

# The Coffee Farmer

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National Union of Coffee  
Agribusinesses and Farm  
Enterprises (NUCAFE)



**NUCAFE**  
(The Coffee Farmers Association of Uganda)

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## UGANDAN WINS MEDAL AT WAGENINGEN UNIVERSITY - NETHERLANDS



The Programme coordinator shaking hands with Mr. Joseph Nkandu, The Executive Director of NUCAFE at Wageningen University - Netherlands immediately after being awarded a medal of excellence in farmer empowerment ownership model presentation.

The Executive Director of National Union of Coffee Agribusiness and Farm Enterprises (NUCAFE), Mr. Joseph Nkandu while attending a three weeks training course in Wageningen University and Research Centre - Netherlands won a coffee medal for the best marketing proposal as one of the assignments for the course in **Value chains, marketing and branding** in consideration of agrobiodiversity. Joseph demonstrated the best innovative and well balanced marketing proposal for coffee which Judges ranked best followed by Teff. NUCAFE is also into finding small niche markets especially small roasting companies that will partner with, to procure coffee directly from targeted NUCAFE member associations

## U.C.D.A TO PLANT 20 MILLION SEEDLINGS OF COFFEE ANNUALLY



Mr. L. Sentamu, M.O of UCDA Mr. H. Ngabirano with cape, Mr. F. Sewaya, Mr. M. Ezra viewing a well sprout nursery bed.

By Ronald Kalyango

Uganda coffee development authority (UCDA) is to plant about 20 million coffee seedlings to replace the coffee trees that succumbed to the coffee wilt disease that attached the crop 10 years age.

Henry Ngabirano, the managing director, said the initiative will start this financial year. He said he had developed community based coffee nurseries to supply farmers with seedlings all year round.

"Coffee is the largest consumed product in the world. Though this programme, we shall revive annual exportable production of 4.5million bags (60Kg bags) by 2015". Ngabirano said.

He said the only way to boost the coffee sector is through replanting and rehabilitation of the existing coffee trees, with emphasis on good agricultural practices.

Ngabirano was speaking at the commissioning of Lwanyaga Wet processing plant in Kalungu sub-county, Masaka District. The plant worth Shs100 million was part of the 16 wet processing plants that were acquired by the govern-

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## ABOUT NUCAFE

### NUCAFE's Vision:

- Coffee farmers profitably own their coffee along the value chain.

### NUCAFE's Mission:

- To establish a sustainable farmer owned and operated organization for the benefit of the members .

# FARMERS GET OWN EQUIPMENT

By Musenze Robert - NUCAFE

The equipment lease system is one of the activities that the National Union of Coffee Agribusinesses and Farm Enterprises (NUCAFE) embarked on to make sure that it improves the services to the farmers. It all started when NUCAFE conducted a survey through its Business Managers, located in the various districts in which it operates. On analyzing the results farmers came up with a lot of agro-inputs that they really felt would improve the quality and quantity of the coffee produces and these included items like moisture meters, weighing scales, spray pumps, herbicides, pesticides, fertilizers, tarpaulins and many others. Mentioned above were the most highly demanded products, NUCAFE tried all options to import these products with its limited financial base, using the support funds from the IFAP consortium of agri-agencies, AGRICORD with support from Agriteria through IVA.

This venture came to a stalemate due to the fact that the quantities that were to be shipped in were not enough to fill a container, thus unable to access the privileges earned other importers, the tax exemption on all imported agricultural products. The Executive Director of NUCAFE, Mr. Joseph Nkandu, the Senior Business Manager, Mr. Herment A. Mrema and the Market Development Manager, Mr. David Muwonge went and met with the officials from the Ministry of Agriculture, and the Ministry of Finance to discuss this issue to get a tax holiday on products that have already been imported in the country but all efforts led to a dead end, said Muwonge, he adds to explain that another strategy, the secretariat team went and met with input dealers

**..You are going to be very pleased with what you have and shall be remembered by others. ...**

like Balton (U) Limited one of the leading importers of agricultural materials, though a series of meetings managed to reach an agreement of NUCAFE paying 50% of the prices of the commodities and the remaining balance payable within one month of delivery of the products, this was like taking on a suicide mission.

NUCAFE took on another approach, called the Equipment Lease System. This approach, considered the most crucial equipment that the farmers had selected, that really affected the quality of produce and this greatly affected the prices that the



**Mr. Muwonge David displays a moisture meter to the participants, followed by chairpersons of the different associations and Mr. Mundeji Davis Treasurer- NUCAFE testing the equipment. Coffee sacks bellow ready for processing.**

farmers got from their sales, these included Moisture meter and weighing scales. The price of this equipment was highly prohibitive, in that a farmers association could not be able to purchase this equipment all by itself apart from a leasing system. This requires two or more associations coming together; go into an agreement with NUCAFE. The ELS has several objectives that will be addressed by this venture that include:-

- To facility the linking of good quality coffee of members of groups to Exporters without the farmers losing ownership
- To facilitate value addition, increased income and wealth creation for the coffee farm family
- Farmers to obtain a premium (a price above the prevailing price in their locality) as an incentive for hard work, quality improvement and increase in production for sustainable coffee production
- To improve internal revenue generation for sustainability of the quality producer groups, the association and NUCAFE national Secretariat

Create traceability of coffee in the internal market which rewards the farmers for good quality production, enhance sustainability and promote corporate social responsibility.

Mrema emphasized that the ELS will address the challenge of ownership, value addition

and determination of quantity and/or quality parameters using their own equipment for whatever coffee they have as a basis to negotiate for a price. The result which translates into farmers getting a better price will provide the incentives for farmers to invest on other equipment such as tarpaulins, etc.

Muwonge illustrates that, "NUCAFE through the groups and associations will mobilize, sensitize and support farmers to adhere to good agricultural practices, Good post harvest practices and good manufacturing practices for good quality coffee production and delivery to the exporter. NUCAFE shall provide quality analysis results to the group and/or association delivering the coffee and for quality profiling and feed back to the farmers on Good Agricultural practices, Good post harvest handling practices and Good Manufacturing practices".

The handing over of the equipment was done in presence of all concerned parties, these included the Board of Directors of the concerned associations, and group leaders to witness the new equipment leased. Mr. Mundeji Davis the NUCAFE Board Member (finance) had this to say, "This is your organization, you are the owners and NUCAFE, and the persons at the secretariat are your employees, you employ them to look for opportunities that benefit us the coffee farmers". He advised the farmers to follow the good ideas that are given to by the business managers since they are the immediate persons that available and is your employees to, employed by NUCAFE. Pick only the ripe cherries, and dry them properly since this is usually the primary factor in determining the cup quality and yet it is directly linked to the price you will receive. He affirmed to the farmers present in all the trainings that there has been a revision in the method of service delivery instead of training farmers at the sub-county head quarters, farmers are to be trained in their groups, in areas they are located in.

"You farmers are going to be very pleased with what you have and shall be remembered by others because you have owned your coffee. This equipment is to assure you of what you are marketing. You are the authority of your crop; you know the quality and quantity of what you are selling. The machines are costly thence not every association has its own equipment, for the start you shall have to share these. As we continue more shall be received, in future all those with access to their own or hired factory shall have their own equipment", Mundeji added.

# I HAVE DROWNED! MY LIFE, MY COFFEE

By Mundayi Davis - NUCAFE Board Member

Let's talk about coffee, and the coffee business. I want to tell you about the coffee business, this is you, your past, your present and your future. It's like those stories that are told to our children by our parents and those that we pass on to our grand children about the past, present and future Christmas. Coffee in that part of your life that is being carried on in this format. I, myself am proud to say that I've drowned in the coffee business, am in too deep that I can never get out, even then I do not want to get out, I want to die in this business. Let me tell of how it all started.

Not far long ago, in the early 1950's my father, who by then was a prominent coffee trader, heard of an opportunity in the original Mbale District, that coffee seedlings were being given out, he traveled long distance and managed to get two (200) coffee seedlings. Most of you say that you got your education through money got from coffee, let me tell you, I had to work my own coffee to get my education, I remember this like it was yesterday, my father came home with these seedlings, and gave me fifty (50) seedlings of nyasalanda. I was concerned with the production of these trees to get my education, everyday before I went to



here I got my diploma in agriculture, specifically specializing in coffee extension education. This I call coffee love, my blood flows coffee.

Lets talk about businesses, in Uganda very few of us take farming is a business, we consider trading in commodities like clothes, animals or having a shop (retail or wholesale), if you are one of those who maintain a small side business like a shop, your mind, body and soul are all engaged in this venture, or operate a commuter taxi service you cannot get rest until your taxi is in the parking yard. What about the coffee business men do you get the opportunity to sit at home in the evening and boast about your coffee shamba. When dealing with coffee we look at three aspects, coffee establishment, coffee management, and coffee marketing. A farmer can establish and manage his/her coffee but when it comes to marketing it, a huge problem arises, that's what brings us together. An organized coffee farmer will no-longer be cheated, to ask the trader how much are you paying me for my coffee, a farmer will be able to set his/her price for a quantity equal to or more than a tonne of clean (FAQ) coffee, because s/he has even got the machines used to determine and set certain required qualities.

We are talking of the farmers owning there crop, and be able to get a better price for the efforts that

s/he has put to ensure that he produces a quality and quantified crop. The better price accrued from the sales of the coffee, will enable the farmer to invest in his/her field by using agricultural inputs like fertilizers, pesticides and herbicides and good quality planting materials, thus increasing production and output per acreage. Despite the quantity of produce a better price will not be justified if the quality is poor, this can only be got through proper harvest and post-harvesting methods like, selective picking of only the ripe cherries and if you intend to wet process do not wait until they are deep red indicating over ripening of the cherries, proper drying methods like use of tarpaulins, Biwempe or Emikeeka (locally made mats), and raised drying wire mesh just in Bugisu region where we use them, so as to avoid animals trampling over the coffee and a quicker drying method.

## UCDA TO PLANT 20 MILLION CONT'D

**From page 1:** ment in 2002, under the strategic export programme.

Ngabirano said the machines have a combined processing capacity of 31tonnes per hour, were imported into the country from Brazil through BrazAfrica at \$460,000. They have been leased out to progressive farmers at a 50% discount with support from DFCU bank.

He said they had initiated a programme to demonstrate the benefits of rehabilitating the old coffee shambas, by setting up 600 rehabilitation demonstration farms in every sub-county in the coffee growing districts.

Hon. Hillary Onek, the agriculture minister, urged farmer to plant more coffee.

"A number of crops have been introduced in Uganda, but it's my prayer that farmers in Masaka stick to growing coffee because the biggest percentage of their children would not have gone to school if it had not been for the crop," Onek said.

Ngabirano said UCDA and Café Africa, after consultations with Industry stakeholders, launched a campaign to stimulate farmers' interest in coffee production and to bring the on board.

The campaign, which addresses research, extension services, farming inputs and credit as means of increasing productivity is rife in Masaka, Mukono, Luweero, Kapchworwa, Manafwa, Mbale, Kasese, Bushenyi, Rukungiri and Kanungu districts.

**...a better price will not be justified if the quality is poor...**

school I would first work in my garden, and the sales that were got from this coffee paid my school fees, this wonderful gesture that my father did changed my entire life. My relationship with coffee continued to grow, during my secondary education I majored in agriculture, which was further enhanced at bukalasa agricultural college,

## COMING TO YOU SOON IN OUR NEXT ISSUE:

*The Memorable Event, The Annual General Meeting NUCAFE gets a New B.O.D.....*

*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**

1000 - 1100 UgX

**Robusta F.A.Q**

2200 - 2300 UgX

**Arabica:**

2300 - 2400 UgX

# CODES OF CONDUCT! WHAT ARE THEY, WHO IS TO BENEFIT?

Codes of conduct or codes of practice such as Eurepgap are a good example of how purchasing power translates into change at the producing end. The retailer demands certain assurances of the roaster who in turn requires their suppliers to conform. This is not to say that all this has come about entirely spontaneously: the 1990s saw a number of food scares that have undoubtedly focused consumer attention on the how and what of the food and drink they consume. But even so, as in some other industries, one can probably mark the 1990s as a turning point for the policies of the larger roasters with respect to social responsibility. Pressure through lobbying and campaigns may have contributed to this attitude change.

At the same time, the market share for

....Utz Kapeh certification provides roasters with the assurance that coffee they have purchased was produced in a responsible way...

roasted coffee under the Transfair and Fairtrade seals reached 10,000 tons for the first time in 1995. As an example, since Starbucks introduced Transfair coffee to



**(1) Farmers organized in a farmer group undertaking a training . (2) Equipment calibration is critical, a farmer looks (3) Quantity and quality, a coffee family displays quality drying of coffee so as to avoid an adulteration. (4) A team of export company representatives of Kawacom Ms. Namutebi J. and Ms Phiona Ejalu (5) such happy faces can go to school after all**

the United States market in 1999, a growing number of coffee retailers in the United States have become licensed to sell Fairtrade.

An increasing number of individual companies and associations such as the Specialty Coffee Associations of America and of Europe are engaged in a variety of activities related to what may broadly be called codes of conduct.

### Utz Kapeh

**Utz Kapeh** ("good coffee" in a Maya language from Guatemala) is a worldwide certification program for responsible coffee production and sourcing. Founded as a producer-industry initiative, Utz Kapeh is an

independent organization. By setting a 'decency standard' for coffee production and helping growers to achieve it, Utz Kapeh recognizes and supports responsible producers.

The Utz Kapeh certification program is centered around the Utz Kapeh Code of Conduct. This Code of Conduct is based on international production standards and contains a set of criteria for socially and environmentally appropriate coffee growing practices and efficient farm management. Independent third-party auditors are engaged by Utz Kapeh to check whether the producers meet the code requirements.

Utz Kapeh certification is now available to any interested parties, roasters and growers alike. Interested growers (individuals or groups) receive technical assistance to help them implement the changes necessary to achieve certification. A web-based system monitors the Utz Kapeh-certified coffee throughout the coffee chain, allowing roasters and brands to always trace back where and how their coffee was produced. The Utz Kapeh certification provides roasters with the assurance that coffee they have purchased was produced in a responsible way.

By mid 2004 Utz Kapeh-certified coffee was available from coffee producers in Central and South America, Asia and Africa: Costa Rica, Guatemala, Honduras, Brazil, Bolivia, Colombia, Peru, India, Indonesia, Vietnam, Uganda and Zambia. What appears to distinguish this initiative from all others is that it offers a way forward towards some form of market-driven recognition that is open to all who can qualify, is

# THE CODES OF CONDUCT CONTINUED...

**From page 5:** available to both mainstream and specialty coffee, and precludes no one from participating. As a result an increasing number of coffee roasters and brands are now buying Utz Kapeh certified coffee - visit <http://www.utzkapeh.org/> for more information.

**Common Code for the Coffee Community - the 4C Initiative** In late 1998, the Fairtrade movement and other groups, through widespread publicity, urged action to improve the social conditions of workers on coffee plantations. This eventually resulted in the formation of an informal working group on ethical sourcing within the European Coffee Federation - ECF. The subject was also introduced in the ICO's Private Sector Consultative Board.

In response to developments in the coffee market and events like the 2002 Johannesburg World Summit on Sustainable Development, the debate shifted to the question of how to put the principles of sustainable development into practice in the coffee sector. Additionally, major companies are increasingly involved in the development of Corporate Social Responsibility policies, whilst more and more food retail chains and others demand guarantees from their suppliers that the goods they provide are responsibly produced. From this debate emerged the awareness that many different 'code of conduct' or 'social standards' projects already exist, both in the agricultural sector as a whole and in the coffee sector itself. However, most of these target specific production systems and market niches, and are not always easily entertained by the mainstream industry whereas an increasing number of 'labels' could possibly confuse consumers.

In order to find a way towards a more unified approach, more suitable for the mainstream coffee market, in 2003 the German Coffee Association (<http://www.kaffeeverband.de/>) and the German Technical Cooperation Agency - GTZ (<http://www.gtz.de/>) launched a joint initiative with broad stakeholder involvement, aimed at creating a comprehensive concept for 'mainstream coffee' on its way towards sustainability: **the Common Code for the Coffee Community or 4C.**

The 4C code establishes a scheme of continuous improvements in social, ecological

and economic principles in the production, processing and trading of mainstream coffee: a code of conduct that also aims at excluding worst practices and that can be applied by the mainstream industry, by producers and by all coffee production systems worldwide. Participants will be provided with agricultural and management practices plus a set of services for farmers to enable them to continuously improve their performance, whilst making business more efficient and transparent.

Thus, 4C understands itself as a basis to introduce a new understanding of **quality** in mainstream coffee: the quality of the product itself as well as the quality of sound social, environmental and economic conditions along the chain.

In order to achieve benefits for all participants, representatives of different interest groups in the coffee sector have been involved in a two-year development program of consultation, discussion and negotiation. Additionally, many stakeholders representing these interests are assisting and guid-

...Verify adherence by all concerned to the Fairtrade principles, thus guaranteeing the label's integrity.....

ing the ongoing process: the coffee trade and industry (including the European Coffee Federation - ECF); representatives of producer's organizations from Latin America, Africa and Asia; trade unions and non-governmental organizations; and allied institutions. The latter include the Inter American Development Bank, the International Institute for Sustainable Development, the International Coffee Organization, Utz Kapeh and others. The current financing partners are GTZ on behalf of the German Federal Ministry of Economic Cooperation and Development, the Swiss State Secretariat for Economic Affairs - SECO, as well as the ECF's 4C group. In the testing phase (2005 and 2006) the 4C concept will be further developed and will be tested worldwide.

For more on this go to <http://www.sustainable-coffee.net/>.

**Fairtrade**

## The origin of fairtrade coffee

As a consequence of growing awareness of differences in development between North and South, small groups of consumers organized so-called Third World shops, which sold products from developing countries that were purchased under just conditions from small producers. Initially, such shops were simply a table in the church after Sunday service but gradually they have evolved and, as in the case of the Fairtrade movement, have become professional franchise organizations with turnovers of several million United States dollars. Coffee typically constitutes up to 50% of their sales as they usually supply a lot of coffee to institutional markets and caterers.

Originally consumer coffees from such alternative trade organizations were sold only through their own outlets or by mail order operated by volunteers. Usually they reached only the people who were prepared to make a detour to buy their coffee in a Third World shop instead of in their normal supermarket.

Therefore, at the request of small growers in Mexico (UCIRI), in 1988 a Netherlands NGO, Solidaridad, took the initiative to start the **Max Havelaar** certification system for **Fairtrade coffee** (and subsequently also for other products) with the goal of bringing these coffees into conventional supermarket channels.

## Objectives of fairtrade

The Fairtrade initiative aims to enable organizations of smallholder producers of coffee (and cocoa, tea, honey, bananas, orange juice and sugar) to improve their conditions of trade, e.g. more equitable and more stable prices. Currently, Fairtrade efforts in coffee and other products like cocoa, honey and rice are concentrated on smallholder producers only. Conversely, in products like tea, sugar, bananas and other fruits the emphasis is also on estates (improving conditions for the labour force). Coffee prices are by nature unstable, especially since the disappearance of the old ICO price support agreements, and during the closing decades of the twentieth century extremely low, sub-economical coffee and cocoa prices caused serious economic and social problems. Many growers could not even recoup their production

**Turn to page 10:**

# A CONVICTION!!! THEY SAID IT

## Kagango C/person

We have got all our farmers talking a coffee and joining to form more groups. However, there is a problem of lack of money for coffee; this has led to farmers selling off their coffee to middle men who usually have immediate cash available. We are grateful that now NUCAFE is able to reach the farmers in their respective groups, despite the very many challenges that we still have to face.



**Mr. Bangirana Cyprian** The chairperson of Kagango Coffee Farmers' Association addressing the association members present

**Mr. Kavundi Joram** The chairperson of Kyangenyi Coffee Farmers' Association demonstration poor quality coffee harvesting modes



**Miss Kalungi Rita** The Chief Administrative Officer of Kabonera -Masaka stressing groups in development.

## Chief - Kabonera

We have strived slowly but surely and now we can realize that there are developmental changes in the area. I should say we have seen the light. If we are not organized there is no work that is fruitful. We are grateful for NUCAFE for bringing this equipment, more is still needed but the moisture meter and the weighing scale are most critical in order to reduce losses in coffee sells. This is very news that we have received; we are blessed to see that even the Vice Chairperson of NUCAFE comes from our place; this assures us that our voice is heard even during the secretariat meetings. We've heard news that there is a lot of development taking place in Mukono district, which should change; it should start from Masaka because we are organized.



## Kyangenyi C/person

Farmers are deeply involved in the activities of the association and groups, they like the whole programme. The major threat and problem is crop finance. The cooperatives used to offer their members this helping hand. In turn we are asking NUCAFE to source for funds to assist farmers us with crop finance. Other than that there are still very many huddles to jump, but this is the major one, with crop finance you tell farmers to store about 5bags of coffee and they will gladly do it.

**Mr. Musinga E. K.** The chairperson of Kigarama Coffee Farmers' Association elaborating avenues for groups



## Lwengo C/person

Group marketing is something that has been completely new in our area, I must tell you that even I as a leader, when I heard about it, it tried it out, sent only a part of the coffee that was in store not because of not wanting, but due to the fear of the unknown. After the first marketing experience, even those farmers that had not brought in coffee for marketing during the first attempt were the ones that were asking us when we are collecting our coffee again for marketing. This is my humble request to UCDA to help us enforce laws, may be train the Local Council Chiefs on laws governing the harvesting unripe cherries and milling wet coffee because it is really bringing down the quality of coffee from Masaka.

**Mr. Serwada H.** The chairperson of Lwengo Coffee Farmers' Association illustrating value addition through milling of coffee and getting the better prices



## Kagango C/person

I believe with the available local experience we are going to deliver the best results despite that we also have challenges that we must face. Bangirana and Kalindiriza have been selected to participate in the district production committee with coffee as their aim of entry. We members of NUCAFE can proudly say that we've got very many coffee farmers but we want also those still hanging onto the cooperatives, those with no organizational knowledge and those in NAADS to join us, so that we work as one with a common goal and objective but this is still lacking.

**Kabonera C/Person**

I would like to tell you that Uganda as our motherland proudly growing Robusta coffees, our share on the world market is terribly declining. I want to tell you that Brazil has continued to dominate world coffee production and several new countries are coming up like India and Vietnam. I want us farmers to change in the farming practices and methods that we have been employing on our farms. I you are a farmer organized in a group then association then all joined by NUCAFE, I want you to determine how much you harvest from a single coffee tree and make sure you improve on that. A boda-boda cyclist has been telling me about his friend who got twenty thousand shillings and went to by coffee, within a few minutes he had already made a profit of sixty thousand. Why should you a coffee farmer continue to ride a bicycle while the middleman is cruising around on a motorcycle for the least, some even have pickup trucks, to get ourselves out of this state we should even be pronounced mad. Let us be pronounced mad, go back home and improve our coffee bushes, prune, weed, and even add organic and inorganic fertilizers for those who can, we have them here in our farm supply shop, and is stalked by Balton Uganda Limited, that means every product in there is genuine we do not want to use kicupuli (fake) products, after that let us market our products as a group, as associations to have a better bulk and then we shall realize our potential.

**The Chief Mobiliser of Buwunga CFA informing a colleague from Kyanamukaaka CFA on progress achieved so far in marketing**



of madness has got into our heads, for us to take our coffee for milling at the factory. I asked him say, if I sold you my coffee wont you take it for milling at the same factory, and failed to give me a response. My friends we should struggle because there are forces out there that are gathering against us and want to break such a wonderful initiative that is going to benefit us the coffee farmers.



**Mr. Gaanya Francis Chairperson Kabonera CFA, calculation expenses incurred after selling coffee**

**Buwunga C/person**

Mr. Muluya is an agriculturalist who specialized in coffee production and management, having such an asset in our area is such a blessing, he has help us a lot in bringing the farmers together to form groups and later associations. Those that are trailing us, in the name of doing bad to our new venture, we only pray that soon enough the see the light that the future belongs to the organized and get converted. The main issue that our umbrella organization NUCAFE has really changed most of our lives, through its slogan NUCAFE – HOPE, HOPE – NUCAFE. We realize it potential in helping us farmers find better markets.

I advise fellow farmers to undergo enterprise diversification; this will help eradicate the problem of marketing coffee flowers, this will help our fellow farmers who sell flowers because of the need for money they will be able to get the immediate cash from marketing other products. There other organizations that are working with farmers and are here to help us improve our livelihoods these include M.A.D.D.O, A.P.E.P and many others like V.I Agro-forestry, since we are already organized we should be able to benefit from such organizations, they are here to help us farmers thus, we should join them to, in our respective groups. Take an example of MADDO if you show that you have the potential of taking care of the cattle, you are given one to look after and there is available market for the milk that you'll get from it.

We have tried on several occasions to market coffee as an association, me as a leader mobilized my fellow members and market more coffee. However, there are some members of mine, who ran off with their coffee on seeing that at the milling plant there was this UCDA field officer Mr. Sentamu. With our association having this equipment we are now being able to market our coffee knowing the primary quality and quantity, this will remove any fears that are preconceived about such equipment. I want to tell you that, the middlemen are asking us what kind



**Mr. Waswa M. P. Chairperson rep. of Kisekka CFA, stressing the current state and way forward for the association**

**Kisekka c/person**

What we have archived has really changed our lives. The middlemen are obviously talking, because of what organized farmers seen and are foreseeing, current they (middlemen) no longer care about anything called quality. The Rules and Regulations and/or Law concerning the proper harvesting and post harvesting of coffee in order to maintain quality has not be put in place, the middlemen are buying unripe coffee cherries we request UCDA to come up with strong regulations on this, since the quality of coffee in Masaka is deteriorating rapidly.

Here at Kabonera after forming our association we opened a SACCO so that if a fellow farmer is in need of immediate cash, s/he can borrow from of village bank, and since it's a coffee farmers' founded bank, no interest is charged, but for non members of the association an interest in charged. We have also encouraged fellow farmers to engage themselves in other income generating activities so as to solve the problem of immediate cash. I also advise fellow farmers to become more consistent when there is a training and meetings, it is through this that we share ideas, improve, strengthen and generate better ideas. This will also enable us to build more trust and honesty among association and group members in whatever activity we decide to indulge our selves into.

In order to realize the value for our sweat, we should not market poor quality coffees, we as organized farmers should market value added coffee, let us start with marketing Kase (Fair Average Quality), we this we shall find ourselves getting farm laborers coming to work on our farms.

**Kyanamukaaka C/person**

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# NUCAFE PARTNERSHIP, IN PICTURES ILLUSTRATED



A YOUNG GIRLS HAPPILY SHOWS OFF HER FATHER'S MOTORCYCLE THAT HE RECENTLY BOUGHT FROM COFFEE SALES AFTER GROUP MARKETING OF COFFEE

MR. JOSEPH NKANDU THE EXECUTIVE DIRECTOR JOYFUL OF HIS AWARD AND SEVERAL OTHER COLLEAGUES THAT WON AWARDS IN DIFFERENT DISCIPLINES.



MR. JOSEPH NKANDU WITH COLLEAGUES DURING A DISCUSSION OF FARMER EMPOWERMENT STRATEGY

MR. JOSEPH NKANDU THE EXECUTIVE DIRECTOR WITH OTHER PARTICIPANTS THAT ATTENDED THE TRAINING AT THE UNIVERSITY



WORK WITHOUT PLAY... MR. NKANDU (Above) AT A PARTY, ( R ) TRIES OUT PATAGONIA SHOES WITH A FRIEND FROM ASIA (L) KEEPING IN TOUCH, WITH CURRENT HOME AND AND OFFICE AFFAIRS THROUGH INTERNET.



MR. BUULE RONALD. CHAIRMAN OF NSANGI COFFEE FARMERS ASSOCIATION SHOWING VISITOR FROM KENYA COFFEE AGRONOMIC PRACTICES THAT ARE DEMONSTRATED AT A MEMBERS SHAMBA OF COFFEE



MR. BUULE RONALD, ILLUSTRATING THE IMPORTANCE OF HAVING VARIOUS ENTERPRISES ON FARM TO CURB THE FINANCIAL RISK THAT MAY ARISE

THIS IS HOW MOST COFFEE IS DRIED IN THE COUNTRY SIDE. OUR AIM IS TO HARVEST QUALITY RIPE CHERRIES AND HAVE A BETTER OUTTURN, MR. BUULE RONALD INFORMING THE VISITORS.





# NUCAFE PARTNERSHIP, IN PICTURES ILLUSTRATED FURTHER



CALL IT WHAT YOU WISH. DUE TO LACK OF INFORMATION SOME FARMERS STILL HAVE TO USE LADDERS TO HARVEST THEIR COFFEE PUTTING THEIR LIFE IN DANGER (L) YET IT WOULD BE EASIER WITH GOOD AGRONOMIC PRACTICES LIKE THE LADY (R) QUALITY IS ALSO EASILY CHECKED HERE



WITH GOOD HARVESTING AND MARKETING, FARMER ASSOCIATION HAVE BEEN LEASED MOISTURE METERS AND WEIGHING SCALES TO REDUCE ON QUANTITY AND QUALITY LOSSES THUS BOOSTING THE OWNERSHIP MODEL FURTHER



THE UCDA NUCAFE PARTNERSHIP STRENGTHENS DEEPER. IN PICTURE (1) MR. SENTAMU ADDRESSING A CONGREGATION OF GROUP LEADERS IN KAGAMBA RAKAI ABOUT DEVELOPMENTS ON CWD (2) HON. BIKWATSIZEHI, MP OF BUHWEZU COUNTY ADDRESSING A GROUP OF WOMEN GROUP LEADERS ABOUT THE PARTNERSHIP AND BENEFITS THAT COME WITH IT. (3) DCC. BUSHENYI DISTRICT MR. NUWAMANYA INFORMS MR. SEWAYA THE PRODUCTION MANAGER UCDA OF AN ALTERNATIVE ROUTE THROUGH THE STEEP RUGGED HILLS AFTER THE INITIAL ROUTE BEING VERY RISKY AFTER A HEAVY DOWN POUR. (4) GROUP LEADERS IN RAKAI-KAGAMBA CHANTING THE NUCAFE SLOGAN (NUCAFE-HOPE, HOPE NUCAFE) AS A WAY OF GREETING FELLOW COFFEE FARMERS (5) COFFEE FARMERS VIEWING THE PROGRESS THAT HAS OCCURRED IN OTHER COFFEE GROWING AREAS OVER A PROJECTION IMAGE. (6) MR SENTAMU LUNTANKOME - UCDA AND MR. MUWONGE DAVID - NUCAFE AND (7) HON MP. AND FARMERS ALL LISTENING ATTENTIVELY DURING A TRAINING TO MR. SEWAYA



# THE CODES OF CONDUCT CONTINUED...

**From page 5:** costs, let alone make a decent living.

The **Max Havelaar Foundation** was established in the Netherlands in 1988, and since then another 18 countries have followed suit (see the list in 03.06.03). In 1997 the different national institutions established an umbrella organization known as the **Fairtrade Labelling Organizations International (FLO)** (see 03.06.04) with offices in Bonn, Germany. FLO, together with its member organizations, works towards improvement in the unequal distribution of wealth between North and South.

The objective is to assist without patronizing anyone by providing the instruments necessary to enable small growers to take their development into their own hands, as independent producers and not as recipients of occasional gestures of largesse. This is achieved by incorporating in the producer price not only the cost of production but also the cost of providing basic necessities such as running water, health care and education, and the cost of environmentally friendly farming systems. Consumer support for more equitable North-South trading conditions is then linked to participating growers through the by now well-known Fairtrade labels on retail packaging in consuming countries. Simply put, the higher prices consumers pay for Fairtrade products reach the growers' organisation through a combination of guaranteed minimum prices and premiums.

## Sales of fairtrade roasted coffee, 2000-2004

Source: FLO International. \* estimated - 2004 figure not yet available.

Note: In addition there may be sales (of green coffee) not necessarily reflected in the above.

### Fairtrade Label Organization

The FLO role is to:

- Promote Fairtrade coffee in consumer markets (this is done by the national labelling initiatives).
- Identify and assist eligible groups of small growers to become inscribed in the FLO coffee producers' register, i.e. to obtain FLO certification.

- Verify adherence by all concerned to the Fairtrade principles, thus guaranteeing the label's integrity.

The Fairtrade labels aim to make the initiative and the growers behind it **visible** and therefore **marketable** on a sustained basis. The labels enable FLO and others to provide sustained publicity and support where it counts most - in the consuming countries - for example by building a public image of quality, reliability and respect for socio-economic and environmental concerns that consumers recognize and appreciate. Fairtrade does not aim to replace anyone in the traditional marketing cycle and works on the basis that there is a place for each provided all accept the Fairtrade goal of selling the largest possible volume of smallholder coffee at a fair price: fair for growers and consumers alike. The labels guarantee for the consumer adherence to this principle while leaving production, purchasing, processing, marketing and distribution where it belongs, in the

**....evaluation, based on the application form, is positive, the applying organization will be visited by an FLO inspector .....**

coffee industry.

Fairtrade is a certification programme that all smallholders' organizations and roasters who satisfy the criteria can join. But in the end success in the retail market depends on consumer support. By end 2001 some 200 groups were inscribed, representing approximately 500,000 smallholders. As yet much of this production cannot be absorbed by the Fairtrade labels; some groups manage to sell perhaps 50% of their output but others only about 10% so the supply potential exceeds the demand. Despite these limitations the label is well established in a number of markets and additional growth can be expected, not only in consuming countries but also in producing countries with a substantial home market (for example, Mexico). Accelerating sales growth is expected especially in the United States market but for aspiring

grower organizations to share in Fairtrade growth in any import market they will first have to achieve FLO certification - see 03.06.07

### Using Fairtrade labels

Coffee to be sold under a Fairtrade label must be purchased directly from groups certified by FLO. The purchase price must be set in accordance with Fairtrade conditions of which the following are the most significant:

- **Arabicas:** the New York 'C' market (NYKC) shall be the basis plus or minus the prevailing differential for the relevant quality, FOB origin, net shipped weight. The price shall be established in United States dollars per pound.
- **Robustas:** the London Terminal market (LIFFE) shall be the basis plus or minus the prevailing differential for the relevant quality, basis FOB origin, net shipped weight. The price shall be established in United States dollars per metric ton.
- These prices shall then be increased by a fixed premium of 5 cts/lb.
- For certified organic coffee with officially recognized certification, that will be sold as such, a further premium of 15 cts/lb per pound green coffee will be due.
- Guaranteed minimum prices have been set as per the table below, differentiated according to the type and origin of the coffee.

**Note:** Prices are FOB port of origin, net shipped weight.

In addition, if the growers' organization so requests, the roaster or buyer undertakes to facilitate the coffee producer's access to credit facilities at the beginning of the harvest season, for up to 60% of the value of the contracted coffee at Fairtrade conditions, at regular international interest rates. The credit will be reimbursed through shipment of the coffee. Given the need on all sides for continuity and reliability roasters and buyers will as much as possible encourage long-term relationships. Finally, roasters and buyers have to accept and facilitate external control on their compliance with FLO conditions.

### Minimum tonnage - fairtrade

Mention has already been made of the diffi- **Turn to page 11:**

## THE CODES...

**From page 10:** culty of shipping small lots that do not fill an entire container. FLO itself does not impose minimum volumes on grower organizations but for practical reasons shipments must be in container size lots, meaning a minimum exportable production of about **18 tons**.

In practice, small producer groups in some countries do manage to combine shipments so as to fill a container, for example by establishing an umbrella organization to coordinate this and other activities to achieve the necessary economies of scale. FLO's start-up requirement also serves a developmental objective: taking into account membership and other characteristics, producer groups should at least have the potential to reach a volume of business that will achieve sustainable development impact.

### Applying for FLO certification

FLO certification provides access ([www.fairtrade.net](http://www.fairtrade.net)) to all FLO member organizations. Participating organizations of small coffee growers must meet criteria consisting of requirements against which the producers will actually be monitored. (Look for Generic Fairtrade Standards for Small Farmers' Organizations on the same website.) Criteria include:

- Minimum entry requirements which all must meet when joining Fairtrade, or within a specified period.
- Progress requirements, i.e. show improvement over the longer term.

**Application procedure.** The applying organization directs its request to FLO International. The certification unit of FLO sends an application pack to the applicant, containing general information on FLO and the Fairtrade market, FLO standards, detailed information on the initial certification process and the application form. If the first evaluation, based on the application form, is positive, the applying organization will be visited by an FLO inspector who will examine the organization on the basis of the minimum requirements of FLO. All relevant information is then presented to the FLO Certification Committee charged with the certification of new producer groups. Once approved the certification will be formalized by means of a signed producer agreement with FLO and a certificate indicating the duration of validity of the certification (to be renewed every two years).

## BEST OF THE BEST IN COFFEE



**Mr. Livingston Mpiimbe Chairman of Kibinge CFA, showing a new variety of coffee (catimor) that is on trial at his farm. It is CWD resistant so far.**

Livingston Mpimbe, 67, has been a farmer almost all his adult life. His well maintained twenty acre coffee plantation located at Misanvu Village in Kibinge Sub-county, masaka District is testimony of his long experience as a farmer.

The farm from which he harvest and average of eight hundred sacks of dried coffee annually has also become a research center, in recent years for agriculture student who wish to gain specialized practical knowledge about coffee growing. And Mr. Mpimbe is ever there, happy to share with the students what he has himself learnt from may years of hard work. He is also often used as a resource person in coffee farmers' workshops in the district.

He is the chairman of Kibinge coffee farmers association, which comprises of 47 coffee farmers groups each with a membership of 35farmers. "We monitor each other and we work together to ensure that we enhance our coffee production, especially in the area of quality that makes the big difference with regard to attracting better prices," he said in an interview on May 11<sup>th</sup>.

He said they hold regular meetings and learn about the best methods of coffee picking and sun drying. They also learn about coffee planting general crop management and soil fertility conservation. They discuss strategies for fighting the much dreaded coffee wilt disease.

### Guiding farmer

The association further arranges workshops for the farmers to learn how to deal with coffee farm accidents such as snake bites or buns from herbicides. They get guidance from Uganda Coffee Development Authority (UCDA) about what herbicides and fertilizers to use.

The associations' field staff Mr. John Mark Kasule said, "I keep a file for every farmer

and it is possible for the association to race whose coffee quality did not measure up to the required standard."

They guard against picking green coffee, drying it on bare ground, which contaminates it with stones and animal droppings, and keeping the harvested crop in moist dark conditions that lead to malting.

The association has a partnership with UTZ Kapeh of the Netherlands, which is a coffee buying organization. Mpimbe clarified, "We have entered into an agreement with to ensure that we provide good quality coffee in exchange for good prices. They have offered to our farmers some tarpaulin sheets on which to dry the coffee. They also keep updating us on quality standards that they require."

The experienced farmer says that it pays to dig trenches across the coffee plantation, especially if it happens to be on a slope, just as his is. "Rain water gets trapped in the trenches and gets absorbed into the soil for the coffee trees to use. That water brings with it a lot of manure that it collects from wherever it passes. When the trench gets filled up with soil, its better not to remove it but rather to dig another trench all together. That's free water and free manure that you get on the farm".

**...coffee forests associated with multi-crops, play a very important positive role**

.....

**...sprouts arising from the stem below the bud joints ...should be removed from time to time.....**

How has he dealt with the coffee wilt disease that is threatening to wipe out the entire coffee crop? "It is a big threat and challenge," he says. "But a determined farmer must fight on. Uprooting the infected **Turn to page 12:**

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)

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**H O P E F O R  
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**LEARNING FROM THE BEST IN THE  
COFFEE INDUSTRY CONTINUES...**

**From page 11:** trees is the most preventive method. And upon noticing that a tree is infected no matter how laden it may be with coffee berries, my advice it uprooting and burning it, as soon as the tree develops the very first symptoms of the disease, it starts to be dangerous to the nearby trees as the fungus move from it and spread. A farmer must time and again walk through his farm to examine his crops. That way, he will know as soon as possible which trees are infected."

He does not believe that it is necessary to wait for two years before planting another coffee seedling in the place where an infected one has been uprooted as most agricultural extension workers advice. "My experience had taught me that when I plant new seedlings in that very spot, they will do grow and I get good plants. Well in some instances, they too dry up, but I try again and again because a farmer should never get tired of trying."

*Grivellia spp.* and *Albizia spp.* are some of the tree species that can be used as shade crops in coffee plantations that are intercropped with oranges. Like in the photo on the left.



A Well maintained coffee—orange plantation, with *grivellia spp.* trees as shade crops. Such cropping systems are beneficial to farmers in areas where price fluctuations affect the produce.

Recently Mpiimbe acquired an irrigation system at the cost of Shs16M. "It is now possible for me to determine when I want my coffee trees to flower. And it is always

**... trees such as  
eucalyptus are not  
good in a coffee farm  
or even near it...**

good to do this before the rains start and when all the bees in the wilderness are looking for flowers to pollinate." And indeed there was a lot of evidence of successful pollination on the farm as nearly all the coffee trees depends on supports, quite laden with coffee berries.

He can now pump water into the big tank at his coffee nursery. "Before, I used to pa

up to Shs60,000 a month to a boy to bring water to the nursery. Now I spend only about Shs30,000 to pump enough water for the nursery for six months," At the nursery, he clones coffee seedlings in pots which he sells to other farmers. Upland Arabica coffee seedlings are particularly marketable these days because they are resistant to coffee wilt disease. Two acres of his fare are under Upland Arabica coffee while the rest are under cloned Robusta coffee.

Mpiimbe advises farmers to plant trees in the coffee gardens. The crop requires plenty of shade, he says "But it is important to select the trees carefully. Some trees such as eucalyptus are not good in a coffee farm or even near it. But ther are tree that will even add nutrients to the soil. He did not elaborate much on what tree to grow but ovacado, jack fruit and orange trees were seen in the farm.

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