

# The Coffee Farmer

NUCAFE NEWS LETTER VOLUME 06/04, ISSUE 7 OCT - DEC 2006

National Union of Coffee  
Agribusinesses and Farm  
Enterprises (NUCAFE)



OCT -

## INSIDE THIS ISSUE:

G.A.C STEAMS  
ITS WAY TO  
EUROPE 3

FARMERS THE  
HINGE IN THE  
COFFEE CHAIN 4

FARMER  
GROUPS IM-  
PROVING LIVES 5

PICTURES OF  
NUCAFE ACTIVI-  
TIES... 5

MEMORABLE  
PICTORIAL  
EVENTS IN THE  
YEAR 8

WHY ORGANIC  
COFFEE... 9

NUCAFE CON-  
TACT ILLUS-  
TRATED 10

## ABOUT NUCAFE

### NUCAFE's Vision:

- ... to be recognized through Uganda and the region as a commercially viable and quality-oriented system of successful farmer-directed and owned coffee business associations through which farmers increase their individual business returns and participate directly in building the rural economy sustainably.

### NUCAFE's Mission:

- ... to develop and establish a sustainable market-driven system of coffee farmers' business associations through which farmers participate fully in determining the economic future for their households and rural economy.

## KIBINGE GOES GLOBAL



Mr. Mpimbe L. C/Man Kibinge CFA & Mr. Lukwata D. the Coordinator clad before departure for Terra Madre - Italy accompanied by Mr. Herment Mrema (SBM) of NUCAFE

Terra Madre World Meeting of Food Communities 2006, is the 2<sup>nd</sup> biannual event organized by the Slow Food Foundation which is an international association founded in 1986 to counter the standardization of taste and defend the right of consumer around the world to have proper information. Its president is Carlo Petrini and it now has over 80,000 members in more than 100 countries in the world. Slow Food is committed to supporting high-quality agriculture and defending agricultural and food biodiversity. It does this mainly through the Slow Food Foundation for the Defense of Biodiversity, a non-profit organization that supports Slow Food projects aiming to directly promote biodiversity in the food sector.

The Terra Madre event brought together 6,000 people representing 1,600 food communities from 150 countries. These communities are involved in producing, distributing or marketing quality food, as well as promoting and defending biodiversity through local initiatives. Among the events organized by Slow Food, the one with the highest profile and greatest international importance is the Salone del Gusto held in Turin, a huge

Turn to page 2:

## A WORD FROM THE EXECUTIVE DIRECTOR



Mr. Nkandu Joseph (E.D NUCAFE) talking to one of the potential buyers of farmers' group coffee bulked for selling.

Coffee farmers associations will receive moisture meters to improve quality. The move by the National Union of Coffee Agribusinesses and Farm Enterprises (NUCAFE), a coffee farmers' organization, aims at increasing farmers' incomes.

NUCAFE Executive Director Joseph Nkandu said the meters would be used to measure the quantity of water in coffee beans before selling them. He said farmers had been persistently exploited by coffee dealers, who take more coffee and pay less money, claiming the beans were not dry.

"Farmers have so far formed 623 groups and 110 associations from all coffee growing districts. We emphasize value addition before selling the coffee in order to fetch more incomes", said Nkandu.

He said they had set up mother gardens for coffee wilt resistant seedlings that would later be distributed to farmers. He said efforts by researchers to combat the coffee wilt disease had not born significant results. Nkandu said coffee is doing well on the market because a Kilogram of coffee beans costs between shs850 and 1000 compared to shs750 and 900 at the beginning of the harvesting season in November.

## KIBINGE GOES TO TERRA - MADRE ITALY CONT'D

**From page 1:** biennial fair dedicated to quality food produce. This year's Salone del Gusto (26-30 October) was held at the same dates as Terra Madre. Participants were able to visit the Salone and appreciate how the two events complement each other. While Terra Madre is an occasion for examining and thinking about sustainable food production, Salone showcases quality food and promotes consumer education. Out of 22 participants from Uganda 3 were from NUCAFE Secretariat (Senior Business Manager) and Kibinge Coffee Farmers Association (Chairman and Business Manager). Representation from Uganda was consisted with farmers linked with bananas, chicken, bee keeping, fish farming and coffee. This was the first time for NUCAFE to give an opportunity to typical farmers to participate in an international event outside Uganda.

### Trip Objective:

The objectives of the NUCAFE team were to promote Uganda coffee, establish market linkages, and promote the "Ownership and Value Addition along the Coffee Commodity Chain model".

### Travel:

We traveled from Entebbe by Egypt Air on September 25 early morning arriving at Millan (Malpensa airport) in the afternoon of the same day. We were picked by our host and took a two hour bus ride to Turin where all of us got registered for the event and we were taken to Bibiana Community (a farming community which is about 40 km from Turin city) for accommodation. We were picked every day to go to the exhibition and conferences in the morning and returned back in the evening. We had five rooms to accommodate all of us; therefore we shared rooms and had four common bathrooms. The accommodation arrangement provided us with an opportunity to socialize and know each other better.

**...two farmers from Kibinge which was their first time to travel to Europe....**

### Participation in the Event;

We all participated in the opening session on October 26, 2006 which was held at the Oval, a new covered structure build for the Olympic which was a few meters from Salone del Gusto which was officially done by the President of Italy Mr. M. Giorgio Napolitano. Before the official opening there welcome remarks by the Mayor of turn, the Governor of the Region, Minister of Agriculture and Minister of Foreign Affairs and the President of Slow Food Foundation. Apart from having the plenary sessions, there were brief speeches of 15 – 20 minutes illustrating topics common to all participants from key distinguished guests

### Friday 27 to Sunday 29 of October: 9.00 to 18.00

These three days were dedicated to seminars, each day there about 30 workshops which took place on topics connected to biodiversity, environmental protection, different cultures, defending resources etc. Apart from officially scheduled meetings, informal meetings were held among groups with similar geographic or production backgrounds together with presentation of projects, communities and publications. The workshop program was organized in a manner that each participant could be able to attend at least 3 workshops and each participant had received personalized program and that of other members' workshop program. Included in the package of materials obtained during the registration was a complete program.

### Monday 30<sup>th</sup> October 2006.

The event closed with a plenary session, featuring reports by representatives of the various geographical areas and an official closing ceremony by the President of Slow Food Foundation Mr. Carlo Petrini.

### NUCAFE achievements:

NUCAFE was able to display and promote various types of coffee from Uganda which included green coffee, roasted coffee and traditional coffee prepared for instant consumption which was very popular. All the 24 packets (10 gms each) we had for display were sold for 10 euros per packet and we were able to sell all the other display materials such as mats, hats, backcloths and other items

we had carried with us. In total about 300 euros was collected.

The two farmers from Kibinge which was their first time to travel to Europe had an opportunity to interact with other farmers of similar level, exchange ideas and contacts; were able to visit coffee shops and other products displayed in particular at the Salone del Gusto to see for themselves, how local processing can enhance food security and affordable prices.

The Senior Business Manager (team leaders) was able to make a presentation on the Ownership and Value addition along the Coffee Commodity Chain model which was well received. He made various contacts and presentation with a number of European TVs, newspapers reporters, various personalities, coffee processors, roasters, financing houses and established contacts with many other participants from all parts of the world.

Our host (farm families) invited us into their homes and was able to learn practically how an Italian farmer survives, manages his time, maximize their profits. We also learn of how small cooperatives or groups could survive as economic unit. One of the cooperatives we visited had only 5 members who's turn over was more than 1 million euros and have been making profit for all the 15 years they have been in business. This particular cooperatives deals in fruits and vegetables, dairy and production of maize mainly for animal feeds. It sells both fresh fruits and vegetable within the community and outside community. It also process (organic) fruits and vegetable that are sold within and outside the community and they have a comprehensive program for the management of their natural resources and biodiversity.

We were privileged to pay a courtesy to the Mayor of Bibiana Community, exchange flags, and signed visitors' books.

### Lessons Learned:

Participation in exhibition and conference could be cost effective (pay for itself) if it is well planned and have adequate materials and strategies to sell the display items during the exhibition.

## GREAT AFRICAN COFFEES STEAMS ITS WAY TO EUROPE, S-AFRICA

By Phillip Nabyama (East African Business)

They happily sweated away that hot afternoon of December 16, 2006 drinking good African coffee for the first time. These farmers in their hundreds were drinking a unique Arabica coffee that they grew on their shambas on Mountain Rwenzori in the western district of Kaseese. The coffee, a product of the Good African Coffee (GAC) is only sold in the big supermarkets in South Africa and the United King-



Mr. Rugasira Receiving an award of excellence given by UCDA

100% Arabica freeze dried. The Gold Rukoki, Prestige Kilembe, Espresso Rwenzori, Classic Lake Katwe and Freeze dried instant coffee are all named after regions in Kaseese where it is sourced. The coffees according to the companies chairman and chief executive officer, Mr. Andrew Rugasira are bought direct from "our network of farmers at premium prices and specially roasted and packed under stringent quality controls."

On our first night at the Margaharita Hotel on December 15, 2006, Rugasira organized a kind of barbeque (that am unaccustomed to); there was only coffee water and soda to wash down the tasty meats that rainy night. Back in 2004, GAC unveiled its first three blends of Prestige, Gold and Classic in South Africa and also signed a distribution deal with Africa's largest retail supermarket, Shoprite Checkers. In 2005, GAC was again in the first ever African owned coffee brand on the Waitrose supermarket shelves in the UK and a year later, it launched its instant coffee and concluded negotiations with J

Sainbury and Teso Supermarkets.

In Kampala, GAC runs a popular coffee house that it launched in 2004 by on the same building as one of the Shoprite outlets. Ironically, this tasty coffee has never graced the shelves of the two ShopRite outlets in Uganda, even as future sample displays. But that scenario is about to change as the sweat of the over 14,000 coffee farmers and 54 or so permanent staff at GAC is bearing better fruit. Starting late this January, the coffee is going to grace all Uganda's supermarket shelves at a retail price of Ush6,000 (\$3.33) before moving on to compete for shelf space in the other East African countries of Rwanda, Kenya, Tanzania and Burundi with the second quarter of the year.

While his company markets and distributes the coffee in South Africa, UK based LD (Ladoria) Ltd of Cambridgeshire distributes it in the UK at a retail price of 18 South African Rand (Ush4,461) and 2.49 British Pounds (Ush8,217) respectively.

Incorporated with limited liability in 200, the export oriented firm started operations in 2003 as Rwenzori Finest Coffee before evolving into GAC, only last year to establish consistency in its brand and generate a Uniform global retail industry. The business started out with mobilizing over 10,000 mellowed coffee farmers into 200 farmer groups of 50 farmers each. Now there over 14,000.

His c. There he entered into partnership with Beculeys of Dublin to launch the fine Arabica coffee that has been developed over the past half a century. It has not been an easy walk for Rugasira. A majority of the banks rejected his request for a loan without butting an eye lid. Others went to step low and belittled him. "The cost of market penetration in Europe is very prohibitive", he says. The coffee man had to make 14 trips to Europe before cutting a marketing deal. To South Africa he made about 10. "There are sometimes that I almost gave up. I nearly run bankrupt sticking to this idea," he told an early morning media conference on the morning of the awards.

Represented by his finance minister, Dr. Ezra Suruma at the awards, President Yoweri Museveni applauded GAC and predicted that Ugan-

Turn to page 4:

...**"The cost of market penetration in Europe is very prohibitive"...**

dom (UK). GAC, the first Ugandan coffee company to go global has since its establishment four years ago, been adding value to Uganda's coffee through roasting, blending and packing.

I was among the pack of journalists invited by GAC to cover its first coffee farmer awards ceremony on December 16<sup>th</sup> 2006 at the local Catholic parish gardens in Kaseese. The farmers were being appreciated for their contribution toward the success of the project that has brought quality African Coffees to the global market. At these awards, the best producer organization(s), sub-county, best farmer and all co-coordinators in the district, based on output and quality for both coffee seasons of 2006, walked away with an assortment of farm inputs and certificates.

GAC produces four different single origin, roast and ground coffee and one

### COMING TO YOU SOON IN OUR NEXT ISSUE:

*The story of coffee farmers in Bunjakko Island (Buwama Coffee Farmers Association) the marketing point of view....*

*Contracts in the coffee industry; what to consider in terms of quality, shipping, mode of delivery, terms of payment and using intermediaries....*

*Experiences of Business Managers in the past year, their view of challenges and Successes achieved....*

*More coffee prices, And so much more....*

**Current coffee prices:**

**Robusta Kiboko**

700 - 900 UgX

**Robusta F.A.Q**

1700 - 1800 UgX

**Arabica:**

2500 - 2800 UgX

## GAC STEAMS TO EUROPE CONT'D

**From page 3:** dan Coffee would one day become a household brand. "Our products normally fail in outside markets due to their poor quality and the failure to sustain the market through intermittent and inadequate production. More often than not it is not lack of market, but we fail to honor our contracts through failure to deliver quantities of the quality coffee promised at the right time". Museveni said.

The farmers who transport their coffee to GAC offices in Kasese on bicycles and pick up trucks before the process commences get paid Ush3,500 (\$1.94) per Kilogramme, translating into 30% to 40% above the market price. Available statistics indicate that a kilogramme of Arabica on the international market costs about \$2.70 (Ush4,860) while GAC fetches \$2.88 (Ush5,184) a kilogramme. One kilogramme of the beans produces 330grammes of instant coffee and 800grammes of Roast and Ground coffee. In 2006, GAC bought over 460tonnes of washed Arabica coffee, which experts say is among the best quality in the region.

This quantity, Rugasira told Business week is anticipated to hit the 1,000tonne mark worth Ush 3.5 billion (\$1.94 million) at the end of 2007. 110tonnes were bought in 2004 with 2005 registering improvement at 190 tonnes of washed coffee. An acre on average produces about 300 kilogrammes of coffee beans per season. The optimistic Rugasira anticipates that GAC will attract a higher premium when German based firm, BSC Oko-Garantie GmbH certifies it as organic. He also hopes that his company will list on the Uganda Bourse within the next five years with priority for shares going to the farmers.

Before GAC came into the equation, farmers were using the obsolete dry processing method of removing the outer skin of the bean, which while producing a reasonable Arabica cup, does not come close to matching the quality of the wet processed Arabica beans. With the support from Prime West, a USAID programme, hand pulpers were procured and the wet processing farmer sensitization programme became operational. At present, over 160 pulpers have been distributed. Apart from the improved bean quality, another benefit to the farmers is the fact that the processing time is almost half of that coffee produced by the wet pulping method.

GAC deployed a team of agrono-

mists, wet processing trainers from the Mountain Elgon region in Eastern Uganda (also known for producing Arabica coffee), quality assurance managers and local liaison and training officers to work with group and community leaders. "The project has been a tremendous success and locally produced coffee has reached the premium price of US\$1.31/lb FOB (2006). In the 2006 season, the programme has seen farmers delivering over 10 metric tonnes of coffee a day in a region that until now has not seen wet processed Arabica coffee," a statement on the GAC website reads.

The UK's Observer Food Monthly (OFM) in its November 2005 editorial written by respected food and beverage critic Nigel Slater said of Rugasira; "Both a Business leader and father figure, he has helped thousands of farmers to give themselves a steady income and provide them

**...Sipping on the last bits of my rich coffee like a Bohemian...**

with the knowledge that they are at last being given a fair price for their coffee." At the age of 35, the father of four, in 2005 addressed the House of Lords in Gleneagles, UK about his vision of Africa; a continent full of tremendous opportunity and resourcefulness.

Writing in the same OFM edition, Tim Adams says, "After his speech, a big queue of people formed around Rugasira, wanting to hear more of his story. Later that week, I heard him again, a couple of times, spreading the word on the radio and on television." Companies today cannot survive the stiff and dynamic business environment without a pro-active corporate social responsibility programme; GAC is involved in six community projects centered on education, environment, charity and microfinance.

Sipping on the last bits of my rich coffee like a Bohemian, I looked around at the excited farmers, hugging, congratulating and smiling at each other. In all this action, I could see the unlimited opportunities unveiled by the raw beans these farmers at the primary end of the value chain toil with, all year round.

## FARMERS THE HINGE IN THE COFFEE CHAIN

**By: Bbuule Ronald S. K - Chairman Nsangi Coffee Framers' Association**

Why do coffee prices rise (go up)? Is it the quality where by quality features or characteristics of a product that have a bearing or its ability to meet customer requirements? And that is why in Uganda today it is very important to have the Internal Quality Management (IQM), a system of coordinated activities within a producer group or association that assures the quality of a product. It provides a basis on which methods to meet External Standards are built. However, in this we have the ICS that focuses on single quality standards, compliance is its major goal and IQM may focus on multiple standards, consumer quality requirements is its major goal based on risk analysis and continuous improvement.

Among the activities done by NUCAFE, also sent farmers to be trained by NOGAMU (National Organic Agricultural Movement of Uganda) because that follows the mission of NUCAFE, which is to develop and establish a sustainable market driven system of coffee farmer groups that are organized into associations through which individual farmers participate fully to enhance the economic future for their families and rural communities. If the consumer talks about the qualities it is along way still because we have the over view of different qualities in addition there some importance in product quality such as the color, taste, size, blemish free, weight because this also drives and fulfill the demands of the consumer because this is business

As I always say or write that Unity is power please it is true because a producer today can fail to compete in the modern world market individually without joining together, either in associations or in the farmer groups. For example producers must comply with the environmental regulations to prevent the entry and spread of plant pests and diseases. Most countries around the world have put in place plant inspections and quarantine **Turn to page 9:**

# FARMER GROUPS IMPROVING FARMERS' LIVELIHOOD IN BUWAMA S/COUNTY



**By: Nganda Peter- Business Manager**

## **Buwama Coffee Farmers' Association**

There's no smoke without fire. Many farmers were hearing of NUCAFE but not knowing what really existed within NUCAFE. It's not apolitical based organization but a developmental organization based on local people at their grass root.

From 1999-2004 Buwama Coffee farmers' s Association was existing with very lass power But when NUCAFE came in our district-Mpigi , the association was then empowered and facilitated more with better farming methods, information and market linkages. By then farmers were

coffee and profitably own their coffee. All those farmers in the formed groups are now considering coffee farming as a profitable and lucrative business.

Union is strength, so through the formation of farming groups hence the farmers have developed through engaging them selves in other developmental activities combined with other farming projects like piggery, poultry to mention but a few. This means that can still survive and depend on these other projects until when the coffee season resumes again.

The formation of farming groups our Sub County -Buwama under NUCAFE has greatly helped the farmers to properly get informed about the coffee produce by different NGO's and other related agricultural extension workers hence producing qualitative coffee.

With reference to the quality of coffee produced by farmers in groups sensitized by NUCAFE, exporters are now rushing to buy our coffee unlike recently when it was the farmers struggling to look for the buyers of their coffee who bought and at a very low price due to the poor methods farmers used to grow, harvest and dry their coffee.

Through these formed farmers' groups at a farmer level, most farmers have explored their different talents like the talent of leadership and others, whereby farmers visit their fellow farmers and obtain new skills in different aspects hence producing a better quality coffee. Group works creates chance for farmers to gain the concept of bargaining for prices for their produced goods at the exporters' levels.

The early bird catches the worm those farmers who first joined to form groups will not regret according to how beneficial groups are because they are able to access to free seedlings from different organizations like world vision and the District through Uganda Coffee Development Authority (UCDA) with the help of the District Coffee Coordinator (DCC) and on top of that advice as regards NUCAFE's view on the concept of ownership that a farmer should know that he /she is the owner of the coffee. Here organized groups increase on their firms or to maintain what they have.

Through group formation by NUCAFE has helped the Government and its people to meet its objectives and aims like increasing productivity of coffee and in general to implement the national goals like Prosperity for All (Bonabagaware) through (QPGs) with a sense that each farmer owns a coffee tree at his/her home.

Necessity is the mother of invention through group work; we have managed to reach this far where we have archived all that has been mentioned and so much more. Therefore, an acknowledgement goes to National Union of coffee Agribusinesses and farm enterprises

**....farmers have developed through engaging them selves in other developmental activities / projects like piggery, poultry ...**

(NUCAFE) for having thought it wise to operate in our District more and so in Buwama Sub-County my home area and work place.

Great appreciations go to the government of Uganda for giving opportunities to different NGO's as a policy to uplift the people's standard of living.

A vote of thanks goes to all the farmers who have endeavored to physically for prosperity for all in our nation by growing and producing where there is a way we thank and congratulate NUCAFE For having facilitated our farmers with a lot of aid and training for groups in Uganda. These groups have done a great deal in Mpigi District where by now recognized at the district after registration by the registrar of companies.

Better late than never I am calling other farmers to form more groups the door is still open.

**...Quality producer Groups with a vision and an intention to produce qualitative coffee ...**

selling kibooko at Shs. 300= per kg. But today under formed farming group's farmers sell Fair average quality coffee (F.A.Q) at US\$2000+ per kg which is more profitable with a premium of US\$100 -450/= per kg.

Most of the groups formed were named Quality producer Groups with a vision and an intention to produce quality

# NUCAFE EVENTS IN PICTURES ILLUSTRATED



MR. PATRICK EECKLOO FROM I.V.A SHARES A WORD WITH MR...CHAIRMAN UCDA AND THE DIRECTOR GENERAL OF CORI,



MR. EZRA LUGYA MEMBER ZIBUL'ATTUDE C.F.A AND ALSO DIRECTOR BULANSUNKU COFFEE ESTATES SHARING A JOKE WITH MR. EECKLOO AND HERMENT MREMA



MR. MPIIMBE LIVINGSTONE (R ) AND MR. LUKWATA DAVID BEFORE DEPARTING FOR TERRA-MADRE ITALY



MR. MPIIMBE LIVINGSTONE (R ) AND MR. LUKWATA DAVID ARRIVE IN ITALY



SOME OF THE TRADITION-ALLY PACKED COFFEE GOODIES THAT WERE TAKEN TO PARTICIPATE IN TE EXHIBITION IN ITALY

DELEGATES AT THE CONFERENCE IN TERRA-MADRE ITALY VIEW, SOME THE EXHIBITED GOODIES FROM KIBINGE CFA



"I WANT TO TAKE THIS", GOODIES SOLD LIKE HOT CAKES IN ITALY



MR. HERMENT MREMA (SBM-NUCAFE) PRESENTING THE FARMER GROUP - ASSOCIATION MODEL TO THE DELEGATES IN TERRA-MADRE ITALY



"LETS JIGGY WITH IT", MR. H. MREMA, BOARD SECRETARY U.C.D.A AT THE U.C.D.A END OF YEAR CELEBRATION



MR. MUHIGIRA STEPHEN THE NEWEST MEMBER OF NUCAFE RECEIVING AN AWARD OF EXCELLENCE IN THE COFFEE INDUSTRY FROM THE MINISTER OF AGRICULTURE HON. HILLARY ONEK

# ILLUSTRATED PICTURES CONTINUED



USING COFFEE AS AN ENTRY POINT FARMERS CAN SUCCESSFULLY INTERCROP AND ALSO ENGAGE IN ANIMAL HUSBANDRY THUS INCREASING THEIR HOUSEHOLD INCOMES. THIS IS THE MESSAGE THAT MR. HERMENT MREMA (L) COORDINATOR NUCAFE-NAADS PARTNERSHIP WAS TELLING THE FARMERS IN KANUNGU DISTRICT



"START WITH WHERE YOU ARE WITH WHAT YOU HAVE", FARMERS IN KANUNGU DISTRICT HAVING A HANDS ON EXPERIENCE OF MAKING A COFFEE NURSERY USING LOCALLY AVAILABLE MATERIALS IN THEIR IMMEDIATE ENVIRONMENT



BEFORE AND AFTER: COFFEE SEEDLINGS OUTSIDE THE NURSERY BED (L) AND FULLY ORGANISED COUNTED IN THE NURSERY BED <C>. MR. MREMA DISPLAYS A COFFEE SEEDLING READY FOR HARDENING OFF <R>



MR. MUNYAMBONERA EZRA, SENIOR RESEARCH OFFICER U.C.D.A EXPLAINS TO THE COORDINATOR OF KAWEERI COFFEE FARMERS ALLIANCE ABOUT THE DANGER OF EXCESSIVE USE OF FERTILIZERS



MR. KIZITO MAYANJA PRINCIPAL MARKET ANALYST U.C.D.A EXPLAINS TO FARMERS FLUCTUATIONS THAT OCCUR IN COFFEE PRICES AND HOW THEY COME ABOUT, HOW TO SEIZE A BETTER PRICE



THE DIRECTOR OF KAWEERI COFFEE ESTATES MR. JEREMY HULME LISTENS WHAT HAS BEEN OBSERVED ON HIS ESTATE AND CAN BE DONE TO CORRECT THE SITUATION

PROMOTING LOCAL CONSUMPTION: THE M.D UCDA MR. HENRY NGABIRANO ENJOYS A CUP OF COFFEE BREWED IN LUWERO WITH MR.....



# MOMENTS TO REMEMBER IN PICTURES



MR. JOHN SCHULER THE MANAGING DIRECTOR, CAFÉ AFRICA PRESENTING TO COFFEE STAKE HOLDERS THE STRATEGIES TAKEN TO INCREASE COFFEE PRODUCTION IN UGANDA AND HOW TO ACHIEVE THE TARGET OF 4MILLION BAGS BY THE YEAR 2010 DESPITE THE ARISING CHALLENGES LIKE C.W.D



A STATE OF THE ART INCINERATOR; SUCH FACILITIES ARE NEEDED TO DISPOSE OF TOXIC CHEMICAL CONTAINERS TO CUB ENVIRONMENTAL POLLUTION AND POISONING ACCIDENTS



DURING THE UTZ KAPEH TRAINING IN KENYA: MR. LUKWATA DAVID WITH FELLOW TRAINEES LOOKS AT THE EXTENT OF RECORD KEEPING THAT HAS BEEN ACHIEVED BY ONE OF THE CERTIFIED COFFEE ESTATES IN KENYA



MR. JOSEPH NKANDU (ED. NUCAFE) POSES WITH COLLEAGUES AFTER A TRAINING: (L) IN KENYA (PROCEDURES THROUGH UTZ KAPEH CERTIFICATION), <R> NUCAFE MODEL TO UCDA DISTRICT COFFEE COORDINATORS, SUCH PARTNERSHIPS HAVE LED TO THE REALIZATION OF THE NUCAFE GOAL AND OBJECTIVES



NUCAFE BOARD OF DIRECTORS POSE FOR A PHOTO AFTER THE THREE DAY WORKSHOP ON GOOD GOVERNANCE HELD IN MASAKA SOCIAL CENTER

THE CHAIRMAN, MR. JACK BIGIRWA <C>, THE VICE CHAIRMAN, MR. PHILIP MULUYA (L), AND THE BOARD SECRETARY MRS. ALICE NYANZI (R) SHARE A WORD DURING ONE OF THE TRAININGS HELD IN MASAKA



MR. JOSEPH NKANDU ED. NUCAFE WITH AMBASSADOR DR. NESTOR OSORIO ED. INTERNATIONAL COFFEE ORGANISATION (ICO) IN MONTPELLIER, FRANCE DURING A CONFERENCE

MR. JACK BIGIRWA CHAIRMAN AND MR. JOSEPH NKANDU E.D OF NUCAFE DURING THE SIGNING OF THE NUCAFE-NAADS PARTNERSHIP CONTRACT WITH MR. FRANCIS BYEKWASO OF NAADS





## THE HINGE CONT'D WHY ORGANIC COFFEE!!

**From page 4:** systems in order to check, assess and determine the risk level of the product. In Uganda we still need more strong policy to comply with the quality of the coffee and also counter coffee detriment. On behalf of the farmers thanks to UCDA (Uganda Coffee Development Authority) for what they have done, the Board and Management, and the District Coffee Coordinators (DCC's) for the assistance they have extended to NUCAFE in one way or another,

..... Depending on their marketing priorities...  
..... people's efforts will fluctuate between the highest possible level, regardless of the cost.....

it is this assistance given to the coffee producers that has kept them stepping ahead for the increment in quality and quantity of Uganda's coffees. Once there is good relationship between the farmer and child, this so is bound to exist with the consumer and producer. Farmers have been organized into farmer groups then associations to produce a quality product that satisfies the consumers' demands.

I appreciate exporters like Savannah Commodities, Kyagalanyi (U) Ltd. Olam and others that have worked with NUCAFE in implementing the NUCAFE Farmer Group Association model with associations like Kibinge CFA, Kabonera CFA, Buwama CFA.

Would you like to know more about Nsangi Coffee Farmers Association, this association is found in Wakiso District, it carries out a lot of activities with coffee as an entry point. It is because of its superior work that HE the Vice President of Uganda; Prof. Gilbert Bukenya invited these coffee farmers of Nsangi at his place. When HE came to Nsangi he discussed many items with the farmers and promised to give these full of life coffee farmers coffee plantlets and also invited them at his place and to know about Modern farming methods.

### What is organic coffee and why grow it and why buy it ?

Organic coffee is grown as part of an intensive, holistic agricultural production management system that includes the composting of organic materials, mulching, shade regulation and biological pest control. Such a system is based on the principle that a value corresponding to that harvested should be returned to the soil. It excludes the use of agro-chemicals. For the product to be marketed as organic, it must be certified as such by a third party. Variants on this basic theme, such as shade grown, are discussed in 03.05.01.

Western countries have developed extensive legislation for organic products. The conditions that must be met before coffee may be marketed as organic are both comprehensive and well defined. No coffee may be brought to the marketplace and labeled organic unless it is proved to conform to the regulations. In other words, coffee can be marketed as organic only when it is certified as such by a recognized organization or certifier, based on regular inspection of all stages of production, processing, transporting and roasting of the coffee.

The first organic coffee cultivation was recorded at the Finca Irlanda in Chiapas, Mexico (1967), and the first organic coffee to be imported into Europe from a small farmers' cooperative came from the UCIRI cooperative in Oaxaca, Mexico (1985). The cooperative converted and marketed its coffee with the help of a joint venture formed by a Netherlands commercial roaster, Simon Lévelt/Haarlem, and GEPA (Gesellschaft für Partnerschaft mit der Dritten Welt), a German NGO (non-governmental organization) specializing in alternative trade.

### Why do consumers choose organic coffee?

- **Health considerations.** Many consumers are increasingly concerned with the content of their daily intake of food and beverages: organic foods are perceived as healthier. This motive is less important for coffee than it is for some other crops in that roasted coffee hardly ever contains harmful residues. But there is also a growing body of consumers whose health worries extend to the workers who have to work with the chemicals that are used in the traditional production system.

- **Demand for specialty coffee.** This is growing and organic coffees are perceived as belonging to this category. Although the quality of organic coffee is not necessarily better than that of conventional coffees, the market for organic coffee is increasingly demanding higher quality, which is why organic coffees are often positioned in the specialty segment. The first organic coffees to appear on the market in the 1980s were good quality Arabica's from Mexico, but nowadays lower grades of organic Arabica as well as organic Robusta are also available. Some quality estates or exporters have their coffees certified as organic to underline their quality, hoping it will be perceived as truly special.

- **Environmental concerns.** Other consumers are concerned about the negative impact of agro-chemicals on the environment. They are not necessarily concerned only about health issues but primarily want to be sure that the products they buy are produced in an environmentally friendly way in order to prevent pollution, erosion and soil degradation.

### Why produce organic coffee?

In principle producers are motivated by the same concerns as consumers, but in addition they want to secure their social and cultural future by realizing the premium that certified organic coffee obtains. This benefit depends on the demand for organic coffee, which in turn determines the amount of the premium that can be obtained, and the extra costs involved in organic production. See 03.02.04 for more on this.

...first organic coffee cultivation was recorded at the Finca Irlanda .....  
...the market for organic coffee is increasingly demanding higher quality...

Turn to page 10:

**We are on the web:**  
[www.ugandacoffee.org/stakeholders/farmers](http://www.ugandacoffee.org/stakeholders/farmers)  
[www.avban.org/associations/nucafe2](http://www.avban.org/associations/nucafe2)

**NATIONAL UNION OF COFFEE  
AGRIBUSINESS AND FARM  
ENTERPRISES (NUCAFE)**

Plot 32 Jinja Rd  
Suite 2.7 Second Floor  
Coffee House  
P. O. Box 7267 Kampala (NUCAFE)  
Phone: +256-41-236199  
Mobile: +256-772-595030  
Fax: +256-41-345252  
E-mail: [nucafe@ugandacoffee.org](mailto:nucafe@ugandacoffee.org)



**NUCAFE**

**FOR SUSTAINABLE QUALITY  
AND COMMERCIALISATION  
THROUGH FARMERS'  
ORGANISATIONS  
DEVELOPMENT**

## **ORGANIC COFFEE PRODUCTION CONT'D**

*From page 9:*

### **Growing organic coffee**

Growing any organic product, including organic coffee, is more than just leaving out fertilizers and other agro-chemicals. Coffee produced in this way should instead be called 'natural' coffee and, to the surprise of many, the industry looks upon this as **non-sustainable production**. This is because, in the long run, the soil will be depleted by natural production, which is often referred to also as 'passive cultivation' or 'organic by default'.

To achieve **sustainable production** it is necessary to make active use of various organic agriculture techniques including the composting of organic material, mulching of the soil under the trees with organic material, use of biological pest control, and investing in shade regulation. The principle of sustainable agriculture is that a value corresponding to that harvested should be returned to the soil.

All possible methods have to be used to enhance the fertility of the soil. This is why passive production of coffee, even when no chemicals are used, is viewed as non-sustainable and not as organic.

According to **European Union regulations** these standards must be followed:

- Cultivation of legumes, green manures, or deep-rooting plants in an appropriate multi-annual rotation programme.
- Incorporation in the soil of organic material, organic livestock manure and vermicompost.
- Pests, diseases and weeds to be controlled by using appropriate varieties, rotation programmes, biological pest control, mechanical practices and flame weeding.
- Seeds and propagation materials organically produced.
- Use of non-organic fertilizers, pesticides and biological pest control methods is limited.

(Minimum standards according to and adapted from EU-2092/91. See Annex II of EU-2092/91 for further specifications of approved inputs: <http://www.europa.eu.int/> )

CERTIMEX, a leading organic certifying organization from Mexico, has formulated standards specifically for coffee.

- Biodiversity should be promoted; therefore cultivation must be done under diversified shade.
- Varieties should be adapted to the local climate and be resistant to local plagues and diseases.
- Nurseries should be organic and seeds should come from organic coffee fields.
- Coffee bushes may not be planted too densely.
- Erosion should be controlled by: mulching and growing of soil covers; planting on contours and/or terraces; shade trees with a lot of foliage leaf; and construction of barriers.

- Techniques to promote organic content of the soil should be used: growing of legumes, incorporation of organic fertilizers and other organic material such as leaves and branches of shade trees.

- Corrections of pH-value with permitted inputs, e.g. lime, is allowed.

- Coffee pulp is recycled.

- Processing is done only with mechanical and physical means; attention should be given to reduction of energy use and cleaning of water that has been used to wash the coffee.

(Adapted from CERTIMEX: Normas para la producción de café orgánico/01.2001.)

Usually, a producer may simultaneously grow both conventional and organic coffee, although this is not recommended. There must be a clear separation between the two types and adequate barriers to prevent contamination with agro-chemicals from neighbouring fields.

**.....achieve  
sustainable  
production it is  
necessary to  
make active use  
of various organic  
agriculture  
techniques .....**

Coffee may normally be sold as organic only once organic cultivation has been practised for at least three years before the first marketable harvest. This also means three years of inspection. These years are called the **conversion period**.

In specific cases, depend-

ing on previous agricultural practices, this conversion period may be reduced, but only after approval of the certifying organization, which in turn has to report such a decision to the authority granting the import permit in the European Union Member State concerned. For a producer who can prove that no agro-chemicals have been used in the past, it is important to try to reduce the conversion period. If a producer can document that no agro-chemicals have recently been used, it is certainly worthwhile discussing the possibility with the certifier.

**TO ADVERTISE IN THIS NEWS LETTER CONTACT US ON  
OUR EMAIL ADDRESS ([NUCAFE@UGANDA COFFEE.ORG](mailto:NUCAFE@UGANDA COFFEE.ORG))**