

**AFRICAN**

# **FINE COFFEES**

REVIEW MAGAZINE

October-December 2018 | Volume 9 | Issue 1

AFCA LAUNCHES THE  
**17TH AFCC&E** IN  
KIGALI, RWANDA

MEET

**KAILASH NATANI**

MD. UGACOF UGANDA LTD



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## AFCA MEMBERS' PROFILES

Get to know some of our members from their business profiles

# A WORD FROM THE **EXECUTIVE DIRECTOR**



**W**elcome to our latest feature of the African Coffee Industry.

International coffee prices fell to a 57-month low in August 2018, continuing a downward spiral. This decline is linked primarily to market fundamentals, though others, such as exchange rate movements and futures market, also played a role. The projection for the new coffee year, indicate that the coffee market will continue on a surplus for the 2018/2019.

With Brazil and Colombia taking the lead, producing countries are now seeking alternative solutions to what has been an inexplicable poor pricing mechanism, which threatens the sustainability of coffee production.

Our feature article is on Mr. Kailash Natani, MD, UGACOF Uganda, one of the leading exporters in Uganda. Please journey with him through the coffee industry, and review his perceptive on key issues affecting the Coffee industry.

AFCA in partnership with Palini & Alves organized a coffee technical trip through guided visits to Arabica and Robusta coffee regions in Brazil. We thank members from Rwanda, Angola, Malawi and Kenya, who joined this important learning trip. Please review highlights and learnings from this trip as we prepare

for the next trip in July 2019.

We also capture the gradual revival of the Grand Nord coffee from DRC. The Robusta production has been restored in the Beni territory and now is expanding.

In the US, AFCA member Grand Parade Coffee held the first of several cuppings of Kenyan coffees and hosted cupping with prominent Bay Area coffee professionals.

The 17th AFCC & E was launched in style in Kigali, Rwanda. The event was support by the Rwanda Coffee Industry, with the government and private sector joining hands to announce to the world that Rwanda is ready to host largest coffee conference in Africa. We invite you to register for the event on our conference website [www.afca.coffee/conference](http://www.afca.coffee/conference).

“International coffee prices fell to a 57-month low in August 2018, continuing a downward spiral. This decline is linked primarily to market fundamentals, though others, such as exchange rate movements and futures market, also played a role.”

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Managing Director, UGACOF UGANDA LTD

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# AFCFA COFFEE OUTLOOK 2018 EDITION

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RWANDA, TANZANIA, UGANDA



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11:10 AM - 13 Aug 2018

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@JosephBurite

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Starbucks is working to curate a coffee culture in China, says there's "plenty of room to grow." \$SBUX

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The CEO @RwandAgriExport appreciated the media fraternity and other participants for having attended the official launch of #AFCA2019. He further welcomed them to the #RwandaCoE2018 Awards Ceremony due today evening at @KigaliMarriott @AFCA\_COFFEE #VisitRwanda



We had a farm training by @Josephnkandu1 with a field extension officer Mr. Muwanga Samuel from Buganda Development Foundation. It was a fruitful training with details from scratch to harvesting and drying #coffee. #harvesting #training



We believe in doing #Coffee business beyond the market forces, benefits & limitations. @AFCA\_COFFEE July/Sept Magazine, we share our #Afca2018, @SpecialtyCoffee, #SCAJ experience, impact of direct communication with our good #Tanzanian coffee consumers. Get yourself a copy here

1 3 7

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Unlike "demo plots", On Farm Technology Transfer (OFTT) plots include treatments based on farm types and their specific constraints.

Treatments listed after a workshop with local coffee experts. Final treatments chosen with farmers. Benefit AND costs measured.

@WCoffeeResearch



Photo from the @WCoffeeResearch workshop with Ugandan Agronomists & WCR Staff at the AFCA Secretariat (Africa Coffee House) in Kampala on the 24th August 2018. The workshop aimed to determine coffee farm types in Uganda and recommend...

Encourage youth to join Coffee sector- ICO  
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Kudos to AFCA Member Java House who are to export 10 to 15 tonnes of its 375-gramme bags of Roasted Coffee to China every month! @javahouseafrica

Another huge leap for value addition!

P.S. Dont forget to stop by a Java House today and grab a ☕!



# SPECIAL VISITS TO THE AFCA SECRETARIAT-

ITC, WRC RESEARCH, SUCCAM, SCAPAPP



World Coffee Research workshop with Ugandan Agronomists & WCR Staff at the AFCA Secretariat (Africa Coffee House) in Kampala on the 24th August 2018. The workshop aimed to determine coffee farm types in Uganda and recommend agronomic treatments to be used in the On-Farm Technology Trial Program (OFTTs).



**2|** Mauricio Murillo and his SCAPApp Team from Australia. Discussing investments, trends and prospects in the region. Visit by Burundi Member, SUCCAM, to the Africa Coffee House (AFCA Secretariat)

**3|** Talking China and participation in 2018ICoffeeExpo Event in Hainan, China –16th– 18th November 2018

**4|** International Trade Centre Representatives Mr Aman Goel (Associate Adviser- Institutional Strengthening and Mr. Daniel Baudry (International Consultant on TISI Strengthening) to the AFCA Secretariat.



## WRITERS' PROFILES



**Sylvio Padilha** is an agronomist, coffee grower and export trader for Palini & Alves Ltd. Passionate about meeting people and places, he seeks to combine the innovations of Palini and Alves equipment with the technology provided by Brazilian research and rural extension institutions among coffee growers and clients.



**Jeremy Dufour:** Originally from France and after spending 6 years in Mozambique in sustainable forestry, Jeremy Dufour has joined Olam International Limited in October 2011. Currently based in Dar es Salaam as Sustainability Manager for the South & East Africa Region, his role supports all Olam commodity supply chains in Re-Imagining Global Agriculture towards a net-positive triple impact: People, Planet, and Prosperity in the landscapes where Olam operates. (more information about Olam: [www.olamgroup.com](http://www.olamgroup.com))



**Prof. Joseph Kieyah:** Prof Joseph Kieyah is the Chairman of the Coffee Sub-Sector Implementation Committee. He is appointed by President Uhuru Kenyatta to oversee the implementation of the coffee reforms under the Executive Office of the President. Prof. Kieyah was awarded the presidential honor namely the Elder of Burning Spear medal by the President for his outstanding work embodied in the Report of the National Taskforce on Coffee Sub-sector Reforms, which he chaired.

He is trained as a lawyer and an economist with a PhD in Economics and Juris Doctorate (JD) in Law from the University of Connecticut and University of Iowa College of Law, respectively. In 2009, Prof. Kieyah left his teaching assignment at Penn State University and returned to Kenya to work as Principal Policy Analyst at the Kenya Institute for Public Policy Research and Analysis (KIPPRA) where he was picked by the President.



**Kambale Kisumba Kamungele** has over 10 years of experience in coffee and cocoa procurement, processing, and exporting from the DRC. He has been involved in numerous initiatives aiming to promote and revitalize the DR Congo Coffee Sector. His private sector experience and public policy acquaintance enabled him to be a catalyst in the formation of the national exporters' association (ASSECCAF). He is a Master of Coffee Economics and Science (Ernesto Illy) from the University of Trieste in Italy and is currently acting as the Executive Director of Café Africa DRC.

# MEET **KAILASH NATANI**

## THE MANAGING DIRECTOR OF UGACOF UGANDA

It is a warm day in Kampala when we visit Kailash Natani at the UGACOF Offices in Bweyogere along Jinja Road. As usual he is all smiles but says very little. This interview is a rarity his staff tell us. The walls of the UGACOF offices tell the story of two decades of growth, storytelling and trade in Uganda – the birthplace of Robusta and Africa's largest coffee exporting nation. As we sit in the boardroom he requests that we have what is probably the best single origin Robusta we have ever drank. He is also in a suit, another rarity. *Thank you for having us Kailash.*

---

### **Describe Kailash Natani in three words?**

I would describe Kailash Natani as a humble and simple man. I think I have been that way from childhood.

### **How did you get into coffee?**

I worked with a commodity company in the past. The commodity company was based in India and traded Soya. I transferred to Uganda 13 years ago when an opportunity came up with UGACOF Uganda.

### **How different is trading in Uganda now than it was 15 years ago when you joined?**

In the past, Information Technology (IT) was not really a part of trading. The internet was not as available but today everything is available on the internet, everyone is connected so people know the prices on the international and local markets which has eased the sale and buying of coffee.

### **Which game changer topic you feel needs to be discussed?**

Climate Change: For the last decade or two, scientists have warned about the threat of climate change but people chose to ignore it. Now the effects of global warming are beginning to be seen not just in Uganda but around the world. Changes in rain patterns are affecting coffee and other crop production on the continent.

Whenever I travel into the field to meet Ugandan coffee farmers, most of them complain about the changes in the seasons. In the last 10 years we have seen a lot of drought, a lot of floods and heavy rains across the country at a frequency that we have never seen before. Before we would see drought or flooding once over 20 – 25 years but now we see it every 2 years.

Now rains that used to come in March and April now come in May and end in July while rains that would come in August and September now come in October to December. This makes it increasing unreliable to rely on the weather.

This pattern of weather of climate change is now across the country. The same problems we see in Kasese and we see in Masaka. Last and this year in Kasese for example there was a terrible drought but now there is a heavy rain which has led to problems like poor cherry formation.

### **Where do you see Uganda's Coffee industry in the next 10 years in the Global scheme of things?**

I am very positive about the Ugandan coffee industry especially since for the last two years production has been going up. This year, Uganda should expect to have 5.5million bags up from 4.6 million bags the previous year. People are now starting understand the value of coffee and coffee growing. Farmers have also become more serious. The Uganda Coffee Development Authority has also done a commendable job of training and regulating the industry to lead it to where it is today.

One area that we could do more is in developing our domestic coffee consumption within the country. If it increases it may boost the economy a lot and farmers can get better prices for their products locally.

### **What you like to do when you not in the office, traveling or field?**

When I am not in the office or travelling or field, I like to read books. I like to read books on finance and business. Also my favorite subject is History so I prefer to get books on History.

### **What do you hope will be your legacy when you leave UGACOF?**

I would love UGACOF to continue to grow to new heights, creates jobs and value addition. For the last two decades, we have been here; creating good value for Uganda Coffee, provide jobs to 500 to 600 people, bring forex into the country. We hope we continue to invest more and more into the country with in the coming years and add more value to one of Ugandan's largest coffee exports.



BRAZIL AND COLOMBIA WARN OF DESTRUCTIVE SCENARIO IN THE WORLD COFFEE MARKET

# THE MAJOR ARABICA COFFEE PRODUCING COUNTRIES STRENGTHEN TIES AGAINST PRICE CRISIS

Brasilia, August 27, 2018



Representatives of coffee production in Brazil and Colombia met today at the Brazilian Ministry of Agriculture, Livestock, and Supply (MAPA) in Brasília to discuss the world coffee prices crisis and the economic imbalance within the production chain, which impoverishes producers, and the actions to be taken to confront this scenario.

Currently, international coffee prices are below production costs, jeopardizing the economic sustainability and survival of 25 million coffee families worldwide.

A major concern are the external factors that negatively affect the international prices and producers, such as the financial speculation of actors outside the chain, who, in a constant and perverse way pressure coffee prices, forcing migratory movements motivated by poverty and the expansion of illicit crops in some countries.

The holders of coffee stocks have a

greater influence on the formation of international prices. Therefore, it is fundamental to equate the current imbalance, shifting the stocks from consuming countries to producing countries. It is necessary that the producers develop internal policies to support the ordering of the supply, as is the case of Funcafé in Brazil, that finances the carry of inventories to avoid sales in moments of depressed prices.

It is also important that the stock formation in producer countries be managed by the private sector coherently with market risk management tools.

Another crucial point is the importance of increasing consumption in emerging markets and producing countries, for which the support of the International Coffee Organization (ICO) is expected.

The major concern of all producing countries is the concentration of the industry and the distribution sector, which impose on producers, for example, abusive payment terms of more than 200 days, which massacre any possibility of economic sustainability for producers. The programs that some multinational companies do to promote sustainability are offset by their business practices. Likewise, international non-profit organizations that promote coffee cultivation must take responsibility for absorbing the resulting production surpluses.

Brazil, Colombia and the other producing countries, as expressed

at the First World Coffee Producers Forum in Medellín, Colombia, on July 2017, will consider all necessary actions to solve the crisis that threatens the future supply of coffee and expect that all links in the productive chain act jointly and in a co-responsible manner given the grave situation. Coffee producing

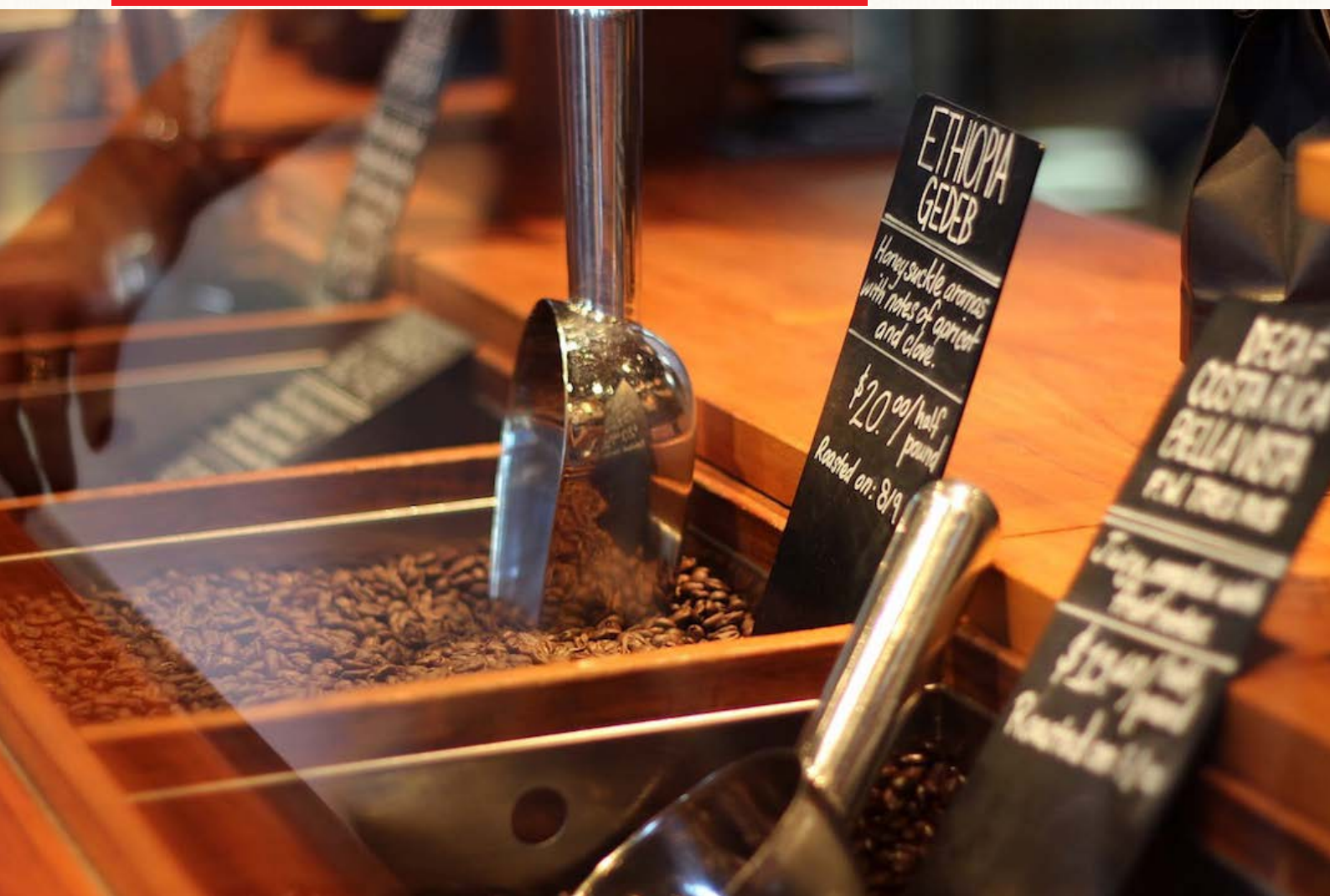
nations will meet again in September during the ICO meetings in London to deepen this discussion.

It is a priority for producers to communicate to consumers globally the current situation and how this market scenario creates a spiral of poverty in producing countries.

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Signed by the representatives,

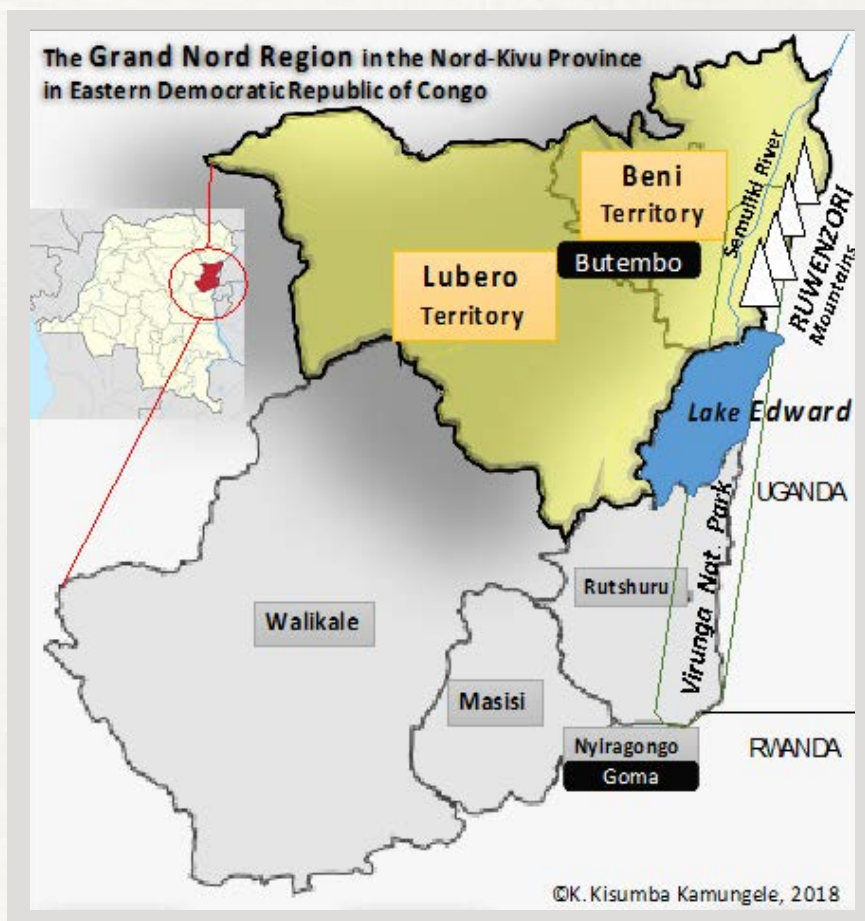
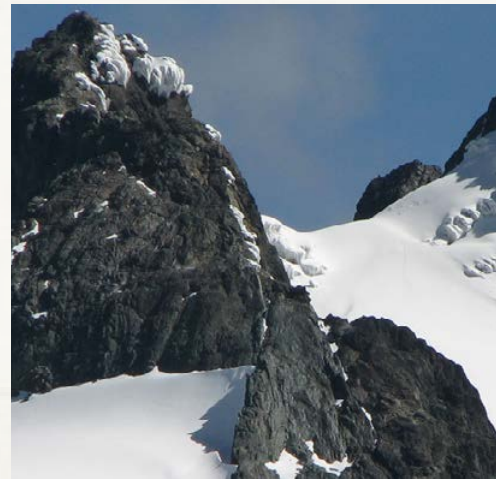
- Silas Brasileiro, Conselho Nacional do Café (CNC) - Brasil
- Silvio Farnese, Ministério da Agricultura, Pecuária e Abastecimento (Mapa) - Brasil
- Roberto Velez, Federación Nacional de Cafeteros (FNC) - Colombia
- Juan Esteban Orduz, Federación Nacional de Cafeteros (FNC) - Colombia
- Aguinaldo José Lima, Associação Brasileira da Indústria de Café Solúvel (Abics) – Brasil
- Vanusia Nogueira, Associação Brasileira de Cafés Especiais (BSCA) - Brasil
- Arnaldo Botrel Reis, Associação dos Sindicatos Rurais do Sul de Minas (Assul) - Brasil
- Carlos Paulino, Cooperativa Regional de Cafeicultores em Guaxupé (Cooxupé) - Brasil
- Lúcio Dias, Cooperativa Regional de Cafeicultores em Guaxupé (Cooxupé) - Brasil
- José Marcos Magalhães, Cooperativa dos Cafeicultores do Sul de Minas (Minasul) – Brasil
- Breno Mesquita, Confederação da Agricultura e Pecuária do Brasil (CNA) – Brasil



# THE RISING TIDE OF THE DR CONGO “GRAND NORD” ORIGIN

By Kambale Kisumba Kamungele Export Director Ets. TSONGO KASEREKA, Butembo, Nord-Kivu, DR Congo

Just as certain activities are associated by the human mind with specific places, by the same token Coffee in RD Congo is associated with the eastern part of that country. In recent years, most international media coverage on Congo Coffee has been focused on the area bordering the shores of the Lake Kivu, but less attention has been drawn to another section of DRC where coffee activity has remained vibrant, despite its apparent isolation.



This place commonly called as the “Grand Nord” is a region located in the northern part of the Nord-Kivu province of the DRC. It is a vast space made up of the territories of Lubero and Beni, covering close to 24’000 km<sup>2</sup> and inhabited by close to 3 million people. It is bordered in the North by the Province of Ituri and in the South by the Territories of Walikale and Rutshuru. On its west there is the Tshopo Province with wrapped

by the Maiko National Park. On the east side of the region, one can find a series of rivers, mountains and lakes constituting landmarks at the border of DRC and Uganda. In that location, there is the Lake Edward, lying in the Virunga National Park, which is connected to the Lake Albert by the Semuliki River, flowing northward through the Albertine Rift Valley on the west side of the Ruwenzori Mountains Range, whose highest snowcapped peak reaches 5’109 m

altitude.

The region is an ideal location for coffee cultivation, given its favorable climate, rich soil, elevation, and abundant water resources. Arabica is grown in the highlands Lubero, while Robusta is cultivated in the Beni lowlands. Other cash crops, namely tea, cinchona, cocoa, papain, vanilla, etc..., are produced there as well. The population is mostly dedicated to agriculture with a strong inclination towards commerce, which contributes to the flourishing of cash crops business. The two major towns Butembo and Beni are important commercial centers with large markets, hospitals, academic institutions, and airstrips. These two cities have been historically connected to East Africa through trade, which makes it easier to export coffee internationally via Uganda and through to the port of Mombasa, Kenya.

Coffee was introduced in the region back in 1930s. Since the Belgian colonial era to the early decades after the independence in 1960, coffee export constituted the backbone of the Grand Nord economy. After the dismantling of the International Coffee Agreement’s price regulation system in 1989, followed by the coffee crisis in the early 2000s, coffee sector in the region suffered a great deal. This was further exacerbated by the outbreak of the coffee wilt disease (tracheomycosis), which nearly wiped out all the Robusta trees in the lowlands.



Despite the above-depicted gloomy portrait, the region has stood resilient in the midst of various challenges. Local exporters have survived the pressures from illicit actors and withstood a constraining tax regime as well as a repressive business environment. Although the region is the most afflicted by violence, populations displacement and armed militias' activities, this has not discouraged some companies and organizations which have ventured to tap into the opportunity offered by the area..

A gradual revival of the the Grand Nord coffee is starting to emerge and the region has an opportunity to become the reference origin for DR Congo Coffee. The Robusta production has been restored in the Beni territory and now is expanding into Ituri, thanks to a collaborative effort in early 2000s by the private sector, the public sector, (ONC) and local farmers' associations (SYDIP). Today, Italian Aficionados can procure their HTM N/M Congo origin, thanks to a revamped production from Beni area. The D.R. Congo Kivu Arabica, once commonly known as "Kivu Bord-du-Lac", meaning Lake Kivu origin, has favorably

been substituted by the "Kivu Lake" supplied by the region on the outer skirt of Lake Edward in the Grand Nord. Cupping completion events such as the AFCA's Taste of Harvest and the Saveur du Kivu have helped in highlighting the outstanding attributes of Butembo area Arabicas. Companies like Virunga Coffee, SCAK, SOPROCOPIV, and cooperatives like Kawa Babuya, Kawa Kanzururu, COOPADE,... have established washing stations on the cliff of the mountains facing the Albertine Rift Valley and many farmers associations are now Utz, Organic, or Fair-Trade Certified. Support organization such as Rikolto, Eastern Congo Initiative have been providing organizational support to farmers and academic institutions like the Université Catholique du Graben (UCG) in Butembo and the Christian Bilingual University (UCBC) in Beni have established agronomic research and agribusiness centers that are benefiting the sector. In 2015, with support from ELAN RDC, a program funded by the UK Department for International Development, the Exporters Association (ASSECCAF), whose majority of members are from the area, conducted an advocacy

campaign for tax reduction that resulted in the central government issuing a decree that reduced the overall export tax, which contributed to the increase in the national coffee formal exports by 12% from 2015 to 2017.

In 2017 the DRC exported close to 11'000 metric tons of coffee, 70% of which was exported from the Beni/Butembo sector through the point of exit of Kasindi, bordering Uganda. The illustrations above show how proactive the region has been in keeping the coffee sector alive, despite multiple difficulties and perhaps such an example should inspire international donors to shift their focus towards such a promising region.

Certainly, the region has been astonishingly surviving to bring its best coffees to the enjoyment of the consumer. With peace and stability, coupled with a well-coordinated stakeholders action plan, spearheaded by the local government, the Grand Nord will rise up as a reliable Congo Origin for both specialty and conventional of Arabica and Robusta Coffee.



**Guest of Honour** – Permanent Secretary in the Ministry of Agriculture and Animal Resources, Mr. Jean Claude Kayisinga, joins Mr. Ishak Lukenge AFCA Board Chairman in officially launching the conference.



# RWANDA LAUNCHES THE 17TH AFCC & E IN STYLE!

In a truly memorable event the 17th African Fine Conference and Exhibition was officially launched at the Kigali Marriot Hotel on the 10th August 2018. The conference and exhibition will be held from the 13th to 15th February 2019 at the Kigali International Conference Centre under the theme, **“Speciality Coffees at the Heart of Africa”**.

The stakeholder and media event drew over 70 guests from Rwanda’s top coffee stakeholders, diplomatic community and leading media houses.

P.S. Jean Claude Kayisinga joined the Rwanda Coffee fraternity in welcoming the coffee world to Rwanda. He further emphasised the Rwandan government’s commitment

to readiness to host the conference.

The AFCA Board Chair, Mr. Ishak Lukenge stressed the importance of the 17th AFCC & E as a unique business opportunity for Rwandan stakeholders to sell their coffee on the spot, gathering valuable coffee information and build trade relations. In addition to this he stated that the event would bring up to 3- 4 million US Dollars in tourism revenue to Rwanda.

NAEB CEO, Amb. Bill Kayonga thanked the AFCA Board for choosing Rwanda as the host of the 17th AFCC & E. He further encouraged AFCA to continuously develop innovative ways to overcome sector challenges like climate change and market volatility for small scale farmers.



Theme ‘Specialty Coffees at the Heart of Africa’. Coffee, as a commodity, has continued to play a leading role in the economy of Rwanda, contributing to 48% of its agriculture export. On average coffee, export have increased in the last five years.

The Rwandan industry has seen





Permanent Secretary in the Ministry of Agriculture and Animal Resources, Mr. Jean Claude Kayisinga and Ambassador Bill Kayonga, join the AFCA Board of Directors at the event launch.



Officials from AFCA and Rwanda Government answer questions from the press.

multi-million dollar investments into the sector over the last five years throughout the entire value chain. This conference will seek to underscore lessons we can learn from Rwanda as well as other active investors in the region on their strategic view of the African Coffee

and why Speciality Coffee is the key for Africa in the next 10 years. The conference will enable delegates from all over the world to experience Rwandan diversity of coffees as well as its scenic beauty, and will also provide Rwanda with an opportunity to “tell its coffee story”, meet potential

new buyers, discuss the latest in research, showcase its beauty and market insights from around the world.

For more information on the 17th AFCC & E please visit [www.africanfinestcoffee.com](http://www.africanfinestcoffee.com) or contact [secretariat@africanfinecoffees.org](mailto:secretariat@africanfinecoffees.org)



**safe**  
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# THE PARTNERSHIP FOR GENDER EQUITY LAUNCHES ITS NEXT “WAY FORWARD” REPORT ON GENERATIONS IN THE COFFEE VALUE CHAIN

The Coffee Quality Institute and the SAFE Platform play key roles in supporting the launch of this research.

**Washington, D.C.** – The Partnership for Gender Equity (PGE) launched its second research initiative focused on equity in the coffee value chain, this time with looking at generational constraints that especially impact youth. Entitled, *The Way Forward: Engaging the Next Coffee Generation*, the objective of the research is to better understand generational dynamics and youth disengagement in coffee production to inspire effective sector-wide collaboration that will enhance the well-being of coffee-farming families and communities around the globe.

In 2018, this work is critical. According to Panhuysen and Pierrot (2018), if growth in worldwide consumption continues to grow at the rate it did over the past five years, “the coffee sector will need 300 million bags of coffee by 2050, which means doubling or even tripling the current annual world production. The current system of coffee production will not be able to meet the increasing demand in the coming decades” (p. 10)<sup>1</sup>. Climate change is a huge threat to the ability of the coffee sector to adapt its system of production, but so too is the average age of farmers and youth migration from coffee communities. For the future of the industry and small-scale farming, it is critical to find ways to address youth disengagement from coffee farming.

PGE’s approach to its new research mirrors its first research project begun in late 2014, which sought to identify the impact of gender inequities on the

sustainability of the coffee sector and determine how the industry could respond collectively. The result was *The Way Forward: Accelerating Gender Equity in the Coffee Value Chain*. Published in October 2015, the report has become a key resource for industry actors and is the foundation for PGE’s development of innovative tools and collaborative engagement to tackle the issue of gender in the coffee value chain. Similar to the approach taken with the gender research, the new *Way Forward* involves both primary and secondary research methods to engage stakeholders from across the sector and provide recommendations that are relevant to the end market. Another key way the approach is similar is that just as PGE decided to investigate gender rather than only the challenges facing women, PGE has likewise decided not only to understand the issues facing youth, but the issues facing different generations in the coffee value chain. PGE believes this will drive more equitable solutions to the issues facing the future sustainability of the coffee sector.

<sup>1</sup> Panhuysen, S. and Pierrot, J. (2018). *Coffee Barometer 2018*.





Women Farmers under Bugestal in Burundi perform skit for AFCA Guests during the Burundi-Rwanda 2018 AFCA Coffee Safaris

To date, PGE has completed a literature review to document the generational constraints facing farming families around the world and provide a summary of the main issues that provoke youth disengagement from agriculture. In particular, in the literature review, PGE also focused on how generational issues interact with gender issues. "A better understanding of the issue of youth engagement - and its links to gender equity - is key to finding targeted solutions that will enhance the well-being of women, youth and coffee farming families, their communities, and the long-term resilience of the coffee sector," said Kimberly Easson, PGE's Strategic Director.

PGE's next step is to validate the recommendations borne out of the literature review and to confirm the degree to which youth and older generations in coffee communities are experiencing the challenges discovered in the research. To do this, PGE is conducting participatory workshops and focus groups in producer communities in the four major coffee-growing regions with male and female participants of various generations. PGE will then conduct a current practice review to learn about existing best practices and programs that are engaging youth in the coffee value chain. Finally, to ensure greater industry uptake of recommendations for engagement on the issue, PGE will conduct outreach with industry to better understand their perspectives regarding generational engagement at origin and to validate recommendations. The synthesis of these above components will result in the final report, *The Way Forward: Engaging the Next Coffee Generation*.

To date, the SAFE Platform and Coffee Quality Institute have each committed \$25,000 to the research. PGE seeks additional partners for this work. To learn more or get involved in next steps, PGE invites industry professionals to join one of two webinars on September 26th at 9am or 2pm Eastern time. Details and registration at [www.genderincoffee.org/new-events](http://www.genderincoffee.org/new-events).

**About The CQI Partnership for Gender Equity**

The Coffee Quality Institute (CQI) works internationally to improve the quality of coffee and the quality of life of the people that produce it. In the fall of 2014, CQI founded the Partnership for Gender Equity (PGE) to illuminate how gender inequity at origin negatively impacts coffee outcomes and the well-being of producers, and to determine how to respond. As a result, PGE now brings together a diverse array of industry and development partners to actively support gender equity in order to improve the quality of producers' lives and the sustainable supply of quality coffee. [www.coffeeinstitute.org](http://www.coffeeinstitute.org) or [www.genderincoffee.org](http://www.genderincoffee.org)

**Media Contacts:**

**The Partnership for Gender Equity:**

[connect@genderincoffee.org](mailto:connect@genderincoffee.org)

**SAFE Platform, Anthony Marten:**

[Anthony@safeplatform.org](mailto:Anthony@safeplatform.org)

**The Coffee Quality Institute, Monica Bolek:**

[mbolek@coffeeinstitute.org](mailto:mbolek@coffeeinstitute.org)



◀ Kavi Bailey, Prof. Kieyah at the Blue Bottle Offices and Roastery.



▲ Professor Kieyah shares the Coffee Task Force's reforms with US Roasters & Importers.

## GRAND PARADE COFFEE HOSTS AN OPEN-TABLE FORUM ON KENYA IN THE US

Grand Paradé, San Francisco based Kenyan specialty coffee importer, hosted a unique cupping with prominent Bay Area coffee professionals on September 10, 2018 in Berkeley, California. The event featured Professor Joseph Kieyah, president appointed Chairman of the Coffee Sector Implementation Coffee, who led a conversation about the ongoing reforms in the Kenya coffee sector.

In the CoRo cupping room, the Kenyan government and US industry leaders had a face to face discussion about challenges, issues, and resolutions for Kenyan coffee. The goal for Kenya was to understand the demand market's needs so that they may rise to the occasion. Professor Kieyah shared the Coffee Task Force's reform implementations which are creating new infrastructure on the supply

side. With this focus in place, it is now time to engage the global market. Grand Paradé's innovative approach to working with coffee producers, roasters, and other stakeholders is rooted in sourcing consciously with a quality focus. Their vision is to create an open architecture for connecting their current and future partners with the country their coffee is grown in. Their belief is that through true transparency they can build a viable system that supports all coffee creators, farm to cup.

This event was one of many scheduled over the next few months with key players in the coffee value chain. The global coffee tour, organized by Grand Paradé, will offer the world a platform to voice their interests and directly collaborate to create tangible change at origin. Scheduled tour stops include London, Tokyo, Hainan, and Dubai currently.

# TOPER SETS UP COFFEE ROASTING PLANT IN US PRISON



Toper, among the world's largest coffee processing machine producers, installed Coffee processing plant in California Mule Creek Prison, Sacramento, USA.

**T**oper manager Ramazan Karakundakoğlu, who gives information on the subject, said, "We are a family company selling coffee processing facilities in 136 countries. We have international ETL and UL quality certificates required in America. We have been selling coffee roasting machines to the United States for many years."

The project is aimed at recruiting and rehabilitating prisoners in the American government's social responsibility Project.

Toper was specifically chosen by American authorities. It was a difficult project from planning, production and installation. The system consists of coffee roasting machines, roller mills, stone separators and full automation system.

A technical team consisting of 4-person from Turkey, lived with prison inmates for a 10 day period. They go to prison every morning and go out in the evening.

He founded the facility together with the prisoner's technical staff and prisoners.

They were trained by a Turkish technical team. Trial production was done. Sample coffee was tested. They drank the coffee that had just been produced. The plant will produce 4000 kg of coffee a day.

Gökhan Mithat Karakundakoğlu, who is in the Toper technical team and at the same time a SCA (Specialty Coffee Association) authorized trainer, indicates that installation and training work were very different experience. For the first time in his life he worked in a prison environment, Chief Project Officer Charlotte Reynolds reported that prison technical staff and prisoners are highly involved and polite. Together we were very beautiful. We worked very efficiently. We made coffee together and drank together. "We will invite the inmates to Turkey for holiday and training when their punishments are over" said Gökhan Mithat Karakundakoğlu"



The project is aimed at recruiting and rehabilitating prisoners in the American government's social responsibility Project.



## SCAPA

The World's First App to Helping Coffee Growers

### Sustainability Coffee Availability Platform Application (SCAPA).

A tool to help the coffee world.



With the rise in coffee consumption across the world, more and more farmers are choosing coffee beans as their crop of choice. However, coffee farming has a large risk profile with a myriad of environmental and sustainable variables that must be considered and suppliers are also looking to source supplies from proven socially responsible farmers. As a result, the quest to measure the sustainability of coffee production has created market opportunities for Mauricio Murillo the founder and owner of Sustainability Coffee Availability Platform Application (SCAPA).

SCAPA is a free tool available to download on the Google Play store and Apple app store. Used by growers, buyers and roasters SCAPA collects and collates information on a grower's crop.

The tool calculates risk, return on investment, sustainability and

social responsibility ratings, displaying the economic, environmental and risk analysis of the farm.

Another valuable insight that SCAPA has is the ability to collate data from the farmers and present that data to the suppliers. Suppliers can see which varieties of coffee beans are being grown in which areas and determine how risky the farming practices in the area are, helping the supplier to locate new and viable sources.

The foundations of SCAPA were formed six years ago, when founder Mauricio Murillo a food engineer turned biotechnologist with over 25 years-experience in the coffee production industry, commenced the journey to develop SCAPA. Believing that the number one issue facing coffee farming communities is access to technology and information, SCAPA sets its sights on providing a tool to end the cycle of poverty in coffee producing communities.

To download SCAPA head to your iOS or Android App stores. To read more or send an enquiry to SCAPA please go to [www.scapa.com.au](http://www.scapa.com.au)

## Solidaridad

Solidaridad Network is a global Civil Society Organization with expertise in developing sustainable market oriented supply chains across 13 commodity sectors. The organization has experience in working with grass root organizations, producers, civil society and local government, and private sector actors. Solidaridad has a strong presence in Africa, Asia, Central, North and Latin America, ([www.solidaridadnetwork.org](http://www.solidaridadnetwork.org))

Solidaridad East and Central Africa 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.

Kilimani Business Centre, Kirichwa Rd, P.O. Box 42234 - 01000, Nairobi, Kenya

**Tel:** +254 716 666 862

+254 722 723 916

**Info:** [secaec@solidaridadnetwork.org](mailto:secaec@solidaridadnetwork.org)

**Web:** [www.solidaridadnetwork.org](http://www.solidaridadnetwork.org)





## KENYA AGRICULTURAL & LIVESTOCK RESEARCH ORGANIZATION COFFEE RESEARCH INSTITUTE

**OVERVIEW:** Coffee was introduced in Kenya in 1893 by the Catholic missionaries and commercial plantings started in the 1900s. Formal research on coffee in Kenya dates back to 1908 when the Kenya government appointed the first Coffee Entomologist. This was due to the vagaries of the tropics particularly insect pests necessitated the Government to initiate Research on how to manage these pests. As coffee growing expanded, the need for research in coffee also expanded. In 1963, the coffee farmers requested the government to be allowed to manage and finance coffee research. The government accepted the growers request and on 19th August 1964 the Coffee Research Foundation (CRF) was incorporated as a company limited by guarantee under the Companies Act (Cap. 486). Following the enactment of the Kenya Agricultural and Livestock Research (KALR) Act No.17 on 25th Jan 2013, the Coffee Research Foundation was converted to Coffee Research Institute (CRI) under the Kenya Agricultural and Livestock Research Organization (KALRO).

**MISSION:** To conduct coffee research through application of Science, Technology and Innovation to catalyze sustainable growth and development in coffee value chains

**MANDATE:** To promote research into and investigate all issues relating to coffee and other agricultural and commercial systems as are associated with coffee and on matters ancillary thereto.

**SCIENTIFIC SECTIONS:** The Scientific sections are Coffee Breeding, Entomology, Chemistry, Crop Physiology, Plant Pathology, Field Agronomy, Agricultural Economics, Research Liaison and Advisory and the Kenya Coffee College.

**SERVICES OFFERED:** Soil and leaf analysis, provision of technical information and literary works, Pesticides and fertilizers analysis and evaluation, coffee quality evaluation, field advisory services, training and provision of planting materials, hospitality, consultancies.

### Excellence in coffee research towards transformed livelihoods.



*Multiplication of planting materials through Tissue Culture (TC) technology*



*Utilization of DNA technology for coffee variety improvement*

*Farmers training in a field day*

#### Contacts:

The Institute Director, Coffee Research Institute,  
P. O. Box 4-00232, Ruiru

**Tel:** +254 724 527 611, +254 733 333 060

**E-mail:** [director.cri@kalro.org](mailto:director.cri@kalro.org);

**Website:** <http://www.kalro.org>





## MERU COFFEE MILLERS CO-OPERATIVE UNION LIMITED.

Meru County Coffee Millers Cooperative Union Limited (MCCMCU) is located in Meru town, Meru County Kenya, and was established by Meru Central Coffee Co-operative Union (MCCCU), Meru North Farmers' Co-operative Union (MNFCU) and Imenya Co-operative society formed by coffee estates owners. MCCCU consists of 35 primary co-operative societies, and MNFCU consists of 12 primary cooperative societies. MCCMCU is therefore represented by a total of 48 primary cooperatives. These cooperatives approximately represent the 98,000 coffee farmers in Meru County.

**Contact Person:** Mr. Duncan Kiambia Marete

**Phone:** (+254): 725529959

**Email:** merucountycoffee@gmail.com

**Website:** merucoffeemillers.co.ke

**Address:** 2307 – 60200, MERU KENYA

**The Main 5 Exporting Countries:** Germany, Canada, Usa

**Certifies (Certification bodies):** UTZ certification



## AfriCert Limited

**Our Mission:** To provide competitive and impartial product and process assurance services to producers and processors locally, regionally and internationally for market access and sustainability.

**Our Vision:** To provide timely and professional product and process assurance services that leads to value addition for customers and contribute positively to the growth of AfriCert.

**Our Services:** Our current range of accredited certification scopes:

- IFA Version 4.0 Edition 4.0-2\_March 2013 for sub scopes Fruits and Vegetables Crop base (DAKKS)
- AlbertHeijn protocol for residues
- LEAF Marquee Global Standard version 13 (DAKKS)
- SAN Standard for Sustainable Agriculture, Version 4 July 2010 (IOAS)
- SAN Group Standard, Version 2 March 2011 (IOAS)
- SAN Chain of Custody Standard, Version July 2015 (IOAS)

### Approved certification scopes

- UTZ Certified Protocol Version 4.0 July 2015.

We also carry out verification for the following standards:

- Ethical Tea Partnership (ETP)
- Cotton Made in Africa (CMIA)
- Common Code for the Coffee Community (4C)
- Better cotton initiative
- CAFÉ Practices

Our success combines local knowledge and expertise which have enabled us expand our activities to more than

13 African countries. In addition to Kenya, we serve Tanzania (through partnership with local inspection body-Tancert), Uganda (through partnership with Africa Coffee Academy), Rwanda, Burundi, Ethiopia, Malawi, Zambia,

Zimbabwe, Mozambique, South Africa, Burkina Faso, Ghana, Nigeria and Ivory Coast. For its West Africa services, the company established a local office in Accra, Ghana in 2010.

Our professional backgrounds in Agriculture and Horticulture, Environmental Legislation, Agricultural Extension, Agribusiness, Natural Resources Management, Botany and Zoology, Tropical and Social Forestry and Quality Systems, Food Safety as well as Post-harvest Technology and masters or doctorates combined with our human qualities guarantee an excellent service.





# SEVENOAKS TRADING (PTY) LTD



**Sevenoaks Trading (pty) Ltd is a green bean coffee supplier.** We import green coffee direct from origin and supply to coffee roasters in South Africa and its neighbouring countries.

Sevenoaks Trading had its humble beginnings in 1999, working from a garage in Midrand where the focus was on importing coffees from Zimbabwe for local roasters as well as exporting this coffee to other countries. Since then we have grown and expanded into importing coffees from Central and South America, Indonesia, India as well as the rest of Africa. The bulk of our coffee is stored in a warehouse in North Riding, Johannesburg. In 2014 we partnered with Top Assist to manage a warehouse facility for us in Cape Town. This has been an incredibly valuable relationship and we have expanded our warehousing space in Cape Town twice.

Due to the favourable Highveld climate, Johannesburg is seen to have the perfect environment for coffee storage, as there is no need for temperature and humidity controls. Stock in Cape Town has a high turnover and therefore just as favourable.

Quality control is done in-house as well as by our trader in Sevenoaks Kent in the UK. All coffee is bought by approving pre-shipment samples. All coffees are cupped on arrival for quality assurance purposes. We are proud to have our very own qualified Q grader, Nicodemus Nabakwe, spearheading

our quality control.

We supply to coffee roasters in South Africa over a large spectrum, from selling a minimum of one bag, to brokering the purchase of full containers on their behalf.

Coffee in South Africa is an evergrowing market. There seems to be a stronger awareness amongst South African coffee consumers for good quality locally roasted (fresher) coffees and they are therefore creating an even higher demand for a locally produced product.

The awareness of social responsibility has become an important factor in the lives of roasters as well as consumers of coffee. This includes the farming methods as well as the remuneration of the farmers and their workers. Roasters are moving towards forming relationships with the farmers and not just the traders of coffee. Sevenoaks can facilitate the introduction and maintenance of these relationships.

Sevenoaks offers regular training to customers highlighting the process from planted to roasted bean. We incorporate roasting as well as cupping in order to develop and understand the different coffee flavours and to assist roasters in developing and improving their own unique blends.

We look forward to being part of your coffee community.



# 2018 AFCA TECHNICAL TRIP TO BRAZIL IN PARTNERSHIP WITH PALINI & ALVES

"I believe in the farmer and the land - sources of wealth and well-being and the right of access of the rural community to the benefits of science, education and culture ..." (first paragraph of the "Creed of the Extensionist", written on a hand-painted panel at the Incaper's HQ main entrance)

**O**n the second week of September, eight AFCA stakeholders from: Angola, Malawi, Kenya and Rwanda, traveled to Brazil for a technical trip carried out through the partnership AFCA / Palini & Alves Ltd.

The aim of the trip was to introduce to the participants, the latest Palini & Alves post harvesting innovations and the best practices technologies led by Incaper, the main research, technical assistance and rural extension institute for both *c. canephora* (mainly) and *c. arabica*, in Brazil.

As a first appointment, there was a welcome meeting at Palini & Alves HQ, in which the group had the opportunity to present themselves and express their expectations regarding the trip.

From the company's side, it was emphasized their commitment to the African coffee producer and AFCA members, with the same philosophy of work that made it possible to conquer the leadership in the domestic market: being always close to the customer, anticipating their needs and wishes and being part of its process of continuous improvement.

Carlos Palini and Fabio Alves, second generation of directors, highlighted that after consolidating the hegemony in the domestic market, the company now is focusing the foreign market, especially the African producing countries and for which they rely on the AFCA / Palini & Alves partnership.

Participants had also the opportunity to attend the lecture "An overview of the Brazilian Coffee Industry", given by Prof. P.H. Leme, from UFLA -Universidade Federal de Lavras, the main center of knowledge linked to the coffee agribusiness sector in Brazil.

On the occasion, they also visited Palini & Alves factory, the most modern in the segment, and to get to know most of the equipment within some clients in the region, from a large coffee exporter to a coffee processor and mid-size coffee grower.

Traveling to Espirito Santo State, the 2nd largest national coffee producer, with respectively 9.0 and 5.0 million bags (60kg) of c.canephora and c.arabica respectively, the group were welcomed at Incaper's HQ by the state coffee coordinator Carlos Verdin, the board of directors and main researches.

After an enlightening presentation about the main Incaper's achievements, among which the impressive growth of 600% in terms of state coffee production in the last 25 years and a kind regard of the 2nd edition of the book "Café CONILON" to each country's participant, the group departed to the mountain region of the Espirito Santo State.

At this site, at Venda Nova Experimental Farm, Incaper conducts the main researches on c.arabica and in addition to testing the most appropriate varieties to the state's coffee growers, it is also studied spacing, pruning, productivity and cupping attributes through an ultimate coffee quality laboratory.

The next stop was at a Venturim Specialty Coffee Farm, where all could see in practice, some of the coffee conilon researches conducted by Incaper, with main feature to new varieties, productivity and cupping quality, that positively, surpr surprised everyone after a cupping trial.

At the Marilandia Experimental farm, the main research center for c. canephora (conilon) in Brazil, the group could get in contact with the clonal garden, breeding techniques, new varieties, spacing and pruning systems.

Knowing that the quality of the coffee bean is mainly made in the coffee tree and that both quality and productivity are directly related to

the perpetuation of the farmer and his/her family in the business, Palini & Alves understood long ago that its client's success is also his own.

Thus, if it were possible to summarize the outcome of this trip, apart from the friendship created among the participants, I would point the opening, enthusiasm and the will to do "more and better" of all participants.

From Incaper's researchers and technicians, the goodwill in sharing knowledge and learning without restrictions and from AFCA friends, for being so nice and open heart for this experience.

We are all committed to keep the flame of what we have learned and, most importantly, to strengthen the institutional relations between the rural research and extension services of their respective countries and the Incaper.

***Thanks to AFCA, Palini & Alves and all our new friends !!***





# The 17th African **Fine Coffee** Conference & Exhibition

*"Rwanda - Specialty Coffees at the Heart of Africa"*

**13-15 February 2019** | Kigali Convention Center, Rwanda

Coffee Field Visit dates:  
10th -12th February 2019

Sustainability Forum:  
12 February 2019.

#AFCA2019

[www.afca.coffee/conference](http://www.afca.coffee/conference)



# Why attend the Conference in Rwanda?

*Here are 10 reasons*

1. *The host city, Kigali, is easily one of the safest and cleanest in Africa*
2. *A state of the art conferencing and exhibition facility*
3. *Presentations and discussions from industry experts*
4. *Rwanda Air, the national carrier has flights leading to each major city in the world*
5. *Dubbed the land of a thousand hills, few things are as beautiful*
6. *The remarkable it's people, culture, music and history*
7. *Hundreds of producer organizations ready to do business with you*
8. *World Class and Renown Brand hotels*
9. *In just under three hours from Kigali, you can track famous Mountain Gorillas*
10. *Home to some of World's best Specialty Coffee*



**Contact:** [secretariat@africanfinecoffees.org](mailto:secretariat@africanfinecoffees.org)  
**Registration:** <https://afca.coffee/conference/>

# VISA INFORMATION

## Directorate General of Immigration and Emigration Announce a New Visa Regime

Reference to Cabinet meeting of 08.11.2017 that approved the establishment of new visa regime for the Republic of Rwanda; the Directorate General of Immigration and Emigration would like to inform the public the following New Visa Regime:

1. Reciprocity- Rwanda will grant visa free of charge with 90 days validity to the following countries on reciprocal basis: Benin, Central African Republic, Chad, Ghana, Guinea, Indonesia, Haiti, Senegal, Seychelles and Sao Tome and Principe. This is in addition to Democratic Republic of Congo, East African Member Community Partner States, Mauritius, Philippines, and Singapore. This takes immediate effect.
2. Visa waiver for diplomatic and service passports – The Government of Rwanda has entered into Visa Waiver Agreement for holders of Diplomatic and Service Passports with; Djibouti, Ethiopia, Gabon, Guinea, India, Israel, Morocco and Turkey. This takes immediate effect.
3. 30 days visa upon arrival— Citizens of all countries to get visa upon arrival without prior application, starting 01 January 2018. Before that, only nationals of African countries and few others were getting visa upon arrival.
4. COMESA Member States to get 90 days visa upon arrival- Citizens of COMESA member states to get 90 days visa on arrival (on payment of the prescribed fee) as provided by Article 4 of the COMESA Protocol on Free Movement of Persons, Labour, Services, Right of Establishment and Residence. Rwanda ratified the protocol on 13th July 2016. Currently, citizens of COMESA member states were getting 30 days on arrival as other holders of African Passports.
5. Rwandans living abroad with dual nationality allowed to use national IDs on entry- waive visa fee to Rwandans travelling on foreign passports in possession of a Rwandan Identity Card for countries that permit dual nationality only. Initially Rwandans travelling on a foreign passport in possession of a valid Rwandan passport were the only granted visa free on arrival.
6. Foreign residents to use their Resident ID cards for entry- returning residents holding valid residence permits with corresponding resident cards will be allowed to use them on entry, including using electronic gates (Automated Passenger Clearance System) at Kigali international Airport.

VISITORS WHO WISH TO VISIT SIMULTANEOUSLY THE THREE COUNTRIES (RWANDA, KENYA AND UGANDA) FOR TOURISM MAY APPLY FOR THE EAST AFRICA TOURIST VISA (EATV) ONLINE UPON ARRIVAL OR FROM RWANDA DIPLOMATIC MISSIONS ABROAD. IF ACQUIRING THE EATV VISA BEFORE TRAVEL, YOUR FIRST ENTRY POINT MUST BE THE COUNTRY THROUGH WHICH YOU APPLIED FOR THE VISA.

THE EAST AFRICA TOURIST VISA COSTS US\$ 100, IS VALID FOR 90 DAYS AND IS MULTIPLE ENTRY (IF STAYING WITHIN THE THREE COUNTRIES. ONCE YOU LEAVE THE THREE COUNTRIES EXPIRES.

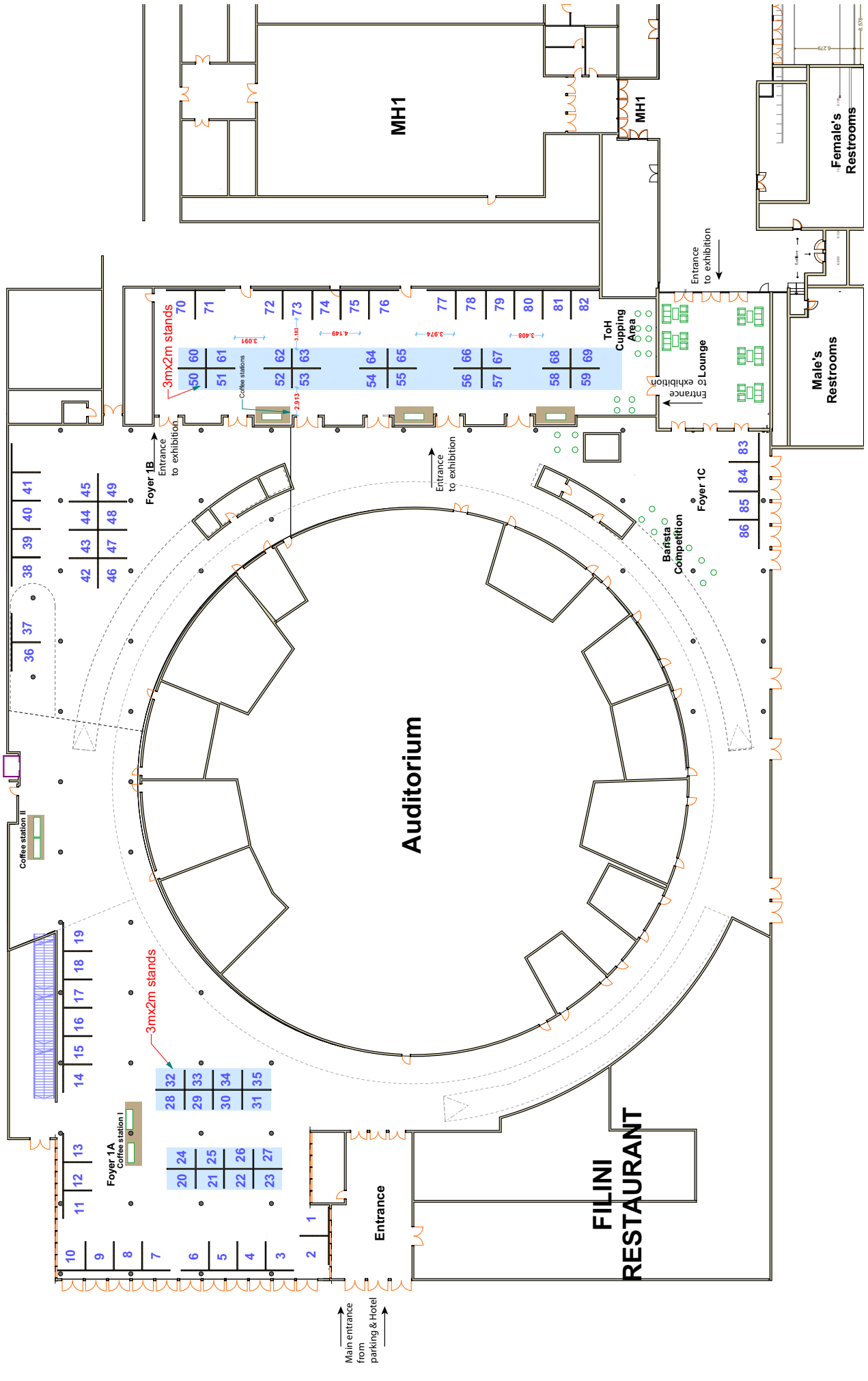
### Directorate General of Immigration and Emigration

Tel. 00 250 788152222

Website: [www.migration.gov.rw](http://www.migration.gov.rw)

Email: [info@migration.gov.rw](mailto:info@migration.gov.rw)

# AFCA EXHIBITION FLOOR PLAN - RWANDA CONFERENCE



# 1000 HECTARE COFFEE PARADISE IN SOUTHERN TANZANIA

Jeremy Dufour, Olam Sustainability Manager for the South & East Africa Region

**More than a Cup of coffee!** Did you know that in a regular coffee, your preferred barista uses about 150 ml of water to serve it as you like and it goes as low as 22 ml for an espresso? That's it! Might be your first reaction but you may hold your breath on this one when we tell you that in fact, it takes more than 18,900 L to produce 1kg of coffee.



Indeed, when cruising the alleys of a supermarket or sitting in comfy sofas of a coffee shop, we may all forget that water plays a crucial role in global food security and is essential for production. Water scarcity is already an issue in many world regions and at Olam International Ltd (Olam), we have become well aware of that. It is correct to say that most crops are rain-fed. Nonetheless agriculture also

▲  
*Woman handpicking the best cherries at Aviv*

accounts for 71% of all fresh water withdrawals. Demand for additional water for irrigation is estimated to increase by nearly 28% by 2025, while agriculture is estimated to contribute to more than 30% of all fresh water pollution. Part of this pollution is contributed by nitrogen

and phosphate loading as agriculture becomes more input intensive in farming activities to boost productivity. Successful companies of the future will be those which plan ongoing operations and investments with water at the centre – costing it into their business plans, modelling future availability and collaborating with local stakeholders for equitable access and usage.

At Aviv, Olam's Arabica coffee plantations of 1,000ha nested in the hills of the Southern Highlands of Tanzania, we have decided to show the way by ensuring that our operations do not impact on the water security of others users and maintain the healthy riverine ecosystems. Our fully irrigated coffee plantations extracting sustainably the water resources of the mighty and emblematic Ruvuma River has become in 2016 the first coffee plantation to demonstrate the principles of water stewardship, making Olam the first company in Africa and the first agri-business globally to achieve Alliance for Water Stewardship (AWS) certification. This strengthened our existing efforts to adhere to global best practices in collaborative water management, and helped to ensure long-term water security for more than 50,000 people living in the Ruvuma River Basin. We took a proactive approach on the 4 outcomes of



water stewardship: Good water governance, Healthy water-related High Conservation Values, Good water quality status, and Sustainable water balance. Amongst a multitude of activities, demonstrating good water stewardship necessitated us to develop platforms with water users including local communities to collaboratively managed water resources, invest in substantial water and sanitation infrastructures on the farm providing healthy and sane working conditions to more than 2,000 workers, and build a reservoir of 1.5 million m3 in order to secure

water requirements for downstream users and conserve sensitive riparian ecosystems.

Last year, at Olam we defined our new purpose, 'Re-imagining Global Agriculture: Growing Responsibly,' which has now become our cause permitting us to build resilience in Olam's international agri-supply chains. So, next time you zip a delicious coffee, remember what we do at Olam and the efforts we put in protecting our water resources to offer you a sustainable coffee.

*"Committed to growing responsibly, Olam was already addressing water risks. Implementing the AWS Standard in Tanzania has strengthened that effort and advanced collaboration in pursuit of long-term water security in the region. The example of Olam's implementation of the Standard will be a springboard for arolling out AWS across Africa, as well as providing critical learning for the global AWS network."*

**Adrian Sym** – CEO Alliance for Water Stewardship

► *Come to Ruvuma and you are most welcome to enjoy a smiling cup of our Happy Coffee!!*



► *Ruvuma river ecosystem protected at OLAM's Aviv coffee farm, Songea, Tanzania*

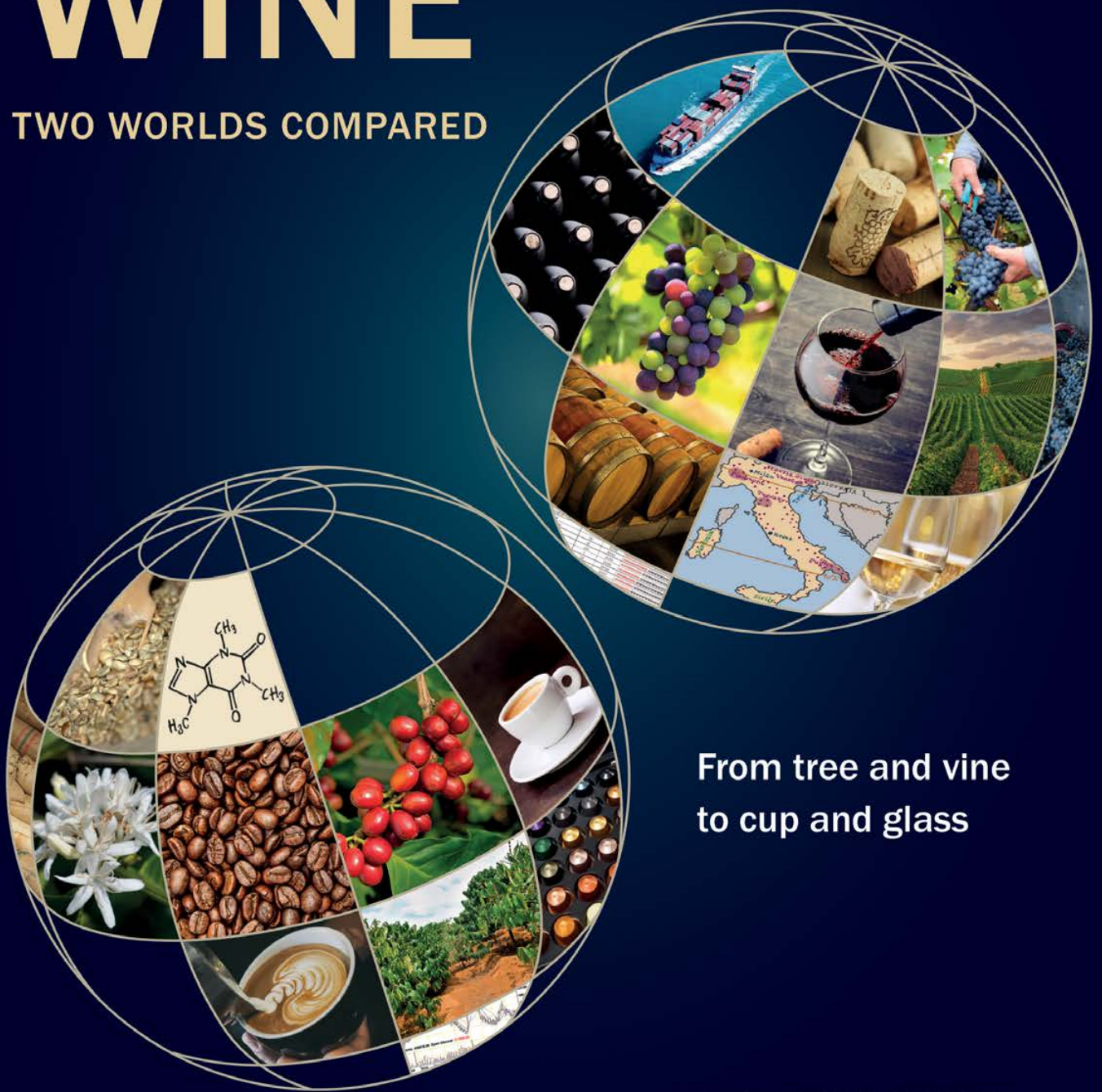


► *Come to Ruvuma and you are most welcome to enjoy a smiling cup of our Happy Coffee!!*



# COFFEE AND WINE

TWO WORLDS COMPARED



From tree and vine  
to cup and glass

MORTEN SCHOLER



# COFFEE AND WINE

## Two Worlds Compared

**Morten Scholer**

### KEY SELLING POINTS

- A comprehensive study comparing the two products and the two sectors
- Morten was an advisor to the United Nations and has extensive experience working on coffee and wine projects
- Contains numerous illustrations, maps, tables and case studies

The first of its kind, *Coffee and Wine* is a comprehensive study and comparison of the growing, producing, marketing and consumption of the two beverages – from tree to cup and from vine to glass.

The book is full of surprises for most readers, whether they are beginners or professionals within the coffee or wine industries. Answering questions such as, why has the consumption of coffee dropped despite the growing number of coffee shops? And, why can more wine be produced from a tonne of red grapes than a tonne of white grapes? Morten explains the technical topics about the drinks using simple language, making the facts and figures accessible for all, from experts and professionals to consumers just enjoying coffee and wine.

Coffee and Wine is generously illustrated and contains many tables, charts, maps and case studies. It also includes information on cultural values and a number of fun facts. It has plenty of useful facts and figures for anyone with an interest in either, or both, of the two products.

**MORTEN SCHOLER** was a senior adviser on the United Nations' coffee projects in coffee producing countries for fourteen years, and is the co-author of several publications on coffee. His interest in wine stems from the first time he picked grapes on holiday in France in the 1970s. Morten has a Master of Science in Engineering and a Bachelor of Economics, and has served on the board of directors in more than thirty companies in various industries from fertilisers and food products to beer and coffee.

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**INTERNATIONAL  
COFFEE  
ORGANIZATION**

# SUSTAINABILITY OF COFFEE: LOW COFFEE PRICES AND THE ROLE OF WOMEN – FOCUS OF DISCUSSIONS AND DECISIONS AT ICO COUNCIL.

**L**ondon, 21 September 2018 – The 122nd Session of the International Coffee Council concluded its deliberations today after a week of intense discussions and knowledge-sharing events that culminated in a strong message for the global coffee industry and policy makers. The decision of the Council provides a strong mandate for the International Coffee Organization (ICO) to further analyse the factors driving future and spot market prices for coffee including production and consumption trends and to demand actions from the world community, governments, industry and consumers in order to address the current coffee price crisis and to pursue gender equality across the coffee value chain.

The International Coffee Council – the only international forum bringing together both coffee exporting and importing countries, the public and private sectors and development partners – provides a platform to study and address the challenges facing the global coffee sector including the distribution of official coffee statistics, and the means to attract development funding to the coffee sector. Over 200 representatives of exporting and importing countries, major

coffee private sector associations and platforms, 'coffeepreneurs', technology providers and key international organizations and donors supporting the coffee sector gathered in London to discuss how to address emerging issues and the long-term future for coffee producers, traders, industry and consumers.

The annual theme selected by the ICO for coffee year 2017/18, women in the coffee value chain, was addressed and thoroughly discussed during the Council and ICO Members decided that in 2018/19 the Organization must focus on 'Profitability: Consumption and Productivity' to respond to the demand by Members to better understand the price structure and volatility affecting coffee growers. In his address in the Council's Opening Ceremony, the Secretary-General of the International Maritime Organization, Mr Kitack Lim, stressed that over 70% of green coffee is transported by sea. Ms Luiza Carvalho from UN Women joined all the participants in congratulating the PR 301/18 21 September 2018 Original: English E - 2 - ICO for pursuing gender equality in the coffee sector in line with Sustainable Development Goal 5 and stated that

"empowering women in the coffee sector is not just the right thing to do but it is also the smart thing to do". Ambassador Aly Touré from Côte D'Ivoire and Chair of the International Coffee Council, further stressed that "supporting women in the coffee sector must continue in order to achieve prosperity".

Mr Gerardo Pataconi, ICO Head of Operations, on behalf of the ICO's Executive Director, Mr José Sette, indicated that "reducing the gender gap in the coffee value chain will not only have a crucial social and economic impact, but will also increase the supply of higher quality coffee. The effect of low prices has a detrimental impact on all producers, but especially women as they are often the most vulnerable in the coffee value chain". Key elements of the week included: The publication of the ICO study: Gender equality in the coffee sector, which showed "that providing women with access to knowledge and finance can increase quality, yield with positive impact on family wealth and health". In the Thematic Workshop: Women in Coffee, the industry's commitment to gender equality was demonstrated by Nestlé-Nespresso, while other participants presented examples of best practices for gender inclusion

and equality. The English version of the e-book *Women of the Coffees of Brazil*, the product of the work of the Brazil Chapter of the International Women's Coffee Alliance and the research organization, Embrapa, was officially launched.

A Memorandum of Understanding was approved and officially signed between the ICO and the International Women's Coffee Association to pursue collaborative efforts to promote gender equality across the coffee sector. Concern was voiced by Members, particularly from coffee-producing countries in Africa, Latin and Central America, Asia and the Pacific, about the current low coffee prices below the threshold of 1 USD/lb, jeopardizing the livelihood of 25 million coffee farmers. The crisis could force coffee farmers to abandon coffee production, switch to growing illicit crops, or aggravating already dramatic migration flows, adding to growing concerns about the sustainability of future coffee supply on top of the expected negative impact of climate change.

Professor Jeffrey Sachs, of Columbia University, presented the preliminary results of a study on prices based on ICO data, an initiative of the World Coffee Producers' Forum with a contribution from the ICO, including suggested options under review to support industry and consumers to

transfer funds back to poor growers. The ICO's assessment of the future of coffee and spot prices and the updated coffee market analysis were presented as stated by José Sette "ICO analysis suggests that the worst part of the crisis may be approaching its end but this will depend on the development of the Brazilian Real as a result of the elections in that country; in any case the price crisis must not be neglected."

To allow coffee stakeholders to access funds and technologies, the week of Council meetings included a Forum on Innovation, a Donors' Forum and a Partnership Fair that brought together key donors (European Commission, Germany, Italy and Japan), international organizations and financial institutions (Afreximbank, Conservation International, IFAD, ITC, the GEF, TWIN, UNDP, UNIDO, WTO and STDF) as well as innovative technology providers with solutions on blockchain, insurance schemes for smallholder farmers based on big data, green bonds, trading platforms, impact investment and solutions and best practices to pursue gender equality, address the situation of price and productivity on livelihood of small growers, and climate change.

All the solutions aim to facilitate access to funding and blending public and private funds and to contribute to the 'decommodification'

of coffee, reducing the vulnerability of green coffee price shocks. The opportunity offered by the 7th cycle of the Global Environmental Facility (GEF) with available resources of US\$4 billion and which for the first time includes coffee as one of the targeted commodities, was set out in a guide published by the ICO in cooperation with the Sustainable Coffee Challenge (SCC) for the coffee sector were discussed.

In its conclusion, the Council decided to launch a global communication plan to raise awareness among consumers on the economic reality of the coffee sector and called on the ICO to further promote dialogue among all coffee stakeholders, to include the promotion of consumption as part of its efforts to contribute to the 2030 Agenda for sustainable development, explore alternative uses of low-grade coffee, intensify linkages with the international coffee industry and voice the concern of the sector at major international events and organizations, such as the UN General Assembly, the forthcoming IberoAmerican Summit of Heads of State and Government in Guatemala, and the meeting of the G20 in Argentina, also requesting the inclusion of coffee as one of the crops monitored under its Agricultural Market Information System (AMIS).

**About the International Coffee Organization:** The International Coffee Organization (ICO) is a multilateral organization supporting exporting and importing countries to improve the sustainability of the coffee sector. It provides a high-level forum for all public and private stakeholders in the sector; official statistics on coffee production, trade and consumption; and support for the development and funding of technical cooperation projects and public-private partnerships. As part of the ICO's mandate and Five-Year Action Plan, the Organization's main objectives are to identify innovative solutions to increase social, environmental and economic sustainability and address challenges such as climate change; the livelihood of coffee growers; gender equality; ageing workers and plantations; and compliance with quality and safety standards. More information at: [www.ico.org](http://www.ico.org)

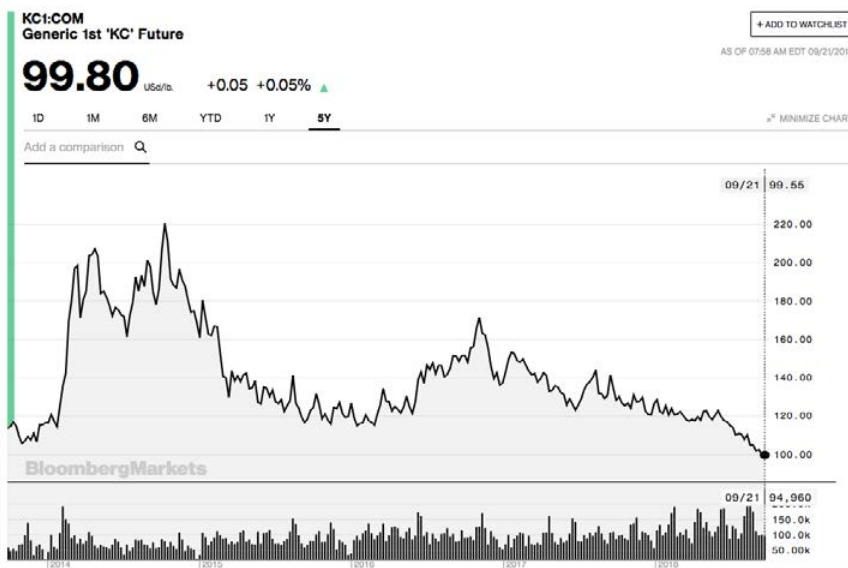
**The International Coffee Council:** The International Coffee Council is the governing body of the ICO, bringing together Governments from countries which export and import coffee. The Council meets twice a year to discuss wideranging issues with the aim of promoting a sustainable coffee sector. The 122nd Session of the International Coffee Council was held from 17 to 21 September 2018 at the International Maritime Organization, London, United Kingdom. For further information: ICO Press Office [press@ico.org](mailto:press@ico.org)



# ICO RESOLUTION ON THE LOW COFFEE PRICES

in order to show the reality of the coffee sector – from the producer to the final consumer – as of the International Coffee Day, October 1st 2018;

2. Change the annual themes to guide the work of the ICO for the next coffee years. In the coffee year 2018/19, it will be discussed “Profitability: Consumption and Productivity”. “Climate Change” and “Innovation & technology” will be discussed in 2019/20 and 2020/21 respectively;



**Considering:**

The situation of 25 million families spread over the producing countries;

Current market price levels; the cost of coffee production in producing countries; the diversity of public policies adopted; the need to coordinate efforts to publicize the aspects of the coffee producing chain;

The need that the ICO prioritize actions to promote the producer economic sustainability; and

The promotion of consumption as a fundamental instrument to achieve balance between supply and demand, in order to guarantee the economic sustainability of the coffee chain;

That Brazil will host the next World Coffee Producers Forum meeting in 2019;

**Decides:**

1. Launch a global communication plan, together with producers, consumers, opinion makers, through social media and other means of communications

3. Establish a forum to share knowledge among the exporting countries on public policies regarding the improvement of the small producer’s income;
4. Ensure the use of the Special Fund resources to promote consumption in producing countries. Projects should be submitted to the ICC 123rd Session;
5. Link the promotion of consumption as a guideline in all action plans of the ICO aiming the implementation of the 2030 Agenda for Sustainable Development;
6. Encourage the exporting members to adopt programs to further raise their internal consumption level;
7. Create the ICO Award for Excellence in alternative uses for coffee, aiming the implementation of item 9, Resolution 420;
8. Urge the Executive Director to further strengthen ties with the international roasting industry as a matter of urgency in order to gain support for the implementation of this resolution.



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## CONTACT US:

UGACOF LIMITED, Bweyogerere, Kiira | P.O.Box 7355 Kampala, Uganda

Tel: +256 204 280 000 | Fax: +256 393 250 020

Email: : Ugacof@sucafina.com | Web: www.sucafina.ch

