 1| Coffee Research Institute
- 2| Coffee Management Services- Maakui Coffee Estate
- 3| Group Welcome Dinner at Crowne Plaza Hotel

Day Two

- 1| Cupping at Coffee Directorate's Laboratory
- 2| Coffee Auction at the Nairobi Coffee Exchange
- 3| Kavutiri coffee farmer and Murue Fcs in Embu County

Day Three

- 1| Gikanda Fcs in Nyeri County
- 2| Rumukia Fcs in Nyeri County
- 3| Othaya Fcs in Nyeri County
- 4| Wildlife excursion at Aberdare's National Park and Coffee cupping in the wilderness at Treetop Hotel in Nyeri County

Day Four

- 1| Nyeri Hill Farm of the Archdiocese of Nyeri – Catholic Church- Nyeri County

- 2| Nyeri Highland Coffee Estates Group- Nyeri County

- 3| Barista Championship Competition at Dormans Coffee – Nairobi County

Day Five

- 1| Kenya Co-operative Coffee Exporters Ltd- Nairobi County
- 2| Bollore Logistics- Coffee warehousing and transportation- Nairobi County
- 3| Networking and Closing Dinner at Radisson Blu Hotel- Nairobi County

Day Six

- 1| Gibsons Coffee House- Nairobi County
- 2| Urban Coffee House- Nairobi County
- 3| Connect Coffee House- Nairobi County
- 4| Kazuri Souvenirs Shop at Karen- Nairobi County
- 5| Maasai Market at Galleria Mall, Bomas of Kenya- Nairobi County
- 6| Nairobi National Park

The objective of the Origin Trip was to enable coffee value chain players in Kenya interact with coffee buyers and enter into relationship marketing. Further, the event was used to prepare Kenya as the SCAA Portrait Country in Seattle, Washington, USA, come April, 2017.

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with endless support and
friendship anywhere/anytime



at your roasting plant

with unlimited capacity, maximum efficiency, consistent top quality,
turn-key consultancy, latest innovations, limitless options



at your coffee shop/micro roastery

with 50 g/batch to unlimited capacity, highest technology,
industrial performance, surprising ease-of-use and maintenance

toper.com



*TOPER is ONE of the 8 KEY BRANDS of the GLOBAL ROASTERS INDUSTRY in 2015



HOW CAN WE GET MORE PROFIT FROM THE COFFEE?



When we compare coffee with the other beverages, we clearly see that coffee is a new type of beverage. For about 1000 years, coffee has been consumed and coffee trade has been going on. During this time a very wide range of coffee cultures have been formed.

Coffee prices vary greatly according to the processing and marketing style. The income of 3 USD on the farm may go up to 175 USD in the cup. Green coffee producers who earn the least income have a chance to gain bigger profits by roasting coffee and selling it at coffee shops.

The table below shows these differences.

	Coffee Prices (USD) in come per Kilo			
Green Coffee Producers	Farm Price	Green Coffee Wholesaler	Roasted Coffee	Cup Price
Tanzania	2 - 9	7 - 12	20 - 40	150 - 250
Uganda	3- 9	7 - 11	20 - 40	150 – 250
Kenya	3- 9	7 - 12	20 - 40	150 - 250
Ethiopia	3- 9	7 - 12	20 - 40	150 - 250

In order to earn better income in the coffee sector it is necessary to get trainings .These trainings are available in coffee academies. They are shorter and cheaper. Some machine manufacturers give these training courses to their customers free of charge. One of these manufacturers is Toper Coffee Academy. Toper coffee Academy give a lecture on roasting, cupping and green coffee knowledge.

It's also very important to know the flavors found in the green coffee. In addition to that; the care of coffee tree, picking the coffee beans, green coffee drying process and seperation effecting the quality of our cup.

Toper is one of the 8 key brands of the Global Roaster Industry according to various independent industrial and sectoral analysis reports. We export and ship industrial roasters to 132 countries. As Toper Coffee Academy we provide coffee roasting training in World quality standartds and giving SCAE diplomas which is valid all over the world to those who participate the courses. Through this trainings, people who make their own roasts with high-tech machines reach a high profit rate.

AFCA & ITC LAUNCH THE FIRST REGIONAL SPECIALTY COFFEE AUCTION



African Fine Coffee Association (AFCA) and The International Trade Centre (ITC) have come together to promote East African coffee to the global coffee market using an innovative online market place and business model developed by Bean Auction Ltd.

AFCA's Taste of Harvest program is the leading regional cupping competition in Eastern and Southern Africa. It provides producers, millers, and exporters in AFCA member countries with a platform to showcase their coffee.

While the main purpose of Taste of Harvest is to identify, catalogue, and promote the region's quality coffees, the program has a much broader impact on the development of the

region's coffee sector by facilitating linkages between African producers and international buyers and building capacity across the African coffee value chain. The results of the competition were then published and buyers can approach the producers directly and make an offer to purchase this coffee.

For the past year AFCA has been searching for an auction system to help market African Specialty coffee globally. It is hoped that by advertising the coffee to a larger group of potential buyers they could get better prices.

The African Fine Coffees Association and the International Trade Centre have partnered with Bean Auction Ltd. to provide an online solution for a specialty coffee auctions and an electronic platform for African coffee. Bean Auction Ltd is leveraging IT, local partnerships and proven supply chain

management techniques to ensure risk is always mitigated. This model fits with AFCA's long term strategy.

The new Taste of Harvest competition will use the AFCA's network of industry and local government connections to develop online specialty auctions that work for Africa. Each country has a slightly different system with different legal and infrastructure constraints that need to be taken into consideration. Together we will leverage existing infrastructure in these countries to deliver measurable benefits to the coffee industry in Africa.

During this period AFCA held two competitions namely, Southern Africa and Tanzania Competitions.

Malawi and Zambian Taste of Harvest Competition: AFCA, ITC and Bean Auction hosted the first



ever online coffee auction in Malawi & Zambia and the first truly global Taste of Harvest auction.

Eight batches of samples were sent to buyers in five countries across four continents. The lots sold for an average price of 265 cts/lb (\$5.85/kg), with the top lots selling for 323 cts/lb (\$7.12/kg).

Testimony from Mzuzu Coffee

"All of my coffee that went onto the online auction has been sold. This is the first time this has ever happened. All the coffee has gone! I

am very happy with Bean Auction! I am very optimistic for Taste of Harvest next year and farmers are very excited to compete next year."

Tanzania Taste of Harvest

Competition: The event was held from 17th – 18th November 2016 in Moshi Tanzania and was presided over by Head Judge Teija Lublinkhof and a team of seven other experienced East African Cuppers; Anna Kim, Edwin Agasso, Jovin Maina, Balam Hinyula, Eliaringa Macha, Jimi Mchau and Pranav Joshi.

The winner Amkeni Gourment Coffee Group was announced at the Moshi Club and awarded a certificate. The Chapter had turnout from the Tanzania coffee sector and cupped 37 Arabicas and 5 Robusta samples all of which were judged for their intrinsic quality characteristics: aroma, acidity, clean cup, uniformity of cup and aftertaste using the SCAA protocol.

The January – March 2017 Period will have competitions from Uganda, Kenya and Ethiopia! We wish them all the best!

Testi Coffee

Ethiopian Specialty Coffee Grower and Exporter

Testi Trading PLC – Testi Coffee is a family owned company embedded at the origin to supply the specialty coffee industry with high quality coffee beans. Our objective is quality above everything which is the key to building long term business relationship. We do diligent work through sorting and screening to get clean and quality beans for export. We are very meticulous in processing and always adhere to our quality standards to prepare and deliver nothing but high quality beans to our clients. Our good reputation has helped us to establish a strong business relationship with companies in the industry.



PRODUCT AND SERVICES

Premium Specialty Coffees | TOP Commercial Coffees | Conventional Coffees
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.....

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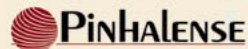


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OF SERVICE
IN EAST
AFRICA**



ቡና "ከአሸት እስከ ሲኒ" "From Cherry to Cup"
Coffee

ኢንጂነሪንግ "የተግባሩ ቴክኖሎጂያዊ ትግብሮች"
Engineering "Complete Technological Solutions"



"ከምርት እስከ ሊክሌፖርት" የአርሻ ውጤቶችን የሚያደራጁ ማሳሪያዎች
"harvest-to-export" agro-processing machines



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coffeeing the World

የጣሊያን አስፕራቶ ቡና ማሽኖች
Italian espresso coffee machines

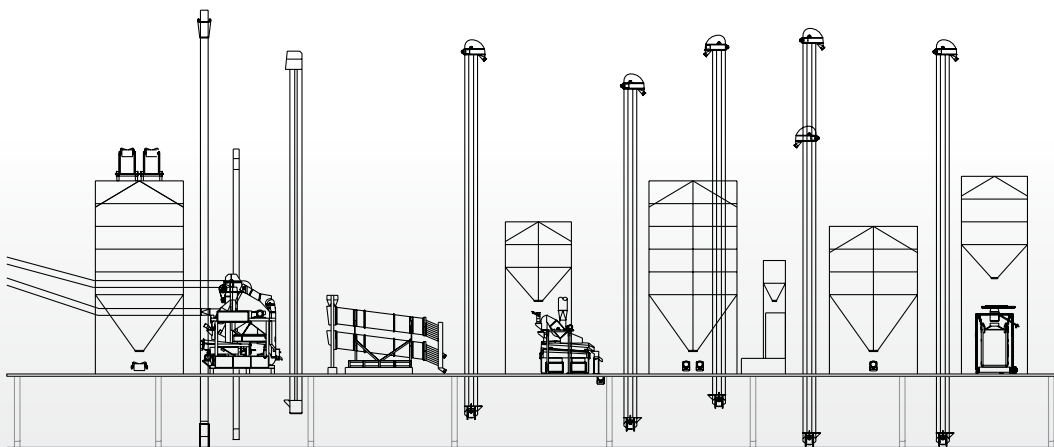


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American filter coffee machines



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SATAKE

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The company celebrated this anniversary with a grand mid year function held in its gardens, attended by its employees, shareholder representatives and some former Directors and partners.



TAYLOR WINCH(COFFEE)LTD. CELEBRATES 50 YEARS



Taylor Winch (Uganda) Ltd. was incorporated in 1959 in Kampala by Peter Edwin Winch and his wife Rosemary (nee Taylor). Peter had been a Major in the British Army and had met Rosemary in Mauritius during his post-army travels.

In addition to running a cotton and coffee warehousing business in Kampala, they also operated as coffee dealers in Mombasa which was, at the time, a very active market place for all East and Central African coffees.

At the time of independence in 1963, the Nairobi coffee scene was well established, and it was in 1966 that Peter Winch and his junior partner Bruno Enrico Erculiani were invited to join the

ailing coffee department of a major tea broker. This led to the formation of Taylor Winch (Stansand) Ltd. and can be considered the birth of the company. A further name change took place in 1971 with the exit of Stansand, to become Taylor Winch (Coffee) Ltd.

Volkart Ltd. (Volcafe since 1989) took a minority interest in the company in 1981.

Taylor Winch (Coffee) Ltd. is now a 100% owned subsidiary of the Volcafe Group (founded in 1851), which itself is owned by E D & F Man (founded in 1783).

Backed by centuries of commodity trading heritage, together with its own decades of history, Taylor Winch (Cof-

fee) Ltd. continues to be a prominent shipper of the entire range of Kenyan coffees.

Headquartered in tranquil gardens in a central Nairobi suburb, the company operates a large warehouse where blending, upgrading and packaging, all to customer requirements, takes place before direct stuffing into containers and railing to the Port of Mombasa. The company celebrated this anniversary with a grand mid year function held in its gardens, attended by its employees, shareholder representatives and some former Directors and partners.

Taylor Winch (Coffee) Ltd. is proud to be associated with AFCA since the Association's creation in 2002

Member Profiles

DEDAN KIMATHI UNIVERSITY OF TECHNOLOGY (DEKUT)



Dedan Kimathi University of Technology (DeKUT) is a Chartered Public University that has two campuses: the Main Campus located 6 km from Nyeri town along Nyeri- Nyahururu highway and Nairobi Campus located at Pension Towers, Loita Street. DeKUT is a Premier Technological University that endeavors to provide holistic education. With world class facilities, exceptional staff and students, DeKUT boasts of the highest level of innovation and academic excellence.

The courses offered are spread through School of Engineering, School of Science, School of Business Management and Economics, School of Computer Science and Information Technology, School of Health Science, Institute of Geomatics, GIS and Remote Sensing, Institute of Tourism and Hospitality Management, Institute of Food Bioresources Technology, Geothermal Energy Training and Research Institute and the Institute of Professional Studies.

The Institute of Food Bioresources Technology offers the following programmes: (i) Certificate in Coffee Technology and Quality Management, (ii) Diploma in Coffee Technology and Cupping, (iii) B.Sc. Food Science and Technology, and (iv) M.Sc. Food Science and Technology.



The Institute is currently developing a model Coffee Technology Center towards processing, packaging, research and training in coffee technology. Among the pioneering products of the Center includes DeKUT's premium medium roast ground/whole bean coffee and coffee-flavoured yoghurt. DeKUT farm is endowed with 175,000 bushes of coffee (combined SL 28, Batian and Ruiru). DeKUT coffee farm is also involved in Coffee Productivity Project in collaboration with Coffee Research Institute (funded by European Union) to provide high quality coffee seedlings to the farmers at subsidized prices.

For enquiries contact:

DEDAN KIMATHI UNIVERSITY
OF TECHNOLOGY

P.O. BOX 657-10100 Nyeri

Cell: 0713123021/ 0727088807;

Email: marketing@dkut.ac.ke

Cell: 0710-127516;

Email: directornairobi@dkut.ac.ke



Dedan Kimathi University of
Technology



@DeKUTkenya

DEDAN KIMATHI UNIVERSITY
Better Life Through Technology



About us

Penagos Hermanos Y Compañía, S.A.S., was established in 1892 in Bucaramanga, Colombia. Its core business is the manufacturing of agriculture machinery being 70% of its production coffee machinery.

35 years ago launched to the world its vertical coffee pulper which lead years later to configurate its UCBE wet mills that became a generic to coffee growers worldwide.

The UCBE500, for 500 kgs. of arabica cherries per hour, which processes only ripe cherries with a maximum of 3% of greens and with no need of water, became a basic tool for thousands of small coffee holders and cooperatives in Africa.

The bigger capacities of UCBES, from 1500 to 20000 kilos of coffee cherries per hour, have been processing the most fine coffees in all the coffee growing countries of the world, and inclusive in exotic and remote countries like Papua New Guinea, Salomon Islands, Vanuatu.

The largest coffee cooperatives in Costa Rica have UCBES20000 in a row. The expansion of Penagos around the world brought more knowledge in wet milling that allowed him to launch a new wet mill to process cherries with high % of greens and also with no need of water. This new wet mil was named DCV-306.

The DCV-306 was above all the solution to process Brazilian coffees due to its high % of greens due to the automatic mechanization of its crop. It was also the solution for all those countries where there is not selective picking like in Colombia, Costa Rica, Honduras, El Salvador, Guatemala, Jamaica, Hawaii, Kenya, Tanzania, Ethiopia, etc., etc., etc.

This DCV technology is now manufactured in Brazil and has become an indispensable tool to all the coffee growers. New markets, like India, opened Penagos new perspectives to research and develop a new technology to process washed robustas. A new machine by the name of UDC-4 for that specific market was launched 3 years ago.

Penagos has become a solution to all the multinationals worldwide, as well as to all the small medium and large coffee growers, and to medium and big coffee estates. Our worldwide distribution network has been our link between the coffee growers and our Company.

Contact details:

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Phone: (57) 3174383924

www.penagos.com/eng

Primrose

COFFEE EXPORTER

About us

Mission: conduct coffee business through provision of quality and steady hand on delivery in operating as a one stop green coffee exporting company by prioritizing the need of our customers.

Vision: To provide quality services that exceeds the expectations of our esteemed customers.

Our Strategy: Gives the highest regards to the Win-Win opportunities which benefit all the stakeholders in the coffee business. It has built a reputation based on fair price, high quality coffee and unbeatable service.

Primrose Service Provider P.L.C is a private Green Coffee Exporting company in Ethiopia, founded in 2010 and it is one of highly competitive and respected coffee exporter in Ethiopian. The company is being run and staffed with qualified and experienced experts and employees in area of coffee industry.

Its owners and promoters are Ato Abraham Mengistie, the C.E.O and W/ro Meseret Workneh the General Manager who have each 14 years of experience in the business. They have the vision of vastly promoting and supplying specialty coffee of Arabica origin worldwide.

Their company mainly focuses and works on the types of Yirgacheffe, Guji, Sidamo, Limu, Lekempti, Djimmah and Harar. Its supply of specialty coffee of the mentioned origin has won the company known coffee importers of Japan, Korea, Belgium, Germany, France, Canada, Australia, China and U.S.A. Its further plan is to work on the tracibility of other coffees which are also unique in their flavour and Aroma.

The company has exported over 2000 tons of washed and Natural Coffee every year since 2012. And its export performance of 1,789 tons of washed coffee and 936 tons of Natural coffee indicate its future ability to work and grow rich in the global market. What makes the company unique is the regard its gives to the purity, quality, flavor of the coffees it exports, the satisfaction of every consumer any given cup and the reasonable price it offers differentiates it from other Ethiopian coffee exporters.

Current Conditions: North Carolina remains the leading producer of reconstituted wood products. The Asian furniture market is the primary target for U.S. exports. Primrose S.P PLC remains one of the leading green coffee exporters.

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General Manager

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generalmanager@primrosecoffee.com

Website: www.primrosecoffee.com

Skype: primroseplc



ABATERANINKUNGA BA SHOLI

FLO ID 32238

Fairtrade certified since 2015

Rainforest Alliance certified since 2016

Certificate No: AFRI-G-100396

Number of members 334



Abateraninkunga Ba Sholi (Sholi) is a 1st grade cooperative group based in the Sholi sector of Muhanga district in central Rwanda. It was set up on 2008 by 30 women in the region, who united to commercialize their coffee and invigorate the local coffee market. The organization's name 'Abateraninkunga' means 'mutual assistance' in the local Kinyarwanda language. After a few years men were admitted into the previously female-only cooperative. The name was changed to 'Abateraninkunga Ba Sholi' to reflect this. There are now 334 producers in the cooperative. Women make up 42% of the membership. Sholi was Fairtrade certified in 2015. Their mission is to be the best coffee cooperative in Rwanda, and they are passionate about supporting the economic and social development of their members and communities.

Coffee growing and processing: Sholi is located at very high altitude and gets plentiful rainfall. This combines with fertile soil and a temperate climate, which makes the area ideal for producing high quality coffees. The cooperative has already made an impressive impact on the Rwandan coffee market. Their coffee has been recognized nationally and internationally for its quality in competitions. The group won the Rwandan Cup of Excellence Award in 2014 and 2015. Producers cultivate and pick their coffee crops on individual lots. Abateraninkunga owns its own coffee washing and drying stations. The cherries are washed and processed, and left to dry naturally in the sun. They then deliver their product to the cooperative's collection centers. The processed coffee is delivered to the Rwandan capital, Kigali and sent for export.

Benefits of Fairtrade: All of the cooperative's members belong to the general assembly, which sits twice a year. Communication flow is managed through meetings, letters, emails and phone calls. As Sholi is newly certified, Fairtrade-funded projects are still in their early stages. The members are very motivated and excited to use their Fairtrade premium to tackle community development issues and help alleviate poverty in their district.

Quality and productivity : They are keen to improve their quality and productivity levels. The organization has already begun capacity-building and training initiatives for its members.

Women and gender: Women founded this cooperative and continue to be central to Sholi's operations. They make up almost half of the membership.

Environment and Water: Producers have planted 23,000 trees for conservation purposes. Land is also set aside to encourage biodiversity. Members have received training in agroforestry practices, and been taught biodiversity awareness techniques. The cooperative is now building a waste water management facility.

Challenges: The local area is in need of basic community and infrastructure development. Climate change has affected weather patterns and production levels. Receiving the Fairtrade premium will help them mitigate this problem in the future.

Sholi Coffee profile

Variety: 100% Coffee ARABICA

Type of Processing: Coffee Full Washed (specialty Grade A1)

Cupping Score: 85 %

Growing Altitude: 1800-2000m

Soil: Volcanic to Sand-clay

Volume of Production: 5Containers of green coffee

Harvesting: Selective hand picking

Drying: Natural direct sun-drying

Harvesting period: Starting in March until end of June.

Contact:

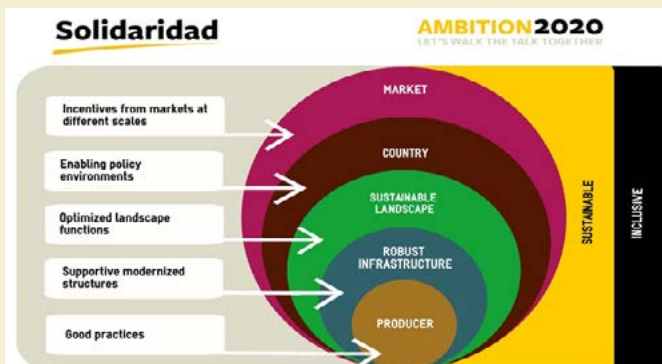
nshimima@yahoo.fr

+250 788899823

Skype:aimashima

Solidaridad

SOLIDARIDAD EAST AFRICA



Solidaridad is an International Network of Development Organizations specialized in Sustainable Chain Development. Solidaridad Network has three offices in Latin America (Argentina, Peru and Guatemala), three in Africa (Ghana, Kenya and South Africa), two in Asia (India and China), one in North America (San Francisco) and the Secretariat in Utrecht, Netherlands. This allows us to make full use of local knowledge, experience and expertise.

The eight centres in Latin America, Africa and Asia concentrate on building sustainable value chains, creating local markets, fundraising and implementing producer support activities in close cooperation with local partners.

Solidaridad Netherlands focuses on market development in Europe, corporate partnership programmes, lobbying, publicity campaigns and fundraising.

Solidaridad Eastern and Central Africa Expertise Centre (SECAEC) is a member of the Solidaridad Network with regional office in Nairobi and programs in seven countries: Burundi, Democratic Republic of Congo, Ethiopia, Kenya, Rwanda, Tanzania and Uganda with plans to include South Sudan and Somalia.

Solidaridad Network supports producer organizations in developing countries to combat structural poverty while promoting sustainable agricultural and mining supply chains in the Coffee, Tea, Cocoa, Cotton, Soy, Sugarcane, Palm Oil, Dairy, Gold mining, Fruit and Vegetable sectors.

SOLIDARIDAD EAST AFRICA

REGIONAL HEAD OFFICE

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Farmers from several independent co-operatives in Rwanda have invested heavily to bring the best of their crop to the market. Now their joint-venture, Misozi, is proud to offer you the fruits of their labour, and the prospect of a long term, mutually satisfying partnership.

Misozi coffee company

Misozi is the Kinyarwanda word for "hills", where the coffee comes from. Misozi is the farmers' own fair-trade certified export and marketing company for 9 cooperatives. All the member co-operatives are also fair-trade certified and constitute its shareholders. Misozi's mission is to identify and foster links with discerning market partners. Our objective is to establish long term partnerships based on mutual commitment and relationship.

Our offer is a range of fully washed arabica coffees from individual co-operatives. We invite buyers to get to know the coffees, the people and the places. We look forward to each co-operative having their own special and direct relationships with coffee buyers.

We offer a full, professional service:

- Tailor-made to the buyers' requirements
- Responsive and flexible
- Reliable and efficient
- Full profiles of each co-operative and its coffee
- Looking to the future

After the deep trauma and tragedy of recent years, Rwanda's coffee farmers today have their eyes firmly fixed on the future. They are coming together from their different backgrounds to form co-operatives to build better livelihoods for their families and their communities.

TYPE: Rwanda fully washed COFFEE

Variety: Bourbon

Processing: WET

Altitude: 1600 m-2200 m

Address: Kigali-Rwanda

Phone: +250788761196

Email: misozicoffee@yahoo.fr



15th African Fine Coffee

Conference & Exhibition

15th to 17th February 2017

The Millennium Hall, Addis Ababa, Ethiopia

Theme:

**“Reshaping African
Coffee Industry for
Productivity &
Investment”.**

Event Hashtag - #AFCA2017
www.afca.coffee/conference





About Ethiopia

Ethiopia, in the Horn of Africa, is a rugged, landlocked country split by the Great Rift Valley. With archaeological finds dating back more than 3 million years, it's a place of ancient culture. Among its important sites are Lalibela and its 12th-13th century rock-cut Christian churches, and Aksum, the ruins of an ancient city with obelisks, tombs, castles and Our Lady Mary of Zion church.

Capital: Addis Ababa

Population: 94.1 million (2013) World Bank

Currency: Ethiopian birr

President: Mulatu Teshome

Prime minister: Hailemariam Desalegn

Official language: Amharic

Drives on the Right

Calling Code - +251



Facts about Coffee in Ethiopia

It is a strategic commodity

Covers 24-26% of the total income of its earning.

A source of income to a quarter of the population.

Consumption – Ethiopia consumes almost half of its coffee

Volume: Coffee contributes on average 43% of the total volume traded at ECX per annum (1.4 Million MT since 2008).

Value: coffee represents 60% of the value transacted.



Ethiopian Fine Coffees

Strengthening the Legacy

Nekemte and Wellega

Nekemte, also known as Lekempti, is located within the Western state of Wellega where coffee grows between 5,500 and 7,200 feet. The region produces excellent sun-dried natural and washed coffees, often characterized by a full and fruity flavor.

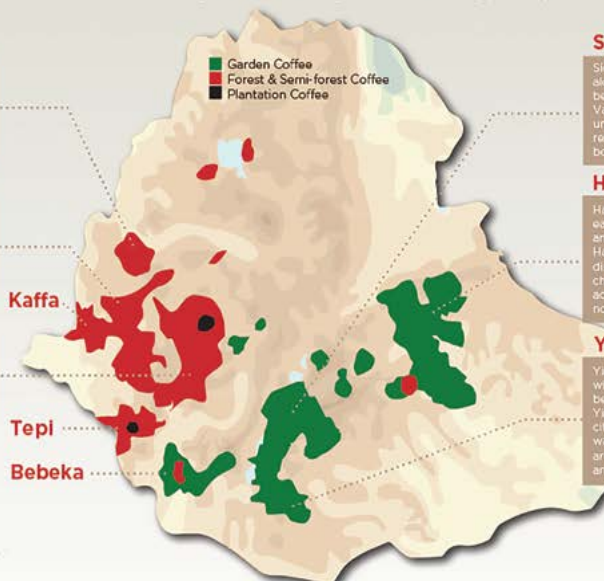
Jimma

Jimma encompasses Ethiopia's largest basket of unwashed coffees produced in the southwestern region of Ethiopia between 4,500 and 5,900 feet. Jimma is a sun-dried coffee with medium acidity, heavy body, and hard balanced up flavor.

Limu

Limu coffee grows in the southwest of Ethiopia between 3,600 and 6,200 feet. Limu coffee (all washed) generally has a milder acidity; the flavor is characterized by a balanced and clean cup.

Other important southwest regions include: Bench Maji, Kaffa, Bebeka and Tepi.



Sidama

Sidama coffee is in southern Ethiopia along the Rift Valley, growing between 5,000 and 7,200 feet. Various grades of both washed and unwashed coffees are produced, resulting in a balanced acidity and body of good quality.

Harar

Harar coffee grows in the easternmost region between 4,900 and 6,955 feet. Nearly all coffee from Harar is sun-dried natural and has a distinctive mocha flavor. The flavor is characterized by medium to light acidity, full body, and blueberry notes.

Yirgacheffe

Yirgacheffe is a small micro-region within Sidama where coffee grows between 5,900 and 7,200 feet. Yirgacheffe consists of exceptional citrus and floral flavors of these washed highland-grown coffees that are characterized by bright acidity and medium body.



www.ethiopianfinecoffees.com

MEET THE SPEAKERS



Hailemariam Desalegn,
Prime Minister of Ethiopia



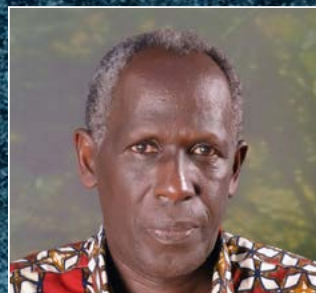
Jemal Mohammed,
Managing Director,
Horizon Plantations



Judith Ganes
Founder & president,
J. Ganes Consulting, LLC



Carlos Brando,
Director & Partner,
P&A International Marketing



Dr. Daniel N.T. Rukazambuga
Professor of Pest Management,
University of Rwanda



Paul Stewart,
Global Coffee Director,
Technoserve



Edward E. Massawe
General Manager,
Tanzania Coffee Farmers Alliance (TCFA)



Dr. Denis Seudieu
Chief Economist,
International Coffee Organization

SESSION CHAIRPERSONS



Bridget Carrington
Managing Director
Dormans Coffee



Jenny Kwan
Deputy Director
Global Coffee Platform



Konrad Brits
Founder
Falcon Coffee, UK

Traveling to Ethiopia for the 15th AFCC & E?

Here is some basic Amharic that could come in handy...

Meeting and Greeting	
Good Morning	Dehna Aderu
Hello	Halo
Good Evening	Dehna Amshu
Goodbye	Dehna hunu
How are you?	Tenayistillign
I am well	Dehna negn
Thank you(very much)	Betam Amesegenalehu
My Name is...	Sime.... Naw
My country is...	Hagere Naw
I like it here	Addis Ababa Konjo Naw
Excuse me	Yikerta

Restaurants/Shops/Hotels	
Hotel	Hotel
Room	Kifil
Bed	Alga
Too sleep	Metegnat
Coffee	Buna
Beer	Birra
Cold	Kezkaza
Bread	Dabo
Butter	Kebe
Sugar	Sikuar
Salt	Chow
Pepper	Berbere
Shop	Suk
How much does it cost?	Wagaw sint naw?
That's quite expensive	Betam wood naw

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Forum and Grow Your Business!!

Directions and Emergencies	
Where (Place)	Yet
Where is it	Yet naw?
Where (Direction)	Wodet
Come	Na(M)/Ney(F)
Go	Hid (M) Hiji (F)
Help	Irdagn(M)/ irjegn(F)
Hospital	Hospital
Police	(Polis)
Telephone	Silk



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HULLERS



GRAVITY TABLES



LAB ROASTERS



PULPERS



WET, DRY & LAB EQUIPMENT

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Email: info@linkage-africa.com
Website: www.linkage-africa.com



**LINKAGE
AFRICA LTD**
Thinking Ahead

16th African Fine Coffee Conference & Exhibition

14th to 17th February 2018
Imperial Resort Beach Hotel, Entebbe, Uganda

Theme:
***"Sustainable Coffee Industry for
Social Economic Transformation".***

Event Hashtag - #AFCA2018
www.afca.coffee/conference





Why Uganda?

1. It is the legendary home to the Worlds finest Quality Robusta and Africa's Top Arabicas.
2. What better place to explore the Source of the Nile and go rafting.
3. See Worlds largest concentration of over 1000 Birds Species!
4. Meet the famous mountain Gorilla.
5. Safe and Reliability.
6. Lush green vegetation.
7. A warm temperate climate.
8. Enjoy the unspoilt Scenic Beauty.
9. Climb the Mountains of the Moons & Mount Elgon.
10. Laugh with the one of the World's Most Hospitable people.

Welcome to the Pearl of Africa



WHO IS WHO OF THE COFFEE INDUSTRY



Mathew Seaton
Managing Director
Kyagalanyi Coffee Ltd



Tewodros Yilak
Managing Director
BNT Industry and Trading PLC



Athanasio Massenha
Managing Director
Mambo Coffee Company Ltd



Patrick Ngugi
Regional Marketing Manager
East Africa Cluster Crop Protection & Public Health solutions
BASF



Victor Zamora
Sales Manager
Delta Technology Corporation



MULLEGE

COFFEE EXPORTER P.L.C

ADDIS ABABA, ETHIOPIA



Home of the best mountain grown Ethiopian **Arabica** Coffee!!

- Award winners for the quality of prepared green coffee
- The nation's leading coffee exporter in terms of volume
- First company to do 100% Eco-friendly processing
- We are always willing to learn from our valued customers

Your next green Coffee Choice!



Mullege Private Limited Company
P.O.Box 12791,
Addis Ababa, ETHIOPIA

Phone : (251)- 11 - 442 59 37/38

Moblile: (251)-91-120 83 61

Fax: (251)- 11- 442 59 47

E-Mail : mullegecoffee@ethionet.et

Website : www.mullege.com

THE PARIS AGREEMENT ON CLIMATE CHANGE

What you need to know!

In November and December 2015, the 21st Conference of the Parties to the United Nations Framework Convention on Climate Change (UNFCCC COP21) took place in Paris. UNFCCC is an international environmental agreement on climate change, of which there are 195 States Parties.

On 5 October 2016, the threshold for entry into force of the Paris Agreement was achieved. The Paris Agreement entered into force on 4 November 2016. The first session of the Conference of the Parties serving as the Meeting of the Parties to the Paris Agreement (CMA 1) took place in Marrakech, Morocco from 15-18 November 2016.

The UN Intergovernmental Panel on Climate Change (IPCC) has warned of the consequences of failing to limit global temperature rises to at least 2 degrees Celsius (above pre-industrial times), highlighting that the impacts would pose a threat to humanity and could lead to irreversible climate change. The meeting in Paris was hailed as a make-or-break opportunity to secure an international agreement on approaches to tackling climate change, a commitment to a longer-term goal of near zero net emissions in the second half of the century, and supporting a transition to a clean economy and low carbon society.

The Paris Agreement builds upon the Convention and – for the first time – brings all nations into a common cause to undertake take ambitious efforts to combat climate change and adapt to its effects, with enhanced support to assist developing countries to do so. As such, it charts a new course in the global climate effort.

The key points of the Paris agreement are summarised below.

Mitigation: reducing emissions

Governments agreed:

- 1|** A long-term goal of keeping the increase in global average temperature to well below 2°C above pre-industrial levels;
- 2|** To aim to limit the increase to 1.5°C, since this would significantly reduce risks and the impacts of climate change;
- 3|** On the need for global emissions to peak as soon as possible, recognising that this will take longer for developing countries;
- 4|** To undertake rapid reductions thereafter in accordance with the best available science.
- 5|** Before and during the Paris conference, countries submitted comprehensive national climate action plans (INDCs). These are not yet enough to keep global warming below 2°C, but the agreement traces the way to

achieving this target.

Transparency and global stock take

Governments agreed to:

- 1| Come together every 5 years to set more ambitious targets as required by science;
- 2| Report to each other and the public on how well they are doing to implement their targets;
- 3| Track progress towards the long-term goal through a robust transparency and accountability system.

Adaptation

Governments agreed to:

- 1| Strengthen societies' ability to deal with the impacts of climate change;
- 2| Provide continued and enhanced international support for adaptation to developing countries.

Loss and damage

The agreement also:

- 1| Recognises the importance of averting,

minimising and addressing loss and damage associated with the adverse effects of climate change;

- 2| Acknowledges the need to cooperate and enhance the understanding, action and support in different areas such as early warning systems, emergency preparedness and risk insurance.

Support

- 1| The EU and other developed countries will continue to support climate action to reduce emissions and build resilience to climate change impacts in developing countries.

- 2| Other countries are encouraged to provide or continue to provide such support voluntarily.

- 3| Developed countries intend to continue their existing collective goal to mobilise USD 100 billion per year until 2025 when a new collective goal will be set.

We encourage our members to visit - http://unfccc.int/paris_agreement/items/9485.php for more information.



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6	Goglio SpA	Italy
7	Basf E.A Ltd	Kenya
8	Solidaridad Eastern & Central Africa Expertise Centre	Kenya
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5	CCK (Cooperative de Café de Kalehe)	DRC
6	CCKA (Coopérative des Cafèiculteurs de Kalehe)	DRC
7	KACCO(Kalehe Arabica Coffee Cooperative)	DRC
8	RAEK (Regroupement des Agriculteurs et Eleveurs de Kabare)	DRC
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10	Haileselassie Ambaye Industrial Plc	Ethiopia
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13	Romel General Trading Plc	Ethiopia
14	S.Sara Coffee Export Enterprise	Ethiopia
15	Tadesse Desta Import&Export	Ethiopia
16	Weldeyesus Coffee Exporter	Ethiopia
17	Africa Tea & Coffee Co. Ltd	Kenya
18	Amiran Kenya Ltd	Kenya
19	Dedan Kimathi University of Technology	Kenya
20	Fair Trade Organisation of Kenya	Kenya
21	Hivos East Africa	Kenya
22	Jowam Coffee Trading Co. Ltd	Kenya
23	Libamba Coffee	Kenya
24	Linkage Africa	Kenya
25	Nairobi Coffee Exchange Management	Kenya
26	Misuku Coffee Growers Cooperative Society	Malawi
27	Phoka Coffee Growers Cooperative Society	Malawi
28	Viphya Coffee Growers Cooperative Society	Malawi
29	Abateraninkunga Ba Sholi Cooperative	Rwanda
30	Dukunde Kawa	Rwanda
31	Koakaka Cooperative	Rwanda
32	Misozi Coffee Company Ltd	Rwanda
33	Roots Lmizi Ltd	Rwanda
34	SLIEPA	Sierra Leone
35	Mareterra Green Coffee	Spain
36	Nsangi Coffee Farmers Association	Uganda
37	Satake Corporation	UK
38	Mubuyu Farms Limited	Zambia

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The AFCA membership department together with the Secretariat and on behalf of the Board of Directors would like to take this opportunity to thank all its members for your continued support and partnership. We are proud to have you all as part of the AFCA family. For those who are non-members, you are missing out a lot. Below are some of the benefits that all members are entitled to;

1. Grow your Business;

AFCA has put together excellent opportunities for you to grow your business along the coffee value chain. These include;

- Participation in the only African Fine Coffees Conference & Exhibition which is attended by over 2000 regional and international coffee trade professionals every year.
- Participate in the AFCA Business –to-Business Match Making Services. These are critically designed to facilitate business introductions and establish new links and relationships between different categories of stakeholders along the value chain.

3. Members have exclusive access to the AFCA Taste of Harvest Competition and Coffee Auction Platform.



4. Enhance your visibility and competitive advantage by using the AFCA publications (monthly and quarterly) through running your advertisements at the AFCA exclusive platforms which include;

- AFCA Fine Coffees Review magazine and access to the digital version online
- Monthly news letter
- E-Resource Centre
- Blog and Social Media Forums

5. Keep up with the Coffee news and coffee updates across the world using our detailed World Coffee Calendar of activities.

6. Train for coffee brilliance at our Cupping and Barista international accredited seminars.



MEMBERSHIP FEES:

1 | ANNUAL Membership: US\$ 500

2 | TERM Membership: US\$ 1200



Please visit our website at **www.africanfinecoffees.org** for more information or send us an e-mail at secretariat@africanfinecoffees.org



- Members participate with AFCA in International specialty related events such as SCAA, SCAE, and SCAJ where they are presented with an opportunity to engage in global multi – stakeholder platforms.

2. Grow your Coffee Knowledge

through attending any of the exclusive AFCA workshops, seminars held in different member countries.

AFRICAN FINE COFFEES REVIEW MAGAZINE

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