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# Ethiopian Coffee Buying Manual

Practical Guidelines for Purchasing and  
Importing Ethiopian Specialty Coffee Beans





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# CONTENT

|  |           |
|--|-----------|
| <b>INTRODUCTION .....</b>  | <b>1</b>  |
| <b>PART ONE: THE MOTHERLAND OF COFFEE.....</b>   | <b>2</b>  |
| <b>Culture and Geography.....</b>  | <b>2</b>  |
| <b>Coffee Characteristics .....</b>  | <b>3</b>  |
| <b>Processing: Sun-dried Natural Coffees vs. Washed Coffees .....</b>  | <b>4</b>  |
| Sun-dried natural processing.....  | 5         |
| Washed processing .....  | 5         |
| <b>Coffee Designations.....</b>  | <b>6</b>  |
| <b>PART TWO: THE DISTINCT COFFEE REGIONS OF ETHIOPIA.....</b>  | <b>7</b>  |
| <b>Harrar .....</b>  | <b>7</b>  |
| Geography and Culture .....  | 7         |
| Coffee Characteristics .....   | 8         |
| Coffee Designations .....  | 9         |
| <b>Sidama .....</b>  | <b>9</b>  |
| Geography and Culture .....  | 10        |
| Coffee Characteristics .....   | 10        |
| Coffee Designations .....  | 10        |
| <b>Yirgacheffe.....</b>  | <b>11</b> |
| Geography and Culture .....  | 11        |
| Coffee Characteristics .....   | 12        |
| Coffee Designations .....  | 12        |
| <b>Southwest Regions .....</b>   | <b>12</b> |
| Limu, Jimma, Bonga Area, and Forest Coffees .....  | 12        |
| Nekempti and Wellega .....   | 13        |
| <b>PART THREE: BUYING SPECIALTY COFFEE FROM ETHIOPIA.....</b>  | <b>15</b> |
| <b>Overview of the Buying System .....</b>   | <b>15</b> |
| <b>Exporters/ECX .....</b>   | <b>15</b> |
| <b>Cooperative Unions.....</b>   | <b>16</b> |
| <b>Private Growers.....</b>  | <b>18</b> |
| <b>Preparing to Purchase Ethiopian Green Coffee Beans.....</b>   | <b>18</b> |
| <b>Preparing to Sell Ethiopian Green Coffee Beans - The Exporter's Perspective -<br/>    Formalities and Export Procedures .....</b> | <b>19</b> |
| <b>PART FOUR: LOGISTICS AND FINANCIAL ARRANGEMENTS .....</b>   | <b>23</b> |
| <b>Certifications .....</b>  | <b>23</b> |
| <b>Key Terms and Facts for Buying Coffee.....</b>  | <b>24</b> |
| <b>Understanding the Use of Shipping Containers.....</b>   | <b>25</b> |
| Shipping Small Lots.....   | 25        |
| Condensation .....   | 25        |
| <b>ADDENDUM 1: A NEW PLATFORM – DIRECT SPECIALTY TRADE .....</b>   | <b>27</b> |

|   |           |
|---|-----------|
| <b>ADDENDUM 2: ETHIOPIAN COFFEE GROWERS, PRODUCERS AND EXPORTERS ASSOCIATION MEMBERS LIST .....</b> | <b>33</b> |
| <b>ADDENDUM 3: ETHIOPIAN COFFEE EXPORTERS ASSOCIATION (ECEA) MEMBERS .....</b>                      | <b>35</b> |
| <b>ADDENDUM 4: IMPORTERS AND TRADERS OF ETHIOPIAN COFFEE BEANS .....</b>                            | <b>38</b> |
| <b>ADDENDUM 5: COFFEE PROCESSING STATIONS IN WESTERN ETHIOPIA .....</b>                             | <b>45</b> |
| <b>ADDENDUM 6: AN OVERVIEW OF COFFEE TYPES AND THE BEAN MORPHOLOGY.....</b>                         | <b>49</b> |
| <b>ADDENDUM 7: ECX CONTRACT CLASSIFICATIONS AND DELIVERY CENTERS .....</b>                          | <b>69</b> |



## INTRODUCTION

This is a guide to buying coffee in Ethiopia, the motherland of all arabica coffee. There are by far more different and unique flavor profiles to be found in Ethiopia than in any other coffee-producing country. This is thanks to the incredible geographical, genotypic, and cultural variety within this ancient country.

Because of all this variety, Ethiopia can sometimes be a challenging place to do business, but the reward is worth it. This guide will help you navigate the beautiful variety of coffee lands and coffee offerings that make up the motherland of coffee.



# PART ONE: THE MOTHERLAND OF COFFEE

## CULTURE AND GEOGRAPHY

Ethiopia is a large, landlocked country in the eastern Horn of Africa. It is about three times the size of California, or approximately the same size as France, Germany, and the United Kingdom combined. It is also the second most populous country in Africa, with an estimated population of 85 million people.

As one would expect with such a large country, Ethiopia is home to a huge variety of geographical subregions, from dry sandy deserts in the extreme east to lush tropical jungles in the far southwest. However, one of the defining characteristics of the country is its high elevation. Most of Ethiopia consists of mountain ranges, plateaus, and high valleys between these mountains.

If you look at a physical map of Africa, you can largely pick out the borders of Ethiopia just by tracing the outline of the highest eastern mountain ranges of the continent.

Ethiopia is also home to more than 80 different languages and unique cultures. It is the only major country in Africa never to be colonized by Europeans. There is a dominant language (Amharic) and European languages are spoken (primarily English in the larger towns and cities). Ethiopia's rich and proud history makes it stand out as unique among African nations.

The famous Great Rift Valley cuts right through the heart of Ethiopia and indeed many of the world's most famous coffees grow right along the valleys and mountainsides.

There are many tribes that make up the Ethiopian people. The two largest and most dominant groups

are the Amhara, whose homeland is in the north, and the Oromo, who come from the south. Other large and important groups are the Tigray, the Sidama, and the Somali. Despite this ethnic diversity (or perhaps partly because of it), Ethiopia is largely a peaceful country, and one of the safest places to travel in Africa.

Amharic is the lingua franca of Ethiopia, and the language most often spoken in the major cities. In the countryside, however, most people speak mainly their own tribal language. Of foreign languages, English, Arabic and Italian are the most commonly spoken.

Ethiopian people are largely Christian. The Ethiopian Orthodox Church traces its roots back to the 4th century AD. The country is also home to famous, ancient rock-hewn churches, such as those found at Lalibella. There are also large numbers of Protestant Christians and Muslims.

There is a great deal more to explore about Ethiopian culture — it has some of the most interesting and beautiful local cuisine, music, and dance, for instance. But for the purposes of this guide, let us mention just one more special characteristic: as the Motherland of Coffee, it is home to the world's oldest coffee-drinking culture.

Ethiopians have been drinking coffee longer and more consistently than any other people on the planet. There are various legends about how coffee cultivation came about, but what we know for certain is that coffee drinking goes back at least 500 years, and most likely much longer. Coffee drinking is a deep part of Ethiopian culture, and a big part of the identity of the people there.

From modern roasteries and coffee houses in the capital of Addis Ababa, to the simplest pan-roasted coffee ceremony in a small rural hamlet, Ethiopians of all classes and ethnicities enjoy coffee. As a result, a very large portion of national production ends up on the local market. Unlike the situation in many commercially-productive

countries, it is often possible to get a cup of top-quality coffee on the local market in Ethiopia. This gives the people who grow, buy, and sell coffee powerful insight into what makes for a delicious cup.

**A word on Ethiopian place names.** The Amharic language uses a different alphabet from the Roman one. There is no agreed-upon international standard for the transliteration of Ethiopian words.

This means that Ethiopian names and places are sometimes spelled in various and inconsistent ways. Thus the famous coffee town in southern Ethiopia can be spelled Yirgacheffe, Yirgachefe, Yergacheffe, Yerga Chefe, and several other ways. It is important to remember that these “misspellings” are not actually errors. They are different attempts to render the natural sounds of Ethiopian speech into Roman alphabets.

When dealing with Ethiopian place names, it is best to remember that one place or person might be spelled several different ways. Here are some of the most common renderings of important places in the world of Ethiopian coffee:

- Harrar, Harar: town and region in eastern Ethiopia
- Djimma, Jimma, Jima: town and region in southwestern Ethiopia
- Sidama, Sidamo: large region, sub-region, and tribal people in southern Ethiopia
- Awassa, Hawassa: large town in southern Ethiopia
- Nekempti, Nekempt, Lekempti, Lekempt: town in western Ethiopia

There are many other examples of multiple spellings of Ethiopian places. When in doubt, it helps to sound out the names and see if they seem to match. For example, there is a town in southern Ethiopia that is sometimes spelled Wellaita and sometimes Wollayta. This is the same place!

## COFFEE CHARACTERISTICS

The most important thing to remember about Ethiopian coffee is that *Ethiopia is the Motherland of all arabica coffee*. In a certain sense, all arabica coffee is Ethiopian, whether it is grown in Latin America or Indonesia or on a hillside in Sidama.

When coffee was taken to other countries, people had to find ways to adapt it to the local climate. Arabica coffee grows best in places that have climates similar to that of Ethiopia: mountainous, tropical, with moderate wet and dry seasons.

The coffee has been growing in Ethiopia for thousands of years, in the forests of southeastern Ethiopia. It is perfectly adapted to the climate. This is the immense advantage that Ethiopia has over all other coffee-producing countries.

As the “origin of all origins,” Ethiopia has another unique feature: hundreds of heirloom varieties. In many cases, farmers grow their own unique heirloom varieties, the majority of which grow nowhere else in the world. A great many of them have not even been classified.

In many places — Sidama and Harrar, for example — many smallholder farms will pool their coffees at a small local milling station, each contributing his own special coffee. The result is a complex mélange of unique flavors, the truest expression of local terroir to be found anywhere on the planet. The rich complexity in a cup of Yirgacheffe, for example, is largely a product of this special combination.

It is difficult to make generalizations about the flavor of Ethiopian coffee. Each coffee-growing region is home to unique flavors. These are explained in greater detail in this guide, under the subheadings of each region in Part Two.

If one had to make some broad generalizations about Ethiopian coffee — keeping in mind that there are many exceptions to the rule — one can say the following: Ethiopian coffees tend to be grown at middle-high to very-high altitudes, resulting in a hard-bean type, with intense flavors and aromatics. Fruit flavors are common in all regions, though the specific fruit character varies from region to region. Berry aromatics are relatively common, as are citrus and chocolate. Ethiopian coffees can be full-bodied (natural Grade 4 Limu, for instance) or light in body (washed Grade 1 Yirgacheffe, for instance), but in either case the mouthfeel of top quality Ethiopian coffees is generally smooth and pleasing.

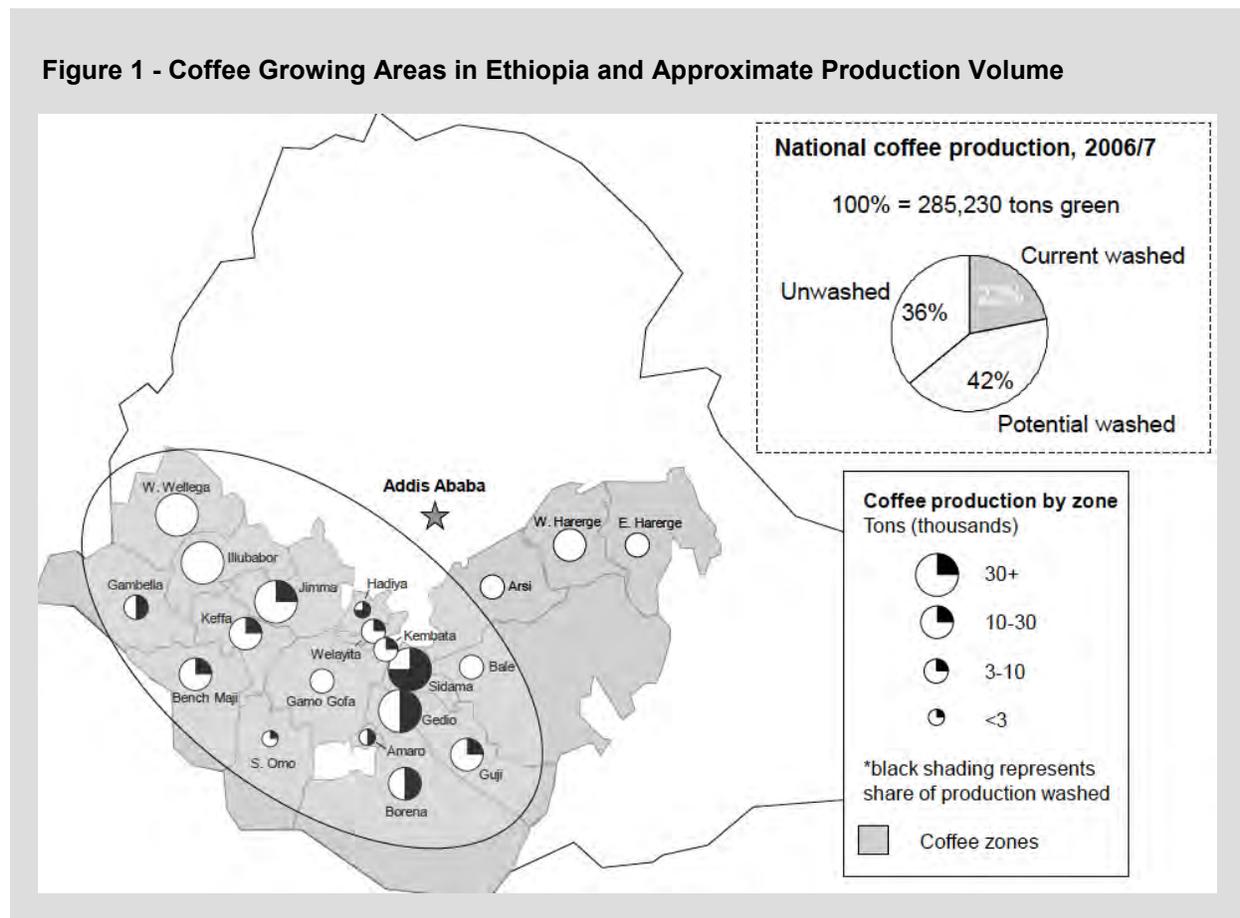
Ethiopia grows and exports only arabica coffee, not robusta.

## PROCESSING: SUN-DRIED NATURAL COFFEES VS. WASHED COFFEES

Ethiopia is home to large quantities of coffee in both of the world’s two major production styles: Sun-dried natural, and fully washed. Certain production styles are more prevalent in certain regions (see Part Two), but in general it is possible to find both styles across the board in Ethiopia. Many countries have one national processing style, either washed (example: Colombia) or natural (example: Haiti). Ethiopia has both, and both on a large scale.

Processing refers primarily to the method of removing the skin, pulp, and parchment from the outer layers of the coffee cherry, to reveal the green coffee bean (actually the seed of the plant) underneath. The manner in which this is done has

**Figure 1 - Coffee Growing Areas in Ethiopia and Approximate Production Volume**



a huge impact on the flavor of the resulting coffee. Coffee pulp, or mucilage, is very sticky and dense in sugars. Special processes are needed to remove the mucilage from the beans.

These general categories (washed vs. natural) are common throughout the coffee-producing world. However, the specifics of each process can vary considerably from country to country. In this guide, we refer only to the ways these processes are commonly executed in Ethiopia.

### *Sun-dried natural processing*

In the dry or “natural” process, coffee cherries are dried whole. In Ethiopia, this is usually done using raised drying beds, though some coffees are also dried on the ground, especially coffees for the local market. Raised beds made out of wood posts, about waist-high, are covered in a material like burlap or nylon netting. Producers lay the coffee cherries, skin and all, out to dry on the beds.

Over time, the skin and sticky juices of the cherries dry out in the sun. This process can take several days to a few weeks, depending on the temperature and the intensity of the sun. At night, or in case of rain, the coffee is covered up. During the drying process, the cherries shrink in size and eventually become hard and completely dry. Once the process is completed, sacks of dried cherries are taken to a hulling station for the removal of the outer cherry.

Care must be taken to ensure even drying of cherries, and to avoid any contact between the cherries and contaminating substances, like direct contact with soil. Insufficient attention to these details can lead to muddy, dirty, or fermented flavors in the cup.

The great advantage of natural processing is that it does not require any water, nor any elaborate machinery or facilities. As a result, one finds more naturally processed coffees in drier areas, as well as poorer or more remote areas.

Generally, as the result of prolonged and sun-fueled contact with the cherry’s own natural sugars, sun-dried natural coffees have a sweet, fruity character with a creamy mouthfeel. The best, most-carefully cared-for sun-dried natural coffees can have intense berry flavors, tropical fruit aromatics, and chocolaty undertones.

Natural-process green coffee beans often have a yellowish or orange-like tinge to them. This comes from prolonged contact with the sugars as they “cook” into the bean in the sunlight.

### *Washed processing*

In the washed or “fully washed” style of processing, the outer skin of the coffee cherry is removed immediately after harvesting, usually the same day the cherries were picked. This is done using machines which “pick” or scrape away just the very outer layer of the cherry, leaving behind the parchment coffee covered in sticky mucilage.

The “washed” designation refers to what happens to the coffee next. The mucilage-coated beans are then fermented with water in large tanks, usually cement. The process of fermentation breaks down the sugars in the mucilage and frees it from the parchment. Fermentation usually takes around 24 hours, though shorter or longer fermentation times are possible, depending on the local climate, altitude, and other factors.

Once fermentation is complete, the coffee is released from the fermentation tank and pushed manually, with the help of some flowing water, down long channels. This agitation frees up any remaining mucilage and separates it from the parchment coffee. At the end of the channels, the coffee enters another tank where it is rinsed with fresh water. The result is wet coffee in parchment, free of the sticky mucilage.

From the final washing tank, the wet parchment coffee is taken to dry in the sun, usually on raised beds. This process of drying happens quickly,

because there is no skin or mucilage between the sun and the parchment. After one or two days in the sun, the coffee is removed from the beds and stored in sacks in a warehouse. When it is to be exported, the coffee is usually taken to a larger central mill where the parchment is removed, and the coffee is sorted and bagged for export.

The disadvantage of the washed process is that it requires large quantities of water and more infrastructure. In many locales, it is simply not feasible to do the washed process.

Washed coffee tends to have a clarity of flavor and aroma that is often lacking in natural coffees.

Many cuppers assert it is easier to taste the influence of soil and varietal in washed coffees.

Acidity comes through more clearly, and the cup is generally cleaner. The cleanest, highest quality, high-altitude washed coffees can have an intensely refreshing character.

## COFFEE DESIGNATIONS

As explained in the section above, coffees in Ethiopia are now given a geographical designation and a grade of 1 through 9. Even cooperative coffees not passing through the ECX end up with a grade and a geographic code.

All coffees are also divided into four large groups: Commercial Washed, Commercial Unwashed, Specialty Washed and Specialty Unwashed.

For example, a coffee might be designated “Jimma A, Gr. 4” or “Sidama C, Gr. 3”.

The first name in the designation (Jimma, Sidama) gives you the name of the larger region in which the coffee was produced.

The letter that follows the name (A, C) shows you the subregion that the coffee comes from. For instance, “Jimma A” covers coffees from the districts of Yeki, Anderacha, Sheko, S. Bench, N.

Bench, Gura Ferda, and Bero. “Sidama C” covers the areas of Kembata & Timbaro, and Wollaita.

You can find a list of each geographic subregion and the districts or woredas that it covers in Part Two. The ECX’s published coffee contract, attached as an addendum to this guide, also contains a list of the various geographic designations.

Coffee graded 1 or 2 is considered “specialty.” Coffee graded 3 through 9 is graded as “commercial.” Grades depend on visual inspection for defects and on cup quality.

## PART TWO: THE DISTINCT COFFEE REGIONS OF ETHIOPIA

### HARRAR

The region known as Harrar — also spelled *Harar* with one “r” — comprises the easternmost of the coffee-growing regions of Ethiopia. It is subdivided into four smaller regions: East Harrar, West Harrar, Bale, and Arsi.

The government territory known as Harrar (or Hararge) is very large and extends through huge deserts out to the frontier, with Somalia in the east. Coffee is grown only in the highlands that cluster in a gently descending arc from the cities of Dire

Dawa and Harrar, south and west toward Sidama.

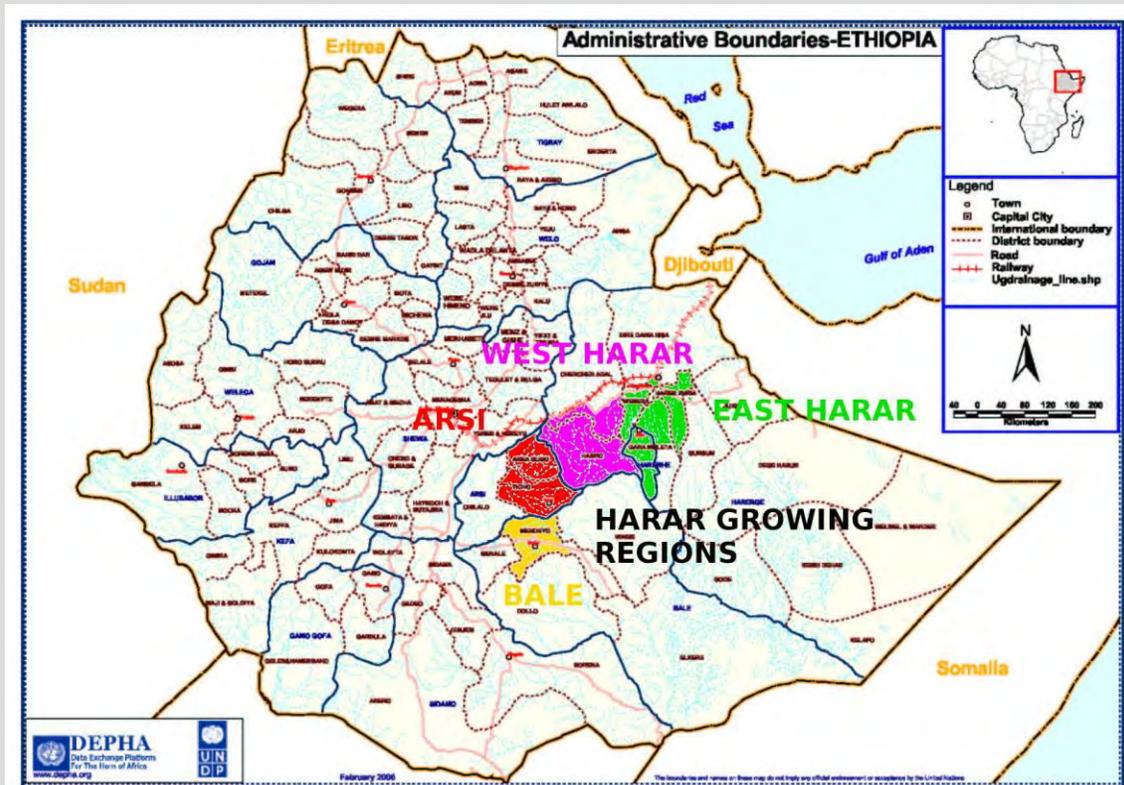
Likewise the administrative territories of Bale and Arsi are larger than just the coffee-growing regions that concern us. Remember that for the purposes of coffee classification, Bale and Arsi fall under the general heading of “Harrar,” along with East Harrar and West Harrar.

### *Geography and Culture*

The climate in Harrar, Arsi, and Bale is dryer and warmer than in western or southern Ethiopia. To the east, north, and south of the coffee growing regions of Harrar lie large, dry deserts.

The city of Dire Dawa (Dee-ree Dow-ah) is the major trade and transportation hub for all of eastern Ethiopia, and it is the second largest city in the country. It is in Dire Dawa that the rail link

Figure 2 – Harar Growing Regions



from Addis Ababa heads north to the port of Djibouti. Because Ethiopia is landlocked, this makes Dire Dawa a vital city for Ethiopian trade and business. The Harrar coffee business is centered in Dire Dawa as well. All the major exporters have their offices here, as well as warehouses and export mills.

The city of Harrar, not to be confused with the larger region, is a much older and smaller city. Whereas Dire Dawa is a modern, commercial city, Harrar is ancient and cultural. While it is possible to buy and sell coffee in small amounts at the charming local markets of Harrar city, this town does not play an important role in the modern coffee trade.

The roads in the coffee regions of eastern Ethiopia tend to follow the ridges of the mountain ranges, at a higher elevation than coffee will grow at. Typically, one must descend the slopes of the mountains to get to the coffee farms.

In recent decades, Harrar has witnessed the encroachment of chat (also spelled khat or qat) farms into its traditional coffee areas. Chat is a tough, leafy bush that grows well in Harrar. When chewed, the leaves act as a mild opiate. Chewing chat is a popular local practice, among high society and the lower classes alike. Most of Harrar's chat product is exported to Djibouti and beyond. It poses a particular problem to the coffee sector because it tends to grow well in precisely the same areas as coffee, and chat prices are usually much higher than what farmers can get for coffee on the commodities market. Further compounding the problem, chat takes a great deal more water to farm than does coffee, and the increase in chat production has put added strain on the water resources of Harrar.

Eastern Ethiopia is distinct from the rest of the country in that it is predominantly Muslim. Christians and Muslims mix freely here, as in the rest of the country, but the visitor to these areas

will notice far more mosques and headscarves than in the south or the west. Harrar city is famous as the city of 99 mosques, and has been called the "Fourth Holiest City in Islam."

Amharic is the dominant language in the cities and towns, as in the rest of Ethiopia, but it is less widespread here than in other regions, especially in the countryside. Orominya is very common in the coffee growing regions. Many people speak Harari as their primary language, and Arabic is used in some places as well. Of European languages, English is most common, followed by Italian, though one also encounters more French here than in other parts of Ethiopia, thanks to the influence of French traders in the 19th and early 20th centuries.

### *Coffee Characteristics*

Practically all coffee from Harrar is **sun-dried natural**.

There are several heirloom varieties that grow specifically in this region, that interact well with the altitude, climate, and soil type to produce a very unique flavor profiles.

Quality Harrar coffees are notable for a fruity characteristic and a creamy body. The finest Harrar coffees have a distinct note of blueberry, though many other fruity and fruit-like aromatic flavors can occur.

One kind of differentiated coffee that comes out of the Harrar area is the "amber bean" or "golden bean coffee." The reference here is to the appearance of the milled, unroasted coffee, which is yellowish/amber in color. However, it is important to realize that this color can come result from more than one process, and there is more than one flavor profile associated with amber bean coffee.

One type of amber coffee is apparently the result of a certain varietal growing in a certain soil type

in East Harrar. This is “naturally occurring” amber bean coffee, and often has an excellent, vibrant and rich blueberry flavor.

Because of the premium that amber bean Harrar coffee has demanded in the past, some producers have begun selecting out yellowish beans from larger lots of “regular” coffee, and using these hand-selected beans to create smaller “amber bean” lots. However, amber lots created this way do not necessarily have a superior flavor, and can even have an inferior flavor. In fact, one of the ways amber lots are created is using past-crop coffee that has turned yellow from age.

Nevertheless, this coffee can still fetch a premium because some foreign buyers simply see “amber coffee from Harrar.” The best way to avoid this kind of confusion, as always, is to obtain a sample and cup it for flavor.

East Harrar coffees tend to have the most distinct blueberry flavors, for which the region is famous. However, in blind cupping, West Harrar coffees and even Bale and Arsi coffees can outscore East Harrar lots. Often West Harrar coffees have a thicker, smoother body, and a milder fruit flavor.

It is important to note that some growing areas that are geographically located in the West Harrar region are nevertheless classified as East Harrar coffees. This is because the coffees grown there have the distinct East Harrar profile. This phenomenon is limited to the southeastern most communities of West Harrar, the ones that border along East Harrar, as one would expect.

Harrar coffee is exported all over the world, but there is a particular demand for it in Saudi Arabia. This constant demand tends to keep the price for commercial grade Harrar coffee slightly higher than most other Ethiopian coffee regions.

### *Coffee Designations*

Harrar coffee — all of which is unwashed — is available in specialty grade and commercial grade.

Commercial grade coffees are given a grade between 3 and 9, and are designated geographically by the letters A, B, C, and D. Remember, the letters do not represent grades, only geographical categories. The purchasing center for all Harrar coffees is the city of Dire Dawa

*Harrar A:* East Harrar, plus the geographically western locations of Hirna, Gemechisa, Debesso, Messela, Gerawa, Gewgew, and Dire Dawa Zuria.

*Harrar B:* West Harrar, excluding the locations designated under Harrar A.

*Harrar C:* Arsi and Golelecha

*Harrar D:* Bale, West Arsi (Nansebo), and the location of Chole.

Specialty grade Harrar coffees are given a grade of Q1 or Q2. They are also given the same letter designations, A, B, C, and D. There is also a fifth letter designation, E, in Harrar that applies only to coffees from Hirna and Messela, which are grouped with Harrar A in commercial coffee.

*Harrar E:* Hirna and Messela (specialty grade only).

## SIDAMA

The region of Sidama is in southern Ethiopia. It encompasses many individual origins, including, geographically, the area of Yirgacheffe. However, Yirgacheffe is classified as its own separate origin. In this section, we discuss Sidama as a designated coffee origin. Yirgacheffe is covered in its own subheading.

The name Sidama is often spelled “Sidamo,” and the two names are generally used interchangeably. Some of the confusion comes from earlier political designations that called Sidama the large federal region which stretches from the town of Shashemene in the north all the way to the Kenyan border; and which called Sidama a much smaller

sub-region which contains the towns of Hawassa (Awassa), Yirga Alem, and Dila.

All the coffee origins designated as Sidama are within the larger territory of Sidama, but not all are within the smaller state of Sidama. To avoid confusion, it's best to just consider all the central-southern Ethiopian coffees as Sidama, and then use the specific town names and micro-origins for precision.

Sidama is bordered on the East by the large regions of Arsi and Bale, and on the west by the large region of Gamogofa. Because some of the coffees grown in these regions, right along the border with Sidama, share more characteristics with classic Sidama coffee than they do with areas deeper within their own regions, some Arsi and Bale coffees, and all Gamogofa coffees are grouped with Sidama.

### *Geography and Culture*

The coffee growing regions of Sidama lie in the famous Great Rift Valley that runs through Ethiopia and Kenya. The countryside is generally lush and green. Though mostly rural, this part of Ethiopia is very densely populated nonetheless.

Several large fresh-water lakes dot the terrain, running in a long chain through the valley. Most of the coffee grows

The biggest town in the area is Hawassa, which has been growing extraordinarily fast in recent years, with modern style hotels and restaurants. Other major hubs are Yirga Alem and Dilla, near to Awassa; and Agere Maryam further south.

Ethiopian Orthodox Christianity is the major religion here, and the dominant tribes are the Sidama and the Oromo, though there are many other tribes present as well. Amharic and Sidamina are the most widely spoken languages, with Orominya common, and English somewhat widespread.

### *Coffee Characteristics*

Sidama features an extraordinarily wide variety of coffee flavors. Many different grades of both washed and unwashed coffees are produced, and there can be striking differences from town to town.

Varying soil types, micro climates, and especially the countless heirloom coffee tree varieties make for a kaleidoscope of different flavors. It is difficult to make any single description of Sidama coffees, without immediately encountering another coffee that fits a completely different profile. The strength of Sidama lies in its variety.

One feature of excellent Sidama coffee is often a profound complexity. This derives from the many different heirloom varieties. Many different farmers and pickers, each with a very small patch of land, often with their own unique varieties, will pool their coffees at a cooperative. The resulting "blend" is a unique expression of the complexity of the horticulture in the surrounding area.

High grade unwashed Sidama coffees are known for their intense fruity characteristics, while being of somewhat lighter body than unwashed Harrar coffees, for example.

Another striking characteristic of Sidama coffees is that even the washed coffees often retain a salient fruity characteristic, while having much more clarity and brightness than their unwashed counterparts.

Excellent coffees of many different profiles can be found in all corners of Sidama.

### *Coffee Designations*

Sidama coffees are given three tags: a grade, a geographical letter designation, and designation as washed or unwashed. Remember the letters do not represent a quality designation, only a geographical region.

All washed coffees and some unwashed coffees from Bale and Arsi are categorized, by flavor characteristics, with Sidama.

Hawassa is the main arrival center for Sidama, though some coffees are sold through the hub of Soddo.

**Commercial grade washed coffees** are given a grade of 3 through 9, and are divided into the following three geographical sub regions:

*Sidama A:* Borena, Benssa, Guji, Chire, Bona Zuria, Arroressa, Arbigona, Bale, Arsi, and West Arsi. [Hawassa arrival]

*Sidama B:* Aleta Wendo, Dale, Chiko, Dara, Shebedino, Amaro, Dilla Zuria, Wensho, and Loko Abaya. [Hawassa]

*Sidama C:* Kembata & Timbaro, Wellayta, South Omo, and Gamogoffa. [Soddo]

Designations for **specialty grade washed coffees** are Q1 and Q2 with the following geographical sub regions (some of which are different than they are for commercial grade coffees):

*Sidama A:* Borena, Benssa, Guji, Chire, Bona Zuria, Arroressa, Arbigona [Hawassa]

*Sidama B:* Aleta Wendo, Dale, Chuko, Dara, Shebedino, Wensho, Loko Abaya, Amaro, Dilla Zuria [Hawassa]

*Sidama C:* Kembata & Timbaro, Wellayta [Soddo]

*Sidama D:* West Arsi (Nansebo), Arsi (Chole), and Bale [Hawassa]

*Sidama E:* South Omo, and Gamogoffa [Soddo]

**Commercial grade unwashed coffees** are divided into the following letter groupings:

*Sidama A:* Borena, Benssa, Guji, Arbigona, Chire, Bona Zuria, and Arroressa [Hawassa]

*Sidama B:* Aleta Wendo, Dale, Chiko, Dara, Shebedino, Amaro, Wensho, Loko Abaya, and Amaro [Hawassa]

*Sidama C:* Kembata & Timbaro, Wellayta [Soddo]

*Sidama D:* Bale, West Arsi (Nansebo), Arsi (Chole) [Hawassa]

*Sidama E:* Debub Omo, Gamogoffa, Basketo, Derashe, Konso, Konta, Dawro [Soddo]

**Specialty grade washed coffees** use the same letter groupings as specialty grade unwashed coffees, with the exception of the letter E grouping, which is as follows:

*Sidama E:* South Ari, North Ari, Melo, Denba Gofa, Geze Gofa, Arbaminch Zuria, Basketo, Derashe, Konso, Konta, Gena Bosa, and Esera [Soddo]

## YIRGACHEFFE

Yirgacheffe is a small micro-region within the much larger region of Sidama. However, Yirgacheffe coffees are so distinct and so well-recognized internationally that they are grouped into their own special category.

Though much, much smaller than the other regions, the quality of Yirgacheffe coffee has allowed it to become as well known or even better known than the large, famous coffee producing regions of Harrar and Sidama proper.

### *Geography and Culture*

Yirgacheffe itself is a small town of about 20,000, located somewhat centrally in relationship to the other coffee growing areas of Sidama, between the large towns of Dilla and Agere Maryam.

Three other small woredas or zones that abut Yirgacheffe have very similar coffees and are grouped with it in the classification. These are Wenago, Kochere, and Gelana Abaya.

Yirgacheffe is culturally and geographically similar to surrounding Sidama. With the growth of the specialty industry, it has also become something of a pilgrimage spot for international buyers who seek out top quality coffees.

### *Coffee Characteristics*

Top grade Yirgacheffe coffees share many characteristics with the best Sidama coffees. Fruit flavors, a bright acidity, and a silky mouthfeel are some of its hallmarks.

Yirgacheffe produces both washed and unwashed coffees. While it originally became famous mostly for its washed coffees, recent years have seen the export of some highly sought-after top-rate unwashed coffees as well.

Top grade washed coffees from Yirgacheffe are renowned for bright citrus acidity, often with a lemony character, with excellent sweetness. The other hallmarks of the coffee is a light, herbaceous quality that compliments the fruit flavors well, for a complex and flavorful coffee.

The best unwashed coffees from Yirgacheffe often retain a high degree of acidity, with softer fruit flavors and sometimes berry characteristics.

### *Coffee Designations*

All Yirgacheffe coffees are given a grade, as well as a letter characteristic, either A or B. Unlike with the other large coffee regions, these letters do indeed make a qualitative distinction. For all Yirgacheffe coffees, the letter A designates “coffee having Yirgacheffe flavor”; the letter B designates “coffee lacking Yirgacheffe flavor.

It is possible to find specialty grade coffees among the B category. These would be coffees with excellent cup characteristics, but characteristics that cannot be considered “classic Yirgacheffe flavor.”

The delivery center for all Yirgacheffe coffees is the nearby large town of Dilla.

**All commercial grade coffee, washed and unwashed**, graded 3 through 9, is simply called Yirgacheffe A or Yirgacheffe B. Both categories include the four Yirgacheffe zones:

*Yirgacheffe A:* Yirgacheffe, Wenago, Kochere, Gelena/Abaya

*Yirgacheffe B:* Yirgacheffe, Wenago, Kochere, Gelena/Abaya

Specialty grade coffee, both washed and unwashed, graded Q1 and Q2, is given a designation by one of the four zones in Yirgacheffe. The A and B designations, once again, refer to the presence or lack of classic Yirgacheffe flavor.

## SOUTHWEST REGIONS

### *Limu, Jimma, Bonga Area, and Forest Coffees*

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

Traditionally, Limu coffees marketed under that name have been processed washed; the unwashed Limu coffees have normally been offered under the Jimma category.

Limu A types include: Limmu Seka, Limmu Kossa, Manna, Gomma, Gummy, Seka Chekoressa, Kersa, Shebe and Gera.

Limu B types include: Bedelle, Noppa, Chorra, Yayo, Alle, and Didu Dedessa.

**Jimma**, also spelled as “Djmmah” encompasses Ethiopia’s largest basket of unwashed coffees which included all unwashed coffee produced in the southwestern region of Ethiopia. The area has

a multitude of different indigenous varieties that can be quite diverse in quality.

Jimma A types include: Yeki, Anderacha, Sheko, S.Bench, N.Bench, Gura ferda and Bero.

Jimma B types include: Bedelle, Noppa, Chorra, Yayo, Alle and Didu Dedessa.

In the area of Bonga, a town in the **Kaffa** zone, more than one hundred Ethiopian investors have been developing estates and farms growing high quality Arabica coffee. It has suitable Agro-ecological conditions for specialty coffee production. Its altitude is between 1600 and 1900 meters the soil is red in color, and temperatures are conducive for coffee production. The area is known for distinct higher levels of precipitation and for that reason it is considered as one of the rainiest regions in Ethiopia.

As one of the first two Biosphere Reserves in Ethiopia, the Wild Coffee Forests in the former kingdom of Kaffa have been recognized as UNESCO Biosphere Reserve in the beginning of June 2010. Gesha is one of the districts of the Kaffa zone.

Most farms, estates and cooperatives supply both washed and natural sun-dried coffees to international markets. With the support of the Gates Foundation, Technoserve established and constructed more than one hundred processing stations in the Southwest regions. Most of these stations have been built in the Kaffa and Limu regions. Addendum 5 contains an overview of all processing station built by Technoserve.

Because of its unique flavor and bean appearance many cuppers categorize Kaffa washed coffee with Borena region coffee while others compare its flavor with neighboring Limu coffee.

Kaffa types include: Gimbo, Gewata and Chena.

### *Nekempti and Wellega*

Nekempti also known as Lekempti, is a region located within the state of Wellega, about 6 hours west by car from Addis.

This coffee would typically be sold as “Lekempti,” a trade name in coffee to designate Western Ethiopian coffees traded through the city of Nekempte, while the coffee actually originates further west in East Wollega, also called “Misraq Wellega”, which is the Gimbi woreda. Gimbi is often grouped together with the adjacent Lekempti (technically, 80 miles to the east).

Wellega is the highland area in the Southwestern part of Ethiopia with more rainfall than in the dry Northern and Eastern areas of Ethiopia. In the province Wellega live the Oromo's, the largest tribe of Ethiopia. The majority of the Oromo people are farmers. Income is mainly gained from agriculture, cattle and coffee.

Originally, Lekempti is a sun-dried natural bean produced in western Ethiopia. The coffee is known for its large bean size, and the flavor can have a pronounced perfume-like aftertaste.

Coffee processing styles in Wellega have traditionally been sun-dried natural.

In the near future we can expect that the offerings of washed processing styles will be expanded through the washed coffee processing stations built with financial support by the Gates Foundation (executed through Technoserve).

Nekempti and Wellega coffee export designations include: Kelem Wollega, East Wollega and Gimbi.



## PART THREE: BUYING SPECIALTY COFFEE FROM ETHIOPIA

Procuring specialty coffee beans from Ethiopia requires due diligence by the buyer. Buyers should gain a thorough level of understanding about export procedures before actually exporting coffee.

### OVERVIEW OF THE BUYING SYSTEM

Coffee may be purchased in Ethiopia through one of three main channels: from exporters from cooperative unions and directly from private estates. Addendum 2 contains a comprehensive list

of exporters and private estates.

Exporters generally purchase their coffee through the Ethiopian Commodities Exchange (ECX).

Private estates that hold their own export license may sell and export directly to international buyers.

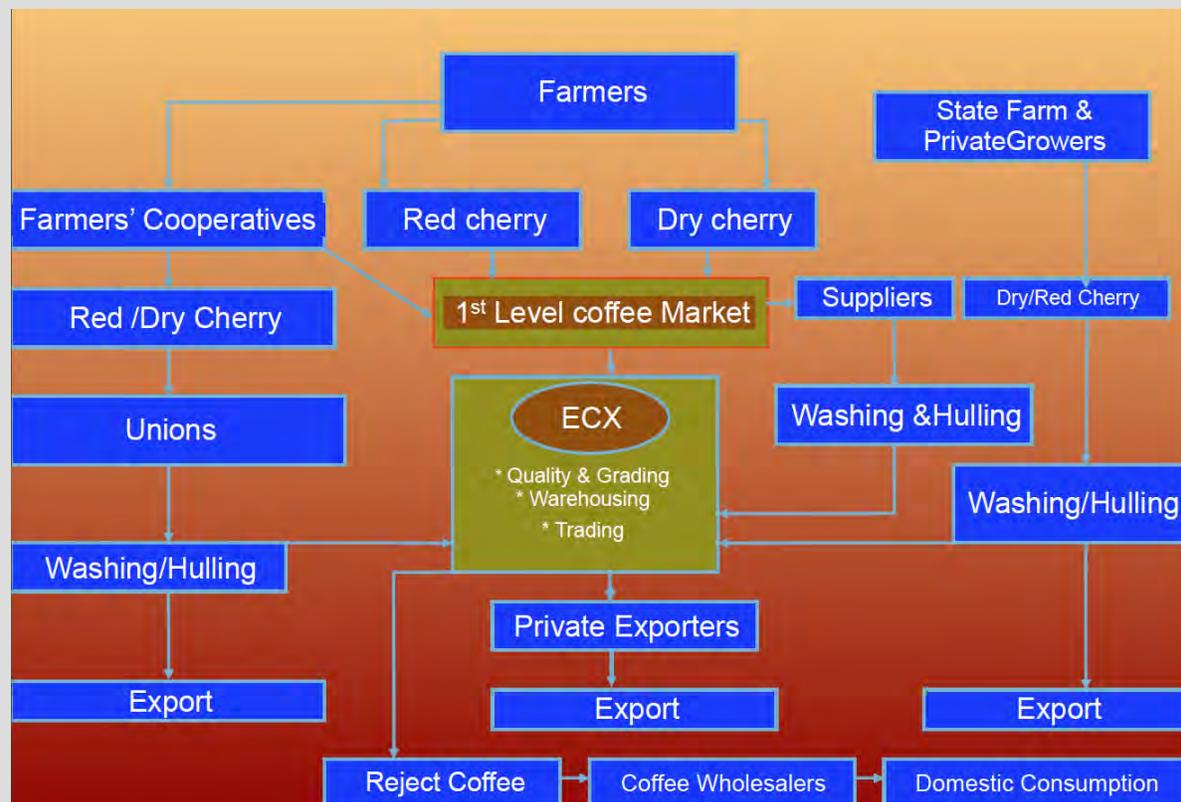
Coffee lots of Ethiopia's many primary cooperatives are generally channeled through one of the four cooperative unions.

Figure 3 shows the channels for exporting coffee from Ethiopia.

### EXPORTERS/ECX

The Ethiopian Commodities Exchange incorporates a trading platform for coffee and as

Figure 3 – Ethiopian Coffee Supply Chain



the name implies, it deals in several commodities, not just coffee. The basic function of the ECX is to provide a centralized, standardizing body where agricultural goods and futures can be traded. The ECX was originally designed with commodities like wheat, maize, and haricot beans in mind, with an eye towards helping to stabilize prices and production, get better prices for farmers, and help the agriculture sector function more efficiently.

Coffee was added as one of the crops under the umbrella of the ECX in late 2008, replacing the old “auction system” in Ethiopia. The auction system had been often criticized for being unfair and for leading to misrepresentation and price manipulation of various coffees.

All coffee that enters the ECX is given a grade and a geographical designation. Grades are based on physical inspection of lots and on cupping. 1 is the highest grade, and 9 is the lowest. Geographical designations are given at the “sub-regional” level, more specific than large regions like Harrar or Sidama, but less specific than the particular farm,

village or woreda level.

Once coffee is graded, it is stored at an ECX warehouse to prevent tampering, and coffee is bid on and sold to exporters.

Starting in 2010, under the purview of the ECX, there is also an auction called the Direct Specialty Trade auction, or DST. This auction sells top-quality coffees through a special DST auction platform, but while maintaining the traceability of the lots. So far, very little coffee is sold this way, but it is an option which may grow more influential in the future.

See Addendum 1 with more about the DST and Addendum 3 for a list of exporters.

## COOPERATIVE UNIONS

Most farmers in Ethiopia hold and work very small parcels of land. Over the years, farmers (with the help of the government) have formed local cooperatives and pool their coffee to create lots large enough for export. Usually these primary

Figure 4 – Ethiopia Commodity Exchange

**ETHIOPIA COMMODITY EXCHANGE** MAKING MARKETS WORK FOR ALL

**An idea whose time has come**

The Ethiopia Commodity Exchange, or ECX, is a marketplace, where buyers and sellers come together to trade, assured of quality, delivery and payment. The first of its kind in Ethiopia, ECX is a national multi-commodity exchange that

- Provides market integrity, by guaranteeing the product grade and quantity and operating a system of daily clearing and setting of contracts
- Enhances market efficiency by operating a trading system where buyers and sellers can coordinate in a seamless way on the basis of standardized contracts
- Enables market transparency by disseminating market information in real time to all market players, and
- Allows risk management by offering contracts for future delivery, providing sellers and buyers a way to hedge against price risk.

Tel. 011 554 7001-09, Fax: 011 554 7010, Website: [www.ecx.com.et](http://www.ecx.com.et)

The advertisement includes two photographs: one of a man carrying a large basket of coffee beans on his head, and another of a group of people in a market setting.

cooperatives have their own washing or drying station, though sometimes they use that of someone else.

Coffees produced at the cooperative level are not required to pass through ECX. The co-ops, representing the hands that farmed the coffee, are considered owners of their own product, unlike commercial exporters who buy and sell coffee.

However, cooperatives generally work through a cooperative union, which functions as an intermediary between the primary co-ops and international buyers.

The cooperative unions include the Oromia Coffee Farmers Cooperative Union (OCFCU), the Sidama Coffee Farmers Cooperative Union (SCFCU), the

Yergacheffe Coffee Farmers Cooperative Union (YCFCU), and the Kafa Forest Coffee Farmers Cooperative Union.

The Oromia Union recently opened a spectacular new processing facility and quality center in the industrial suburbs of Addis Ababa. This largest union of cooperatives has the capability to process in excess of ten thousand tons of green coffee.

Coffees that come through the cooperative unions usually have a more specific geographical designation, down to the district or woreda level where the coffee was produced.

The Sidama, Yergacheffe and Kafa Unions offer coffees types from the same geographic

**Figure 5 – Ethiopian Coffee Cooperative Unions**



**OROMIA COFFEE FARMERS COOPERATIVE SOCIETIES UNION**

*"Our aim is to put more money in the pocket of the Coffee Farmers"*




**Certifications & Traceability:-**

- \* Organic Certified Coffees
- \* Fair Trade Certified Coffees
- \* Organic & Fair Trade Certified Coffees
- \* Conventional Coffees With traceability to the cooperative level.

**The Coffees grown in the region of Oromia are:**

|               |                 |
|---------------|-----------------|
| * Washed      | * Dry Processed |
| Limu 2        | Jimaa 4/5       |
| Sidamo 2      | Sidamo 4        |
| Yirgacheffe 2 | Nekemte 4/5     |
| Nekemte 2     | Harar 4/5       |

Tel: (251-11) 467 3256/ 57, Mob: (251-91) 122 6744, 123 4332  
 Fax: (251-11) 467 3262, P.o.Box: 1394 Code 1110 A.A.Ethiopia  
 E-mail: cofunion@ethionet.et,  
 Website:www.oromiacoffeefarmersunion.org



**Sidama Coffee Farmers Cooperative Union**

**SPECIALIZED IN PRODUCTION, PROCESSING AND EXPORT OF HIGH QUALITY, HIGH-LAND, SHADE GROWN & ORGANIC COFFEE WASHED & UNWASHED**




**SIDAMO COFFEE**

**SCFCU Ltd.**  
 P.O.Box 122062, Addis Ababa, Ethiopia  
 Tel: 251-11-440 71 65, Fax: 251-11-440 71 66  
 E-mail: Sidacoop@yahoo.com, sidacoop@ethionet.et  
 www.sidacoop.com

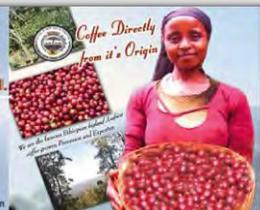


**የዩ/ገገገገ ቡና ገበያዥ ገ/ገገገ ግንባራ-ት ዩ.ኒ.ዩ.ን**  
**Yirgacheffe Coffee Farmers Cooperative Union (YCFCU) Ltd.**

*Coffee Directly from it's Origin*

Our mission is to improve the pool Living standard of our members, Farmers by growing, processing and exporting the finest Yirgacheffe and Sidamo coffees.

YCFCU Ltd.  
 P.O.Box: 122641 Addis Ababa, Ethiopia  
 Tel: +251-11-443 1774/ 251-11-442 1613  
 Cell: +251-91-121 0469, 91-121 0468, Fax: +251-11-440 2533  
 E-mail: yirgacheffe@ethionet.et, Website:www.yirgacheffe.com



designations as their name indicates.

The Oromia Union offers beans from almost all Ethiopian types due to the extensive area the Oromia Union covers.

## PRIVATE GROWERS

Private growers that produce their own coffee are also permitted to sell their coffee directly to the international market, as they too are the owners of their own product (again, not a middle-man).

However, not many private growers have the corporate infrastructure to effectively export their own coffee. In 2009 and 2010, the majority of estate holders sold their coffee through ECX.

Coffees supplied through the private growers usually have a very specific geographical designation; from the district or woreda level to the community where the coffee was produced.

Addendum 2 contains a list of the current membership of the Ethiopian Coffee Growers, Producers And Exporters Association.

## PREPARING TO PURCHASE ETHIOPIAN GREEN COFFEE BEANS

The purchasing of Ethiopian green coffee beans can be accomplished either through an established importer or trader in your area or the coffee can be purchased directly from an Ethiopian exporter.

In the first scenario, smaller quantities can be purchased in

lots as small as a few bags of 60 kilograms. Buying directly from an exporter generally involves a much larger commitment; in this case the contracted quantity can be as high as 20,000 kilograms of green beans per container.

Under all circumstances, it is recommended to follow a basic sequence of steps in the purchasing of green beans.

**Step 1:** Inspect the first offering sample and review/ document the physical bean quality and the flavor profile. This first sample will provide the buyer with the benchmark quality of the actual lot that has been offered.

**Step 2:** Request specific information about the coffee: grade, region, community, processing style

**Figure 6 – Nine steps to buying Ethiopian green coffee beans**



and farmer information. Specifically, this information is relevant when buying from a cooperative Union or from an estate farmer. These suppliers can bypass the ECX system and provide more specific information about the coffee lot.

**Step 3:** Prior to initiating the contracting of the coffee, it is recommended to assign an agent or representative who can act on behalf of the buyer in the purchasing process. Specifically, this agent should be involved in the inspection of coffee quality and the clarification of shipping details.

Now that buyer (importer or roaster) and seller (exporter or Union) have expressed the intent to make a transaction, they initiate the next phase of the buying process.

**Step 4:** On request of the buyer, the exporter will send preferably two pounds of green beans from the actual lot that is offered and the location of the beans is disclosed to the buyer so that a possible inspection can be arranged. This sample is also called the “pre-shipment” sample.

**Step 5:** The buyer performs a cupping and grading of the sample to verify the actual characteristics of the coffee. At this stage, the outcome of this test is compared with the outcome of the inspection of the offering sample (step 1).

**Step 6:** The buyer’s agent or the buyer him/herself can perform an inspection of the coffee lot and draw additional samples for cupping review. In general, the coffee is stored at this point still as parchment. Most exporters will not start processing the coffee until the purchase contract has been signed and the Letter of Credit (LC) has been issued by the buyer. Ethiopia has a high number of licensed Q graders and it can be beneficial to involve one or more Q graders to perform a preliminary Q-grading and cupping.

Finally, the contractual phase of the purchasing process can be concluded.

**Step 7:** Negotiate contract with the exporter. The final details of the transaction will be negotiated. It is required to specify clearly the quality specifications of the coffee lot. Buyers of specialty coffees should consider utilizing some of the newer types of packaging structures like “GrainPro” which is a special plastic liner which was originally developed for the grain industry.

**Step 8 and Step 9:** The final export sales contract is signed and in some cases it is recommended to obtain a final pre-shipment sample. This is specifically recommended if the purchasing process and subsequent preparation of the export took a long time to complete.

Once all formalities have been fulfilled, now finally the coffee can be transported to Djibouti from where the shipment is arranged.

Buyers are advised to utilize the services of an experienced international freight forwarder.

Importing coffee from Ethiopia can be quite complicated and for this reason it is advisable to study the next section which describes the formalities that exporters must fulfill in order to prepare the export transaction.

## PREPARING TO SELL ETHIOPIAN GREEN COFFEE BEANS - THE EXPORTER’S PERSPECTIVE - FORMALITIES AND EXPORT PROCEDURES

Exporting coffee from Ethiopia requires a series of formalities and various documents.

In general it will take at least four weeks to complete the formal export preparation cycle from the time of initial sales inquiry to the day of export.

The export process of green coffee beans is exclusively reserved for domestic investors. Foreign investors cannot be involved in export trade of coffee from Ethiopia. The following is an

outline of the process that one needs to follow when exporting coffee from Ethiopia.

The Exporter must register the export contract with the National Bank of Ethiopia (NBE).

The application should include a set of documents:

- Contract between seller and buyer;
- Seller's invoice;
- Export license of seller;
- Tax registration certificate (TIN certificate);
- Export permit application;
- Letter of seller stating that consignment will be settled within max. 90 days.

The exporter must notify the Ministry of Agriculture and Rural Development of the conclusion of the contract within 15 days of the conclusion of the contract for export.

The exporter submits a copy of the contract to the exporter's commercial bank.

The export sales contract should stipulate the method of payment for the export consignment.

The buyer must open an irrevocable L/C in favor of the seller. The exporter should go through the text of the L/C opened in their favor and make sure that compliance can be met without doubt.

When preparing documents for presentation to the commercial bank

for payment, the respective banker will check the documents.

The exporter fills in the Customs Declaration Annex Form (CADF). This form is for exchange

**Figure 8 – Process for exporting coffee from Ethiopia**



control purposes and should be filled for each export consignment.

When export coffee is ready, the exporter must obtain certification from the Coffee Quality Liquoring and Inspection Center that the coffee is prepared in accordance with the characteristics of the agro ecology of its production area and meets the required grade.

Exporter fills in some compliance documents:

- Certificate of origin issued by the Chambers of Commerce;
- Special movement forms or certificates issued by the Customs Authority.

Exporter insures the export cargo (optional).

Exporter presents a series of documents to the Customs Clearing Agents:

- Export permit;
- Copy of the Customs Declaration Annex Form;
- Commercial invoice;
- Certificate of Origin;
- EUR I Movement Certificate when exporting to the European Union markets;
- Generalized System of Preferences (GSP Form A) and Certificate of Origin when exporting to countries offering the Generalized Systems of Preferences;
- Submission of relevant documents to the Commercial Bank and the process of getting the payment from the Commercial Bank is called “Negotiation of the Documents” and the documents are called „Negotiable Set of Documents“.

The set normally contains:

- Commercial invoice including one copy duly certified by the Customs;
- Packing List;
- Foreign exchange declaration forms;
- Customs Declaration Annex form (CDAF) in duplicate;
- Certificate of Origin;
- Insurance Policy, in duplicate.

The Commercial Bank negotiates these documents to the importer’s bank in the manner as specified in the Letter of Credit. Before negotiating documents, the exporter’s bank scrutinizes them in order to ensure that all formalities have been complied with and all documents are in order. The bank then sends the Bank Certificate and attested copies Commercial Invoice of the exporter.

The exporter can get immediate payment from his/her respective bank on the submission of documents by signing a Letter of Indemnity. By signing the Letter of Indemnity the exporter undertakes to indemnify the bank in the event of non-receipt of payment from the importer along with accrued interests.

On receiving the documentary Bill of Exchange, the importer realizes payment in case of sight draft or accepts the Usance draft undertaking to pay on maturity of the Bill of exchange. The exporter’s bank receives the payment through importer’s bank and is credited to exporter’s account.

On receiving the export proceeds, the exporter’s bank intimates the same to the NBE by recording the fact on the duplicate copy of CDAF. The NBE verifies the details in duplicate copy of CDAF with the original copy of CDAF received from the Customs. If the details are found to be in order then the export transaction is treated to be completed.



## PART FOUR: LOGISTICS AND FINANCIAL ARRANGEMENTS

Below are several key logistical considerations to help in the process of buying coffee from Ethiopia.

### CERTIFICATIONS

There are several different designations that coffees can be given to differentiate them from the broad mass of commercial coffee. Designations such as organic, Fair Trade, Rainforest Alliance and so on, attempt to give consumers some sort of guarantee about the social or ecological sustainability of the mode of production.

These kinds of designations are widespread throughout the food product sector now. There are several that specifically apply to coffee, and as the situation differs from country to country, we deal with them below as they relate to Ethiopia.

**Organic:** Organic coffee is a small but growing sector of the international coffee market. “Organic” refers to the mode of production of coffee where the biological value of the coffee harvested is equal to the value returned to the soil. This is achieved through practices like mulching, compost of organic waste, proper plantation of symbiotic shade trees and so on.

Organic coffee can usually get a premium on the market from consumers who are sensitive about health and environmental concerns.

However, it is not simply enough for farmers to eschew chemical fertilizers and pesticides (though this is indeed a prerequisite). No coffee may be sold as organic unless it has been *certified* as organic. The certification process varies from country to country. For the coffee to be sold as

organic, every step along the path the coffee takes must pass : not just the farm, but also the milling station, the warehouses, roastery, and so on.

For a farm to be certified, it must undergo inspection for at least three years, and then is inspected annually thereafter. This process can be lengthy and cost-prohibitive for small farmers.

In general, the vast majority of Ethiopian coffee is produced without chemical pesticides or fertilizers. Most farmers simply cannot afford these products. However, very little of the coffee is actually certified as organic, as few can afford the certification process. Indeed most rural farmers are not even aware of such certifying boards and practices.

It is possible to find certified organic coffee in Ethiopia, but these exist in very small fractions of the total market. In general, Ethiopian coffee is naturally produced — the way farmers have been doing for hundreds of years — but not organically certified.

**Fairtrade:** The term “fair trade” is sometimes used as a generic catch-all to describe coffee practices that attempt to take the well-being of farmers into account. However, the actual term Fairtrade refers to a specific program initiated in the Netherlands in 1988 and formalized in Germany in 1997 as Fairtrade Labeling Organizations International.

The basic premise of Fairtrade is to provide coffee farmers with a price for their product that guarantees a basic level of necessities like water, health care, and education. Because coffee prices, as affected by the futures market and worldwide fluctuations in production, can swing wildly, coffee farmers are never guaranteed that the price they get for their coffee will pay for their basic needs. In fact, it is common for farmers to be forced to sell their coffee at a straight loss, where the selling price doesn’t even cover the cost of

production, let alone provide enough money for doctor's visits or schooling.

Fairtrade is complex, but in essence it sets a floor price for coffee, guaranteeing the farmers a basic wage. This price varies from country to country and it is dependent on the local cost of production. As with organic coffees, Fairtrade coffees must be certified as such by the FLO.

It is important to note that while Fairtrade coffees are often marketed to the same segment of the market as specialty coffees, Fairtrade does not claim to be a guarantor of cup quality. The Fairtrade certification only makes a claim about the price paid to the farmer, not to the mode of production, any environmental certification, or quality in the cup.

Some Fairtrade coffees are available in Ethiopia, especially through the cooperative unions.

**Other certifications:** Other certifications such as Utz Kapeh, "Bird-Friendly" and Rainforest Alliance attempt to address these same issues. These certifications have their own set of criteria, generally geared towards ensuring fair and healthy working environments for the people who produce coffee; and environmental practices that are sustainable.

## KEY TERMS AND FACTS FOR BUYING COFFEE

Most Ethiopian coffee ships through the port of Djibouti, a small country nestled between Eritrea and Ethiopia on the Gulf of Aden. Most coffee you buy from Ethiopia can be purchased as FOB (Freight on Board or Free on Board) through the port of Djibouti. The exporter gets the coffee to the port and on the container ship. The importer takes control of the coffee on arrival in port of the importer's home country.

Here are some key terms to understand when dealing with the purchase of coffee:

**Subject to approval of sample (SAS):** This term in a contract stipulates that the buyer is not required to purchase a lot of coffee unless he approves of the sample sent ahead of time by the exporter. The exporter must provide this sample to the buyer. If the sample does not meet the buyer's requirements, he may call off the sale or request a second and third sample.

**Stocklot sample:** Stock-lot sample refers to coffee samples taken from coffee stock already on-hand in the warehouse of the exporter (as opposed to coffee he may or may not decide to buy and warehouse). It is not practical for exporters to send stock lot samples of every coffee they have to every potential buyer. But if a buyer is working with a new exporter, or if the exporter is claiming significant increases in the quality of his coffee lots, a stock-lot sample is a standard way for the buyer to verify that this exporter is someone he wishes to work with.

**Free on Board (FOB):** Also sometimes rendered Freight on Board. This refers to a price that includes the loading of the coffee in containers onto a container ship. The seller is responsible for the cost and procedure of getting the coffee to the port and having it loaded. FOB Djibouti, for example, means the price of the coffee already loaded on a ship in the port of Djibouti.

**Free on Truck, Free on Rail (FOT, FOR):** The price of the coffee loaded on a truck or train. Seller handles these costs, then it is up to the buyer to pay for the coffee to be transported to the port and loaded onto a ship.

**Cost and freight (C&F):** Seller is responsible for paying all costs and freight all the way to the importers destination. Does not include insurance. Insurance is still the buyer's responsibility.

**Date of shipment:** Date corresponding to the bill of lading, stipulating the date on which coffee is on board and ready to ship.

**Spot goods:** Refers to coffee that has already arrived in the importer’s country, warehoused and ready for trucking.

**Afloat:** Coffee that has shipped but has not yet arrived in the importer’s country. Coffee still en route.

**Shipment month:** The coffee will be shipped on any day in the month listed. For example, Shipment January means the coffee will be shipped sometime between January 1 and January 31.

**Immediate shipment:** Shipment within 15 days of the contract date.

**Prompt shipment:** Shipment within 30 days of the contract date.

## UNDERSTANDING THE USE OF SHIPPING CONTAINERS

Almost all international shipping is done using standard shipping containers. Containers generally hold up to 320 bags of green coffee beans (60 kilograms each).

Shipping smaller quantities of coffee is can be challenging to arrange, because of high freight costs and possible condensation issues within the container.

### *Shipping Small Lots*

Arranging shipment for small lots of coffee can be a difficult task. Shippers charge by the container, not by unit of mass. So any container that is only partially full will still cost the same to ship as a completely full one, quickly making the cost of shipment prohibitive for importers who would like to bring in small lots of coffee.

One solution to this problem is to pair smaller lots of specialty coffee with other small lots or one larger lot. For example, 6 different lots of 50 bags each loaded into one container. Or 1 small

specialty lot of 50 bags together with 250 bags of commercial coffee. Buyers must usually make these arrangements themselves, usually partnering with other small-lot buyers and then coordinating with the exporter. Alternatively, if there is an exporter with whom a buyer has an established relationship, and if the cost paid for the small lot is sufficient for the exporter, it may be possible to have the exporter make these arrangements.

Note that organic coffee cannot be shipped in the same container with non-organic coffee, or it will lose its certification due to the risk of contamination.

### *Condensation*

Coffee is very vulnerable to atmospheric changes during shipment. Shipping containers moving from warm, humid tropical ports to northern ports in colder climates will experience changes in internal moisture and temperature. To protect the coffee, certain procedures must be carried out.

Shipping containers should be lined with cardboard or strong kraft paper. They should be stacked with coffee all the way to the top in proper “saddle-bag” manner. Saddle-bag manner refers to laying coffee bags off-center from one another so that it minimizes space between the bags, as opposed to stacking them directly on top of each other in a straight stack. Filling the container all the way to the top also minimizes the air inside the container. (A small amount of space must be left so that the bags do not come in contact with the steel roof of the container).

With a minimum of air in the container, the coffee will suffer less from condensation and changes in the relative humidity of the container. Coffee buyers should stipulate in their contracts with shippers that the containers will contain coffee and that containers used should be those suitable for carriage of foodstuffs.



## ADDENDUM 1: A NEW PLATFORM – DIRECT SPECIALTY TRADE

The introduction of the Direct Specialty Trade (DST) platform is a response to the emerging important trends in the international coffee market. As noted above, tracing the coffee to given attributes is an important means of adding value in the market. These attributes can be: identity of the grower, social/community, economic, or environmental factors.

***DST is a mechanism to provide the benefits of the organized ECX marketplace –where the integrity of the product, the integrity of the transaction, and the integrity of the actors are maintained – while enabling traceability to market-desired attributes.***

Ethiopian laws governing the trade of coffee allow producers to directly export the coffee produced on their own farm without having to sell it to suppliers who then sell it to exporters. However, due to the small scale and weak capacity of most Ethiopian coffee producers and their geographic dispersion, there is a coordination failure in the market in that it is costly and risky for small farmers and international buyers to find each other and directly transact. The ECX Direct Specialty Trade addresses this problem. Producers may use the platform as a way to grade and store specialty coffees they intend to offer directly to the international market. The difference with the existing ECX system is that the identity of the producer is maintained throughout the transaction, while providing the usual services of quality certification and inventory management. The other difference is that the actual sales contract is not executed as part of DST, because the transaction between producer and buyer is an international trade conducted in dollar, not Birr. Thus, beyond quality control and inventory management, ECX would conduct a DST bidding session where sellers (producers) and international buyers meet to bid on prices. However, once a price is agreed, the international sales contract is concluded bilaterally, registered with the appropriate authorities (National Bank of Ethiopia) and executed outside of ECX. The role of ECX would thus be to coordinate the price discovery without engaging in the payment and clearing, as is the case in the existing ECX system. Finally, ECX market data dissemination would enable all market players to be informed about the prices and qualities discovered in the DST bidding session.

Thus, although different in significant aspects from the existing ECX model, the DST represents an important value addition to the market in that it redresses a coordination and information failure. It creates an incentive for buyers interested in traceable and thus certified coffees to source supply directly from Ethiopian farmers. As shown above, this is likely to be a rapidly growing market segment and one in which Ethiopia has the potential to be a global market leader. For producers, DST is a means to empower themselves by directly accessing the international market and negotiating better prices for specialty coffee that has a recognized value premium.

The role of ECX is thus to enable value creation in the market. DST is a flexible platform in that, in addition to specialty quality certification currently developed using the international “Q” cupping standard, ECX may also recognize internationally accredited certifications such as Rainforest Alliance, Organic, FairTrade, Utz, and other certifications, as part of the DST platform. This enables the capturing of significant value back directly to Ethiopian small farmers, within an organized and regulated marketplace, which is transparent and freely accessible to all producers and all buyers.

Finally, the DST model also introduces the concept of an “Export Service Provider” to address the concern that weak or non-existent capacity of small scale producers (or cooperatives) may prevent them from actually carrying out the full export operation. Global best practice suggests a role for an export service provider, which is an entity licensed and experienced in exporting, to provide export services on a fee basis to help the producers actually do the exporting. Thus, while the owner and exporter is legally the producer, the export service provider has an important role to play in coordinating the various activities involved in export processing and preparation, freight handling and logistics, etc., in addition to providing credibility to the buyer. To protect the integrity of the DST, ECX would require the use of a standard ECX designed “Export Service Provider Agreement” which would be registered with the Exchange as part of the qualification to participate in DST. This Agreement is intended to protect the sellers, or producers, in their relationship with the export service provider, as well as to ensure transparency to the buyer on the various actors involved in the DST and their various roles and liabilities.

### **Deposit and Delivery of Specialty Coffee under DST**

To participate in DST, an interested producer, either a cooperative society, a cooperative union, or a commercial grower, would bring the coffee to the Exchange and is required to obtain a specialty grade as either pre-export processed or export ready coffee. The producer would deposit the coffee at the designated warehouse and obtain a DST Warehouse Receipt. There would be a minimum lot size for deposit of 30 bags, or as specified by the Exchange. The Exchange DST warehouse receipt specifies the quality, producer identity and other special attributes of the commodity, such as various certifications obtained from a recognized third party that has established a partnership with the Exchange. The DST inventory management would be based on the identity of the producer and the actual lot.

### **Direct Specialty Trade Bidding Session**

The Exchange shall conduct a Direct Specialty Trade bidding session between specialty producers and international buyers on a regular basis, at a pre-announced frequency. The producer must designate a third party as an Export Service Provider and must register an Export Service Agreement with the Exchange.

The Exchange would publicly pre-announce the available lots of specialty commodity of qualified producers for the Direct Specialty Trade bidding session, along with information on the lot number, producer identity, commodity origin, quantity, specialty grade, other special attributes, and the designated export service provider. Following the session announcement, the Exchange would pre-register international buyers willing to participate in the Direct Specialty Trade session. Buyers would be required to provide company information and to indicate the identity of the agent, if any, along with agency agreement, if they wish to designate a representative to the bidding session, and agree to adhere to the terms and conditions of DST.

The Exchange would send samples of the commodity on a request basis and sold *on behalf of the producer* to interested buyers and would allow on-site inspection of the commodity and cupping prior to the Direct Specialty Trade bidding session.

Only qualified producers and pre-registered buyers, and/or their designated agents, would be allowed to participate in the Direct Specialty Trade bidding session. The bidding session would be conducted by the

Exchange on a lot by lot basis using open outcry method with both buyer and seller participation, or their designated agents.

At the conclusion of each lot bidding, the Exchange would record the identities of the counterparties and the agreed upon price and quantity and produce a final Direct Specialty Trade session report that shall be made publicly available. The prices and quantities agreed upon at the Direct Specialty Trade bidding session shall be considered binding by both parties.

Within twenty-four hours of the Direct Specialty Trade bidding session, the producer or his Export Service Provider is required to provide to the Exchange a copy of the international sales contract registered with the National Bank of Ethiopia. If the price, quantity, or delivery terms of the registered sales contract have changed from the agreed upon terms in the Direct Specialty Trade bidding session, the Exchange shall consider this a false bid and make this publicly known.

### **The DST Export Service Provider Agreement**

The Export Service Provider Agreement, shown as Appendix A, is an attempt to provide clear guidelines on the roles and liabilities of the export service provider. The Agreement is intended to protect all three sides of the DST transaction, the producer, the service provider, and the international buyer. Thus, the Agreement outlines that the liability of the producer ends with regard to the commodity once delivery is made from the ECX warehouse (where the seller stores commodity up to the DST bidding session) to the export service provider's warehouse where export processing is done. The export service provider thus takes responsibility up to the loading of the consignment at the point of sale (port of Djibouti, or other). The export service provider is paid on a pre-agreed fee (commission) basis as well as on the basis of invoices for allowable expenses listed in the Agreement, such as transportation, milling, bagging, etc.

The roles and liabilities of the Export Service Provider outlined in the Agreement include:

- Providing evidence to the Exchange of the registered FOB Port sales contract within twenty-four hours following the Direct Specialty Trade bidding session conducted by the Exchange.
- Providing pick-up notification on behalf of the Coffee Producer to the Exchange within twenty-four hours following the Direct Specialty Trade bidding session, regarding the date and time of requested delivery of the coffee from the Exchange warehouse.
- Arranging transportation for the delivery of the coffee from the Exchange warehouse to the Export Service Provider's warehouse within three working days following the Direct Specialty Trade bidding session and clear all fees and charges by the Exchange. A legal representative of the Coffee Producer shall accompany the consignment for delivery to the Export Service Provider's warehouse. If there is any weight difference between the weight measurements at the Exchange warehouse and the Export Service Provider's warehouse, the Export Service Provider's measurement will control.
- If pre-export processed coffee, export processing and preparation, including but not limited to milling, hand picking, bagging, labeling and marking bags, within ten working days following delivery of coffee to the Export Service Provider's warehouse.

- Arranging export certification inspection and obtaining inspection certificate from the relevant authority.
- Arranging transportation of coffee to the port and customs clearing and forwarding within three working days following completion of export processing and preparation, and paying all related expenses on behalf of the Coffee Producer.
- Opening letter of credit in the name of and on behalf of the Coffee Producer.
- Ensuring the proceeds are credited to the Coffee Producer's account at the respective Bank.
- Accepting responsibility from the delivery of the coffee to the Export Service Provider's warehouse to the point of sale (FOB Port) for: (1) loss, (2) fire, (3) misplacement, (4) quality deterioration; (5) loss of weight; (6) change of the coffee; and (7) theft.
- In case of a pre-shipment weight loss, notifying the buyer of the weight loss.
- Accepting responsibility to clear the Coffee Producer's obligation at the National Bank of Ethiopia by presenting the appropriate documents including the credit advice.
- At all time, using best effort to communicate and cooperate with the Coffee Producer and the buyer to facilitate the efficient and expedient conclusion of the transaction.

#### **DST Operational Agreement (Annex to International Sales Contract)**

The key elements of the Export Service Provider Agreement, namely the identity and liabilities of the export service provider, would be required to be annexed as a DST Operational Agreement, provided as Appendix B, in the international sales contract signed between producer and buyer after the DST bidding session, which makes the export service provider agreement terms legally binding as part of the international contract.

#### **Traceability and Transparency on Returns to Farmers**

Clearly, a core objective of DST is to allow traceability based trading through ECX. However, in addition, DST can also offer transparency in the pricing and returns to growers, which is also of interest to the market. However, because transparency also comes at the cost of losing valuable business information to the seller, and may enable the raising of the final price to the consumer, there is an additional premium that should be priced into the sale when such financial disclosure is made.

Thus, the DST Operational Agreement annexed to the international sales contract also contains an optional Transparency Clause, in which the fee paid to the service provider and the average price of the cherry offered to the specific farmers would be disclosed. This allows the buyer to impute the returns to the grower out of the final FOB price. To avail this information, the buyer would be required to add a fixed "transparency premium" established in advance by the Exchange, to the agreed bid price.

With or without this transparency clause, ECX is also committed to ensuring that DST assures a fair return to the farmers who produced the specialty coffee. Thus, ECX commits to all sides of the market that it will ensure, through reviewing the fees specified in the Agreement and through auditing from time to time, that a minimum farmer share of 85% of final FOB price is maintained. This is a major branding

of the DST initiative if a national marketing system can make such a commitment and ensure that this principle is maintained.

**Terms and Conditions of DST Bidding that must be agreed to by sellers and buyers**

- Only pre-registered buyers and qualified producers may participate in the DST bidding session.
- All prices in the Direct Specialty Trade bidding session shall be on a FOB Port, prompt shipment basis.
- The Exchange shall require a minimum return of 85 percent of the final FOB price to the producer (as may be audited by the Exchange from time to time).
- Prices and quantities quoted in any international sales contracts resulting from Direct Specialty Trade bidding sessions shall be tracked and announced publicly by the Exchange.
- The Exchange shall require that all Direct Specialty Trade producers enter into an Exchange-approved Export Service Provider agreement, in which all responsibilities and liabilities up to delivery to the international buyer are specified, unless the producer is specifically exempted in writing by the Exchange.
- All international sales contracts resulting from a Direct Specialty Trade bidding session shall require reference to an Operational Agreement entered into between the producer and the Export Service Provider, in which the identity and roles and liabilities of the Export Service Provider are indicated.
- Buyers may indicate at pre-registration their willingness to engage in a Direct Specialty Trade Transparency Clause in the Operational Agreement, in which the payment to the farmers and the fees paid to the Export Service Provider are disclosed. If this is the case, the buyer shall pay a fixed transparency premium in addition to the agreed price in the Direct Specialty Trade bidding session. The Exchange shall determine and pre-announce the transparency premium from time to time.



## ADDENDUM 2: ETHIOPIAN COFFEE GROWERS, PRODUCERS AND EXPORTERS ASSOCIATION MEMBERS LIST

Date: 21/02/11

| S.N | NAME OF THE COFFEE PLANTATION                        | ADDRESS       |                 |            |              | YEAR OF ESTABLISHMENT | Area Ha |
|-----|--|---------------|-----------------|------------|--------------|-----------------------|---------|
|     |  | REGION        | ZONE            | WOREDA     | KEBELE       |                       |         |
| 1   | Abera Yimer  | Oromia        | Jimma           | Limukossa  | Kossa        | 1994                  | 71.5    |
| 2   | Alemayehu G/Mariam                                   | SNNP          | Bench           | Gurarferda | Biftu        | 1989                  | 276     |
| 3   | Amaro Gayo   | SNNP          | -               | Amaro kela | Derba Menena | 1998                  | 70      |
| 4   | Berhan Agriculture and Commercial P.L.C              | SNNP          | Bench Maji      | Guraferda  | Ojemeta      | 1986                  | 650     |
| 5   | Belay Welasha Coffee Plantation                      | SNNP          | Sheka           | Anderacha  | Gecha        | 1998                  | 170     |
| 6   | Betetwork Alemu Agriculture Development              | SNNP          | Benchmaji       | Gurafarda  | Biftu        | 1990                  | 520     |
| 7   | Bezuayehu Shone Coffee Plantation P.L.C              | Oromia        | Jimma           | Limu kossa | Kila Gebissa | 1996                  | 200     |
| 8   | Coffee Plantation Development Enterprise             | Oromia & SNNP | Limu Bench Maji |            | Sedilola     | 1974                  | 21000   |
| 9   | Dedessa Agricultural Development & Agro Industry PLC | Oromia        | Jimma           | Limu genet | Gale         | 1987                  | 200     |
| 10  | Denbi Fuafuate Agriculture & Trade share PLC         | SNNP          | KefaSheka       | Yeki       |              | 1993                  | 250     |
| 11  | Ethio Rute International P.L.C                       | SNNP          | Keffa           | Decha      | Yeba         | 1992                  | 250     |
| 12  | Epherta Integrated Agricultural Development PLC      | SNNP          | Bench Maji      | Mizan Aman | Mizan Teferi | 2000                  | 250     |
| 13  | Gahi Bere P.L.C                                      | SNNP          | Sheka           | Yeki       | Achane       | 1994                  | 76      |
| 14  | Galle Kemisie Agro Industry P.L.C                    | Oromia        | Jimma           | Limukosa   | Gale         | 1994                  | 126     |
| 15  | Gezahegn Adgeh Agricultural Development              | SNNP          | Bench Macji     | Gurdaferda | Berhane      | 1993                  | 531     |
| 16  | Home land Organic Coffee Agro Industry               | SNNP          | Keffa           | Gimbo      | Yeyebto      | 1992                  | 500     |
| 17  | Ibrahim Hussien Coffee Exporter                      | Oromia        | Jimma           | Limukossa  | Burka Gudina | 1991                  | 105     |
| 18  | Ketemi P L C   | Oromia        | Jimma           | Limukossa  | Kossa Gesha  | 2000                  | 200     |
| 19  | Kemal Mussa Coffee                                   | SNNP          | Benchi maji     | Gurdaferda | Kone         | 2000                  | 500     |
| 20  | J J J Agro Industry P.L.C                            | Oromia        | Jimma           | Gera       | Sidi lola    | 1994                  | 136     |
| 21  | Lem Kefa Coffee and Spices Agro Industry P.L.C.      | SNNP          | Keffa           | Gewata     | Wodiye       | 1991                  | 250     |
| 22  | L. H Coffee Agro Industry                            | SNNP          | Keffa           | Gewata     | Medabo       | 1992                  | 650     |
| 23  | Label P.L.C  | Oromia        | Jimma           | Limu kossa | Kossa        | 1993                  | 400     |
| 24  | Limu Kosa Agro Industry P.L.C                        | Oromia        | Jimma           | Limukossa  | Kossa        | 1996                  | 320     |
| 25  | Maji Agro Forest P.L.C                               | SNNP          | Bench Maji      | Bero       | Bero Kale    | 1991                  | 500     |
| 26  | Moges Yimer Beyene Coffee                            | SNNP          | Bench Maji      | Gurarferda | Ferka        | 1994                  | 800     |
| 27  | Mormora Coffee Plantation                            | Oromia        | Guji            | Shakiso    | Reji         | 1991                  | 200     |
| 28  | Mordo Coffee   | Oromia        | Guji            | Adoshabiso | Magado       | 1996                  | 264.5   |
| 29  | Mulneha Coffee Exporter                              | Oromia        | W.Wellega       | Anfilo     | Wabi teba    | 1997                  | 300     |
| 30  | Negussie Lemma Edeto Coffe Plantation Development    | Oromia        | Limu kossa      | Kosa       | Mita Gundu   | 1990                  | 120     |
| 31  | Schemeles Demise Coffee Farm                         | SNNP          | Bench Maji      | Gorarferda | Otowa        | 1990                  | 200     |
| 32  | Shimeket Deba Coffee Plantation                      | Oromia        | Jimma           | Limu Kossa | Welenso      | 2001                  | 120     |
| 33  | Shishi Hopi Agriculture & Trade PLC                  | SNNP          | Sheka           | Yeki       | Dafi         | 1997                  | 500     |

| S.N | NAME OF THE COFFEE PLANTATION               | ADDRESS |               |              |          | YEAR OF ESTABLISHMENT | Area Ha      |
|-----|---|---------|---------------|--------------|----------|-----------------------|--------------|
|     |   | REGION  | ZONE          | WOREDA       | KEBELE   |                       |              |
| 34  | Siraj Negwo                                 | Gambela | Messenger     | Godre        | Mengesha | 1999                  | 234          |
| 35  | Tegna Tula Liyu Coffee                      | SNNP    | Keffa         | Ginba        | Tega     | 1992                  | 500          |
| 36  | TD GG Highland forest Coffee Producer       | Oromia  | Guji          | Oda Shakiso  | Shakiso  | 2001                  | 200          |
| 37  | Teferi & Son's Coffee Plantation Enterprise | SNNP    | South OMO     | -            | Shika    | 1994                  | 133          |
| 38  | Tesfaye Abero Agricultural Development      | SNNP    | Sheka         | Yeki         | Achani   | 1993                  | 150          |
| 39  | Tepi Farmers Union                          | SNNP    | Bench Maji    |              |          |                       |              |
| 40  | Wato Coffee Plantation                      | Oromia  | E.wellega     | Leka Dulecha | Fetema   | 1997                  | 110          |
| 41  | Yasmi Coffee Plantation PLC                 | Oromia  | Kelem         | Anfilo       | Yeti     | 2000                  | 100          |
| 42  | Yeti Agro Industry PLC                      | Oromia  | Kelem wellega | Anfilo       | Yeti     | 2000                  | 200          |
| 43  | Yidnekachew Debassa                         | Oromia  | Jimma         | Limu Kossa   | Welene   | 2000                  | 120          |
| 44  | Yukro Agro Industry PLC                     | Oromia  | Jimma         | Gera         | Sedlisa  | 1995                  | 141          |
|     | <b>Total</b>                                |         |               |              |          |                       | <b>32894</b> |

**N.B:** 26106 Ha of Coffee plantation land under development (not yet started harvesting) not considered here.

## ADDENDUM 3: ETHIOPIAN COFFEE EXPORTERS ASSOCIATION (ECEA) MEMBERS

| No | Exporter's Name                          | Telephone                                   | Fax        | Email   | Web Site                  |
|----|--|---|------------|---|---------------------------|
| 1  | Abadir Coffee trading PLC                | 1114890 DD                                  | 1114891 DD | abacofd@ethionet.et                                 |                           |
| 2  | Abbahawa Trading Pvt. Ltd Co             | 144814 22/29                                | 4199630    | abbahwatrading@ethionet.et                          |                           |
| 3  | Abco Marketing & Distribution PLC        | 5547321/5155<br>601/5155597                 |            |   |                           |
| 4  | Addis Exporter Ltd (PLC)                 | 52060 29/30                                 | 1551292    | addisexp@ethionet.et,<br>addisexporter@gmail.com    | www.addisexporter.com     |
| 5  | Adem Bedane Oda Imp-Exp                  | 1222550/1/2                                 | 305638 1/4 | adem.bedane@ethionet.et                             |                           |
| 6  | Adulina Coffee Exporter PLC              | 44260                                       | 4425947    | adulinacoffee@yahoo.com,<br>adulinatrafic@gmail.com |                           |
| 7  | Alfoz Pvt Ltd Co                         | 1/10  | 6188349    | alfoz@ethionet.et                                   |                           |
| 8  | Al-Impex Import & Export                 | 6634400                                     | 6630451    | alulaginlchael@al-impex.com,<br>psam@al-ipex.com    | www.al-impex.com          |
| 9  | Aleta Land Coffee PLC                    | 6525880                                     | 6460687    | aletacoffee@yahoo.com                               |                           |
| 10 | al-sam pvt. Ltd. Co.                     | 1 217/544                                   | 1557905    | export@alsamplc.com                                 |                           |
| 11 | Alpha Trading Partners PLC               | 315/338                                     | 5528085    | alphatrp@ethionet.et                                | www.alphatrading-eth.com  |
| 12 | Almaz Zeleke Coffee Exporter             | 6297840                                     | 6298224    | azcoffee@ethionet.et                                | www.aztcoffee.com         |
| 13 | Altaysir Trading PLC                     | 1 166/645                                   | 4394184    | altaysir@ethionet.et                                |                           |
| 14 | Ambassa Enterprise PLC                   | 794/887                                     | 4654888    | ambassa@ethionet.et                                 | www.ethionet.et/-ambassa  |
| 15 | Amdehun General Trading PLC              | 2 7/725                                     | 5534260    | amdehun@ethionet.et                                 |                           |
| 17 | ATL Trading PLC Coffee Export            | 6291322/53/76                               | 6291324    | atlcfeess@yahoo.com,<br>atltrading@ethionet.et      |                           |
| 18 | Ayinage General Trading PLC              | 1129346 DD                                  | 1330201    | ayinage_gtplc@yahoo.com                             | www.ayinagetrading.com.et |
| 19 | Aziza PLC                                | 415/417                                     | 1569530    | semedexp@ethionet.et                                |                           |
| 20 | Bahomed Trading PLC                      | 2751085/2763<br>388/2                       | 2754433    | bahomed@ethionet.et                                 |                           |
| 21 | Baininif Trading PLC                     | 43170 57/64                                 | 2789969    | baminiftrading@ethionet.et                          |                           |
| 22 | Barkume Coffee Export PLC                | 505/521                                     | 6616702    | barkumecoffee@ethionet.et                           |                           |
| 23 | Bashanfer Trading PLC                    | 646382122/3A<br>A<br>1113443/1110<br>807 DD | 6463819AA  | bashanfer@ethionet.et AA,<br>bashfer@ethionet.et DD | www.bashanfer.com         |
| 24 | Ba Shawieh Trading PLC                   | 2593732/2/4/6                               | 2593735    | ba_shawieh@yahoo.com                                |                           |
| 25 | Belete Shibeshi PLC                      | 1112762/1559<br>190/6                       | 1550590    | beshi@ethionet.et                                   |                           |
| 26 | Bulehora Trading PLC                     | 8401902                                     | 4421878    | bulehora@yahoo.com,<br>info@bulehoratrading.com     | www.bulehoratrading.com   |
| 27 | Cabey PLC                                | 4671691/4672<br>022/4671697                 | 4671699    | cabey@ethionet.et                                   |                           |
| 28 | Camels Trading Enterprise PLC            | 195/463                                     | 2762623    | camels@ethionet.et                                  |                           |
| 29 | Challa Mulissa Coffee Exporter           | 101/241                                     | 1551428    | challa@ethionet.et                                  |                           |
| 30 | Challenge Coffee Traders PLC             | 4663630/2/3                                 | 4663634    | chcoffee@ethionet.et                                |                           |
| 31 | Coffee Plantation Development Enterprise | 1 124/993                                   | 4670687    | coffeepl@ethionet.et                                |                           |
| 32 | Coffee Plantation & Warehouse Enterprise | 4421238/4423<br>489/90                      | 4423722    | info@cpwe.com.et,<br>cpwe@ethionet.et               |                           |
| 33 | Costa Memories Trading PLC               | 3715944                                     | 3715945    | costa@ethionet.et                                   |                           |
| 34 | Daye Bensa Coffee Exporter PLC           | 932038 4/5                                  | 4660184    | dbceplc@ethionet.et                                 |                           |
| 35 | Demis Ayenew Coffee Export               | 4666001                                     | 4666031    | dyatse@gmail.com                                    |                           |
| 36 | Dukle Wakaoe Dakola Coffee Exporters     | 4402953                                     | 4402963    | dwdcoffee@ethionet.et                               |                           |
| 37 | Durane Pvt. Ltd. Co.                     | 4400449                                     | 4431775    | durame@ethionet.et                                  |                           |
| 38 | East African Group (Ethiopia) PLC        | 5525277/5150<br>172/5526812                 | 5526822    | export@eastagroup.com                               |                           |
| 39 | Ermage Business PLC                      | 84000318                                    | 4401764    | ermage@ethionet.et                                  |                           |

| No | Exporter's Name                                    | Telephone                                     | Fax                     | Email   | Web Site              |
|----|--|---|-------------------------|---|-----------------------|
| 40 | Ethiopian Commodities PLC                          | 5517637/5517<br>906/5533834                   | 5517222                 | et.comm@ethionet.et                                 |                       |
| 41 | Ethio Agri-CEFT PLC                                | 6637780                                       | 6615573                 | ethioagriceft@ethionet.et,<br>ethioagri@ethionet.et | www.ethioagriceft.com |
| 42 | Ethiopian Grain/Coffee Trade Enterprise            |   |                         |   |                       |
| 43 | Garden Mocca PLC                                   | 125246 14/53                                  | 6461791                 | gardenmocca@ethionet.et                             |                       |
| 44 | Ghion Industrial & Commercial PLC                  | 2800491/2793<br>360/1/2/3/4/5                 | 2794770                 | ghionexp@ethionet.et,<br>ghiongas@ethionet.et       | www.ghions.com        |
| 45 | GMT Industrial PLC                                 | 1 653/961                                     | 4655556                 | gmt.fts@ethionet.et                                 |                       |
| 46 | Green Coffee Agro-Industry                         | 4421634/4420<br>770/5512986                   | 5519971                 | gcaiplc@ethionet.et                                 |                       |
| 47 | Green Gold Ethiopia PLC                            | 1 16/675                                      | 4342033                 | husagra@ethionet.et                                 |                       |
| 48 | Guji Coffee Export PLC                             | 6630910                                       | 6630911                 | gujicoffee@ethionet.et,<br>gujicoffee@yahoo.com     |                       |
| 49 | Guna Trading House PLC                             | 465228/46513<br>01/465012                     | 4654633                 | guna.trading@ethionet.et                            |                       |
| 50 | Haicof Limited PLC                                 | 5510124/5512<br>689/5515117                   | 5516888                 | haicofltd@ethionet.et,<br>haicocofcoffee@yahoo.com  |                       |
| 51 | Haider Abamecha Import & Export                    | 4400497                                       | 4421277                 | habamecha@ethionet.et                               |                       |
| 52 | Hailesslassie Ambaye Deres General Import & Export | 6187050                                       | 6186990                 | haileam@ethionet.et                                 |                       |
| 53 | Hanyon International Trading Enterprises           | 928/985                                       | 699/742                 | haniyoni@yahoo.com                                  |                       |
| 54 | Helen Gebrenigus Coffee Exp                        | 1   | 6631058                 | hgn.coffee@ethionet.et                              |                       |
| 55 | Horra Trading                                      | 4424141/6525<br>502/03                        | 442106                  | horratrade@ethionet.et                              | www.horracoffee.com   |
| 56 | Ibero & Jos Hanson/Ethiopia Ltd                    | 2753686/2757<br>073/2757069                   | 2753433                 | moplaco@ethionet.et                                 |                       |
| 57 | Ibrahim Hussien Coffee Exporter                    | 4392533                                       | 4392434                 | ibrahim_hussien_exporter@yahoo.com                  |                       |
| 58 | J.J. Kothari & Co. Ethiopia Ltd                    | 84747 27/55                                   | 211868 17/22            | j.jkothari@ethionet.et                              |                       |
| 59 | Kaleb Service Farmers House PLC                    | 998/999                                       | 4393674                 | expkaleb@ethionet.et                                |                       |
| 60 | Kedir Haji Hassen Coffee Exporter                  | 4390931                                       | 4393085                 | kedirhassen@ethionet.et                             |                       |
| 61 | Kana Import-Export Pvt Enterprise                  | 1 5/524                                       | 5506204                 | kana@ethionet.et                                    | www.kanacoffee.com.et |
| 62 | KK Private Limited Company                         | 1 61/840                                      | 5534705                 | coffee@kkethiopia.com                               | www.kkethiopia.com    |
| 63 | KMM Trading Pvt. Ltd. Company                      | 1 304/333                                     | 8401478                 | alkesso@yahoo.com                                   |                       |
| 64 | Lata Agri Export                                   | 5540398                                       | 5540395                 | altaexport@ethionet.et                              | www.coffee.com        |
| 65 | L. H. Agro Industry PLC                            | 1   | 5511317                 | l.horgcoffee@ethionet.et                            |                       |
| 66 | Makfam PLC   | 1   | 1 245/704               | makfam@ethionet.et                                  |                       |
| 67 | Mamo Kacha PLC                                     | 5515010                                       | 5531710                 | mamo_kacha@yahoo.com                                |                       |
| 68 | Mawi Coffee & General Business PLC                 | 1125923 DD                                    | 125922 DD               | info@mawicoffee.com                                 |                       |
| 69 | Mohammed A. Ogsadey Imp Exp                        | 1558899/5514<br>33AA<br>1112898/1113<br>425DD | 1553773AA/1<br>111024DD | ogsadey@ethionet.et                                 |                       |
| 70 | Mohammed Hussien Coffee Exporter                   | 3470541                                       | 3470542                 | mohammed@ethionet.et                                |                       |
| 71 | Mohammed Nassir Alaned Alhurish Coffee Export      | 4161883                                       | 4161883                 | amgt_3a@yahoo.com                                   |                       |
| 72 | Moplaco Trading Co. Ltd                            | 6456002/8/645<br>5999AA/11139<br>71DD         | 6456011/2AA<br>113972DD | moplaco@ethionet.et                                 |                       |
| 73 | Moredocofe Sole Enterprise                         | 5506115                                       | 5501516                 | moredocofe@ethionet.et                              |                       |
| 74 | Muluneli Kaka Coffee Exporter                      | 1   | 4393938                 | mkcoffee-exporter@ethionet.et                       | www.mkakacoffee.com   |
| 75 | Nardos Coffee Export                               | 1 1/643                                       | 4667546                 | nardostr@ethionet.et                                | www.nardoscoffee.com  |
| 76 | Nehneya General Trading PLC                        | 1   | 4160140                 | nehmeya7@yahoo.com                                  |                       |
| 77 | Nejat International PLC                            | 353/457                                       | 1                       | nejat@ethionet.et                                   |                       |

| No | Exporter's Name                                | Telephone                   | Fax        | Email  | Web Site                 |
|----|--|-----------------------------|------------|--|--------------------------|
| 78 | Oromia Coffee Farmers Cooperative Union        | 4673256                     | 4673262    | confunion@ethionet.et                            | www.oromiacoffeunion.org |
| 79 | Paul Ries & Sons Eth Ltd                       | 1551315/1553<br>194/1550233 | 1551278    | paulries@ethionet.et                             |                          |
| 80 | Rayan Investments PLC                          | 6189221/22/24               | 6189227    | rayaninvst@ethionet.et                           |                          |
| 81 | Robera Pvt Ltd Company                         | 1                           | 6461454    | robera@ethionet.et                               | www.roberacoffee.com     |
| 82 | S. A. Bagersh PLC                              | 6620926/7/8                 | 6620827    | bagershtrade@ethionet.et,<br>bagersh@ethionet.et |                          |
| 83 | Said Jemal Rahmato PLC                         | 44653 11/94                 | 4107396    | rahmate@ethionet.et                              |                          |
| 84 | Samachew Kebede Export-Import                  | 1                           | 4391677    | simex19@yahoo.com                                |                          |
| 85 | Sheik Habib Farid International PLC            | 1112058/1114<br>097 DD      | 1114062 DD | shf@ethionet.et                                  |                          |
| 86 | Sidama Coffee Farmers Cooperative Union        | 4407165                     | 4407166    | sidacoop@ethionet.et,<br>sidacoop@yahoo.com      | www.sidacoop.com         |
| 87 | S.J. Magdalinos PLC                            | 1 334/849                   | 1550310    | s.j.magdalinos@ethionet.et                       |                          |
| 88 | S.M.S. Private Limited Co.                     | 4422924                     | 4431470    | sms@ethionet.et                                  |                          |
| 89 | Tekle Tikue Coffee Exporter                    | 8343 9/28                   | 4672260    | teklet@ethionet.et                               |                          |
| 90 | Testi Trading PLC                              | 5541707                     | 5541608    | tplc218@gmail.com                                |                          |
| 91 | Tracon Trading PLC                             | 2774208/2789<br>331/2       | 2773221    | tracon3q@ethionet.et                             | www.tracontrading.com    |
| 92 | Waleigh Belay Yeshanew General Import & Export | 5549056                     | 5549055    | melakfd@yahoo.com                                |                          |
| 93 | Weldeyesus Business PLC                        | 8602622                     | 6467194    | weldeyesus@yahoo.com                             |                          |
| 94 | Winta International Trading PLC                | 809/954                     | 5527109    | win@ethionet.et                                  |                          |
| 95 | Wonberta General Import & Export Pvt Ltd Co    | 6631381                     | 6631382    | wonberta@ethionet.et                             | www.wonberta.com         |
| 96 | Wondo Trading PLC                              | 5521009/5521<br>458/5521457 | 5513654    | wondo.ftra@ethionet.et                           |                          |
| 97 | Zebad General Export & Import                  | 501/503                     | 722/725    | director@zebadgei.com                            |                          |
| 98 | Zege PLC                                       | 2248 9/70                   | 1573971    | zege@ethionet.et                                 |                          |

## ADDENDUM 4: IMPORTERS AND TRADERS OF ETHIOPIAN COFFEE BEANS

| Importer   | Location            | Address   | Phone          | Primary Contact       | Website   | Email Address  |
|--|---------------------|---|----------------|-----------------------|---|--|
| Holliday & Company Inc.                            | Toronto, Canada     | 4141 Yonge St., Set. 301 Toronto, ON M2P-2A8      | 416 225 2217   | Christine Renken      | <a href="http://www.teacoff.com">http://www.teacoff.com</a>                                 | <a href="mailto:crenken@teacoff.com">crenken@teacoff.com</a>                       |
| All World Coffee LLC                               | Somerset, NJ        | 80 Cottontail Ln Ste 101 Somerset, NJ 08873       | 732 805 3200   | John Bunker           |   |  |
| Amcafe, Inc.                                       | New Rochelle, NY    | 459 Main St Ste 203 New Rochelle, NY 10801        | 914 576 2533   | Michael Glenister     |   |  |
| American Coffee Corp                               | Jersey City, NJ     | 30 Montgomery St Ste 215 Jersey City, NJ 07302    | 201 433 2500   | Anthony Caputo        | <a href="http://www.amcof.com">http://www.amcof.com</a>                                     |  |
| Armenia Coffee Corp. Silver Spoon Gourmet Division | Purchase, NY        | 2975 Westchester Ave. Purchase, NY 10577          | 914 694 6100   | John Randall          |   | <a href="mailto:slvrspngmt@armeniacooffee.com">slvrspngmt@armeniacooffee.com</a>   |
| Artisan Coffee Imports LLC                         | Ann Arbor, MI       | 1550 Westfield Ave Ann Arbor, MI 48103            | (734) 717-6278 | Ruth Church           | <a href="http://www.artisancoffeeimports.com">www.artisancoffeeimports.com</a>              | <a href="mailto:ruth.church@sbcglobal.net">ruth.church@sbcglobal.net</a>           |
| Asia Coffee Imports                                | Los Angeles, CA     | 3121 E 3rd Street Los Angeles, CA 90063           | 323-360-4320   | Robert Lopez-Martinez |   | <a href="mailto:washingtonix@yahoo.com">washingtonix@yahoo.com</a>                 |
| Atlantic Specialty Coffee, Inc.                    | Hayward, CA         | 24301 Southland Dr Ste 600 Hayward, CA 94545      | (510) 780-1110 | Andi C. Trindle       | <a href="http://www.atlanticspecialtycoffee.com">http://www.atlanticspecialtycoffee.com</a> | <a href="mailto:atrindle@ecomtrading.com">atrindle@ecomtrading.com</a>             |
| Atlas Coffee Importers, LLC                        | Seattle, WA         | 1402 NW 85th St Seattle, WA 98117                 | (206) 652-4880 | Craig Holt            | <a href="http://www.atlascoffee.com">http://www.atlascoffee.com</a>                         | <a href="mailto:jroberts@atlascoffee.com">jroberts@atlascoffee.com</a>             |
| Balzac Brothers & Co                               | Charleston, SC      | 11 Fulton St Charleston, SC 29401                 | (843) 723-8020 | Raymond Keane         | <a href="http://www.balzac.net">http://www.balzac.net</a>                                   | <a href="mailto:rayk@balzac.net">rayk@balzac.net</a>                               |
| Blaser Trading USA                                 | Fort Lauderdale, FL | 7501 Nw 4Th St Ste 201 Fort Lauderdale, FL 33317  | (954) 316-1605 | Wally Sousa           | <a href="http://www.blasertradingusa.com">http://www.blasertradingusa.com</a>               | <a href="mailto:coffee@blasertradingusa.com">coffee@blasertradingusa.com</a>       |
| Bodhi Leaf Trading Company                         | Yorba Linda, CA     | 22765 Savi Ranch Pkwy Ste B Yorba Linda, CA 92887 | (714) 350-6156 | Steve Sims            | <a href="http://www.bodhileaftrading.com">http://www.bodhileaftrading.com</a>               | <a href="mailto:bodhileaftrading@sbcglobal.net">bodhileaftrading@sbcglobal.net</a> |
| Brasc Coffee Importers                             | Simpsonville, SC    | PO BOX 80967 Simpsonville, SC 29680               | (864) 561-5519 | Ricardo Pereira       | <a href="http://www.brasccoffeeimporters.com">http://www.brasccoffeeimporters.com</a>       |  |
| Brazilian Estates Coffee                           | Beaverton, OR       | 14780 Sw Osprey Dr Ste 305 Beaverton, OR 97007    | (503) 521-0141 | Bruno S. Souza        | <a href="http://www.beccor.com">http://www.beccor.com</a>                                   | <a href="mailto:beccor@earthlink.net">beccor@earthlink.net</a>                     |
| Cafe Imports                                       | Saint Paul, MN      | 2140 Energy Park Dr Ste C Saint Paul, MN          | (651) 209-6102 | Andrew Miller         | <a href="http://www.cafeimports.com">http://www.cafeimports.com</a>                         | <a href="mailto:info@cafeimports.com">info@cafeimports.com</a>                     |
| Cafe Lobo  | New Orleans, LA     | 336 Camp St Ste 350 New Orleans, LA 70130         | (504) 525-0082 | John Ostrand          |   | <a href="mailto:cafelobo@bellsouth.net">cafelobo@bellsouth.net</a>                 |

| Importer                 | Location                | Address  | Phone               | Primary Contact                     | Website   | Email Address  |
|--------------------------|-------------------------|--|---------------------|-------------------------------------|---|--|
| Caffe Musetti            | BC, Canada              | 39-40632<br>Government Rd<br>Squamish, BC<br>V8B0M7        | (877) 687-<br>3884  | Natasha<br>Inzani                   | <a href="http://www.caffemusetti.com">http://www.caffemusetti.com</a>         | <a href="mailto:info@caffemusetti.com">info@caffemusetti.com</a>                       |
| Cape Horn/Tristao        | Springfield, OR         | 1863 Pioneer Pkwy E<br># 301<br>Springfield, OR<br>97477   | (541) 726-<br>5282  | Paul<br>Leighton                    | <a href="http://www.capehorncoffee.com">http://www.capehorncoffee.com</a>     | <a href="mailto:paul@capehorncoffee.com">paul@capehorncoffee.com</a>                   |
| Caravela Coffee          | Carrboro, NC            | 103 W Weaver St Ste<br>8<br>Carrboro, NC                   | (919) 636-<br>5861  | Mr. Badi E.<br>Bradley              | <a href="http://www.caravelacoffee.com">http://www.caravelacoffee.com</a>     | <a href="mailto:info@caravelacoffee.com">info@caravelacoffee.com</a>                   |
| Castle & Co.             | Santa Monica,<br>CA     | 2118 Wilshire Blvd<br>Ste 634<br>Santa Monica, CA<br>90403 | (310) 479-<br>5999  | Timothy J.<br>Castle                |   | <a href="mailto:tim@castleandcompany.com">tim@castleandcompany.com</a>                 |
| Coex Coffee              | Miami, FL               | 2121 Ponce De Leon<br>Blvd Ste 930<br>Miami, FL 33134      | (305) 444-<br>0568  | Bev Rogers                          |   |  |
| Coffee Holding           | Staten Island,<br>NY    | PO BOX 140706<br>Staten Island, NY<br>10314                | (718) 832-<br>0800  | Karen<br>Gordon                     | <a href="http://www.coffeeholding.com">http://www.coffeeholding.com</a>       |  |
| Coffee Resources Inc.    | Miami, FL               | 4051 Ensenada Ave<br>Miami, FL 33133                       | (305) 448-<br>1383  | Felipe Isaza                        | <a href="http://www.coffee-resources.com">http://www.coffee-resources.com</a> |  |
| Coffee Shrub             | Oakland, CA             | 1115 21st St<br>Oakland, CA 94607                          | (510) 628-<br>0919  | Thompson<br>Owen                    | <a href="http://www.sweetmarias.com">http://www.sweetmarias.com</a>           | <a href="mailto:info@sweetmarias.com">info@sweetmarias.com</a>                         |
| Coffeebythebag.com, Inc. | Miami, FL               | 6910 Nw 50th St Ste<br>13338<br>Miami, FL 33166            | (305) 407-<br>2633  | Mr. Mauricio<br>Carbonell           | <a href="http://www.coffeebythebag.com">http://www.coffeebythebag.com</a>     | <a href="mailto:mc@coffeebythebag.com">mc@coffeebythebag.com</a>                       |
| Coffein Compagnie        | Germany                 | Sebaldsbruecker<br>Heerstr. 191 A<br>Bremen, 28309         | 49 42 1410-<br>1107 | Jens Eckhoff                        | <a href="http://www.coffein-compagnie.de">http://www.coffein-compagnie.de</a> | <a href="mailto:exportsales@coffein-compagnie.de">exportsales@coffein-compagnie.de</a> |
| Cooperative Coffees      | Americus, GA            | 302 W Lamar St<br>Americus, GA 31709                       | (229) 924-<br>3035  | Bill Harris                         | <a href="http://www.coopcoffees.com">http://www.coopcoffees.com</a>           | <a href="mailto:info@coopcoffees.com">info@coopcoffees.com</a>                         |
| Duke & Bean Coffee LLC   | Orange, NJ              | 16 Tony Galento Plz<br>Orange, NJ 07050                    | 973) 675-<br>3173   | Mr. David<br>Michael Leon<br>Morris |   |  |
| Efico S.A.               | Belgium                 | Italiollei 181<br>Antwerpen, B 2000<br>Belgium             | (323) 233-<br>7865  | Patrick<br>Installe                 | <a href="http://www.efico.com">http://www.efico.com</a>                       | <a href="mailto:efico@efico.com">efico@efico.com</a>                                   |
| Equal Exchange           | West<br>Bridgewater, MA | 50 United Dr<br>West Bridgewater,<br>MA 02379              | (774) 776-<br>7400  | Rob Everts                          | <a href="http://www.equalexchange.coop">http://www.equalexchange.coop</a>     | <a href="mailto:info@equalexchange.coop">info@equalexchange.coop</a>                   |
| Excelco Trading LP       | New York, NY            | 17 Battery Pl Ste<br>1010<br>New York, NY 10004            | (212) 344-<br>7502  | Ingrid DiVico                       | <a href="http://www.exceltrade.com">http://www.exceltrade.com</a>             | <a href="mailto:ingrid@exceltrade.com">ingrid@exceltrade.com</a>                       |
| Gabeeyang Co., Ltd.      | South Korea             | 182-1, Seohyeon-<br>dong Bungdang-gu<br>Sungnam            | 823 170 733<br>51   | Dong-Ki<br>Yang                     | <a href="http://www.gabeeyang.com">http://www.gabeeyang.com</a>               |  |
| Georgetown Trading, LLC  | Fairfax, VA             | 5458 New London<br>Park Dr<br>Fairfax, VA 22032            | (703) 401-<br>6969  | Abiy Worku                          |   | <a href="mailto:georgetowntrading@gmail.com">georgetowntrading@gmail.com</a>           |
| Global Foods, Inc.       | San Juan, PR            | PO BOX 6072<br>San Juan, PR 00914                          | (787) 757-<br>5420  | Alejandro<br>Ruiz                   | <a href="http://www.globalfoodspr.com">http://www.globalfoodspr.com</a>       | <a href="mailto:contact@globalfoodspr.com">contact@globalfoodspr.com</a>               |

| Importer                             | Location             | Address   | Phone          | Primary Contact     | Website   | Email Address  |
|--------------------------------------|----------------------|---|----------------|---------------------|---|--|
| Globus Coffee LLC                    | Manhasset, NY        | 426 Plandome Rd<br>Manhasset, NY<br>11030                         | (516) 304-5780 | Mr. Kurt Kappeli    | <a href="http://www.globuscoffee.com">http://www.globuscoffee.com</a>                 |  |
| Green Source Coffee                  | Los Angeles, CA      | 435 N Martel Ave<br>Los Angeles, CA<br>90036                      | (514) 845-1200 | Nathalie Gabbay     | <a href="http://www.rgcoffee.com">http://www.rgcoffee.com</a>                         | <a href="mailto:nathalie@greensourcecoffee.com">nathalie@greensourcecoffee.com</a>   |
| Inge Karisson HAB                    | Sweden               | Rubanksgatan 4<br>SE-741 71<br>Knivsta                            | (461) 834-9440 | Inge Karlsson       | <a href="http://www.ingek.se">http://www.ingek.se</a>                                 |  |
| InterAmerican Coffee Inc.            | Houston, TX          | 19500 State Highway<br>249 Ste 225<br>Houston, TX 77070           | (832) 912-7000 | Mr. Guy P. Burdett  | <a href="http://www.iacoffee.com">http://www.iacoffee.com</a>                         | <a href="mailto:traders@iacoffee.com">traders@iacoffee.com</a>                       |
| InterContinental Coffee Trading Inc. | Westlake Village, CA | 31316 Via Colinas<br>Ste 115<br>Westlake Village, CA<br>91362     | (818) 706-0260 | Lisa Bagley         | <a href="http://www.ictcoffee.com">http://www.ictcoffee.com</a>                       | <a href="mailto:trading@ictcoffee.com">trading@ictcoffee.com</a>                     |
| International Coffee Imports         | San Francisco, CA    | PO BOX 330544<br>San Francisco, CA<br>94133                       | (415) 320-1559 | Mr Scott Bambacigno | <a href="http://www.icoffeeimports.com">http://www.icoffeeimports.com</a>             | <a href="mailto:info@icoffeeimports.com">info@icoffeeimports.com</a>                 |
| Josuma Coffee Co.                    | Menlo Park, CA       | PO BOX 1115<br>Menlo Park, CA<br>94026                            | (650) 366-5453 | Dr. Joseph John     | <a href="http://www.josuma.com">http://www.josuma.com</a>                             | <a href="mailto:info@josuma.com">info@josuma.com</a>                                 |
| JSL, SA de CV                        | Chicago, IL          | 1316 W Fargo Ave<br>Apt 502<br>Chicago, IL 60626                  | (773) 680-0623 | Jack Scoville       |   |  |
| Kanematsu Corporation                | Tokyo, Japan         | 2-1 Shibaura 1-<br>Chome<br>Minato-Ku, Tokyo                      | 81 3 5440-9579 | Yoshikatsu Ideguchi | <a href="http://www.coffee-network.jp">http://www.coffee-network.jp</a>               |  |
| Keffa Coffee, LLC                    | Nottingham, MD       | 3405 Saluda Rd<br>Nottingham, MD<br>21236                         | (410) 878-2874 | Samuel Demisse      | <a href="http://www.keffacoffee.com">http://www.keffacoffee.com</a>                   |  |
| Ken Gabbay Coffee Ltd                | Montreal, Canada     | 1440 Ste Catherine<br>St. West Ste 730<br>Montreal, QC H3G<br>1R8 | (514) 397-0011 | Alvin Suissa        |   | <a href="mailto:alvin@kengabbay.com">alvin@kengabbay.com</a>                         |
| Kencaf Importing & Distributing      | Ontario, Canada      | 500 Alden Rd., Ste.<br>211-212<br>Markham, ON L3R-<br>5H5         | (905) 415-0778 | Mohamedjaffer Panju |   | <a href="mailto:coffee@kencaf.com">coffee@kencaf.com</a>                             |
| La Minita Coffee                     | Burlington, VT       | 32 Lakeside Ave<br>Burlington, VT 05401                           | (802) 951-1168 | Dennis Ogaard       | <a href="http://www.laminita.com">http://www.laminita.com</a>                         | <a href="mailto:info@laminita.com">info@laminita.com</a>                             |
| Level Ground Trading                 | BC, Canada           | Unit B 1970 Keating<br>Cross Rd.<br>Saanichton, BC V8M<br>2A6     | 250 544-0932   | Mr. Josh Del Sol    | <a href="http://www.levelground.com">http://www.levelground.com</a>                   | <a href="mailto:coffee@levelground.com">coffee@levelground.com</a>                   |
| List & Beisler GmbH                  | Germany              | Pickhuben 6<br>Hamburg, Hamburg<br>20457                          | (494) 037-1344 | Stefan Sprengel     | <a href="http://www.list-beisler.de">http://www.list-beisler.de</a>                   |  |
| MP Mountanos of SoCal, Inc.          | Burbank, CA          | 3700 Cohasset St<br>Burbank, CA 91505                             | (818) 565-5600 | Rick Kourafas       | <a href="http://www.mpmountainosofsocial.com">http://www.mpmountainosofsocial.com</a> | <a href="mailto:melanie@mpmountanosofsocial.com">melanie@mpmountanosofsocial.com</a> |
| Mai Thai Coffee                      | Tucson, AZ           | PO BOX 70090<br>Tucson, AZ 85737                                  | 520-797-4440   | Charlie Milbrodt    | <a href="http://www.maithaicoffee.com">http://www.maithaicoffee.com</a>               | <a href="mailto:info@maithaicoffee.com">info@maithaicoffee.com</a>                   |
| Maria's Cup, Inc.                    | New York, NY         | 14 Wall St<br>20th Fl.<br>New York, NY 10005                      | 212-618-1752   | Ms LYNN M. MILLER   | <a href="http://www.mariascup.com">http://www.mariascup.com</a>                       |  |

| Importer                         | Location             | Address   | Phone          | Primary Contact      | Website   | Email Address  |
|----------------------------------|----------------------|---|----------------|----------------------|---|--|
| Mercanta North America LLC       | Seattle, WA          | 2012 E Union St<br>Seattle, WA 98122  | (206) 322-2139 | Leah Warren          | <a href="http://www.offeefhunter.com">http://www.offeefhunter.com</a>                             |  |
| Mercon Coffee Corp.              | Coral Gables, FL     | 2333 Ponce De Leon Blvd Ste 600<br>Coral Gables, FL 33134                                   | (786) 254-2300 | Richard Etkin        | <a href="http://www.merconcoffee.com">http://www.merconcoffee.com</a>                             | <a href="mailto:richard@merconcoffee.com">richard@merconcoffee.com</a>                         |
| Metro Trades of New York         | New York, NY         | 316 W 14Th St Ste 14<br>New York, NY 10014  | (212) 628-2923 | Josephina Ananias    | <a href="http://www.metrotrades.com.br">http://www.metrotrades.com.br</a>                         | <a href="mailto:altair@metrotrades.com.br">altair@metrotrades.com.br</a>                       |
| Midwest Coffee Trading           | Gardner, KS          | 14340 S Gardner Rd<br>Gardner, KS 66030   | (913) 856-3480 | Jon Hanson           | <a href="http://www.midwestcoffee trading.com">http://www.midwestcoffee trading.com</a>           | <a href="mailto:trading@midwestcoffee trading.com">trading@midwestcoffee trading.com</a>       |
| Mitsubishi International Corp.   | New York, NY         | 655 3Rd Ave, 5th Floor<br>Coffee and Cocoa Unit<br>New York, NY 10017                       | (212) 605-2556 | Ferd Puliti          | <a href="http://www.micusa.com">http://www.micusa.com</a>   |  |
| Mitsui Foods, Inc.               | Norwood, NJ          | 35 Maple St<br>Coffee Division<br>Norwood, NJ 07648   | (201) 750-2805 | Spencer Turer        | <a href="http://www.mitsuifoods.com">http://www.mitsuifoods.com</a>                               |  |
| Moledina Commodities, Inc.       | Flower Mound, TX     | 5501 Muirfield Ct<br>Flower Mound, TX 75022   | (817) 490-1101 | Mohamed Moledina     | <a href="http://www.moledina.com">http://www.moledina.com</a>                                     | <a href="mailto:mohamed@moledina.com">mohamed@moledina.com</a>                                 |
| Mountain Coffee Corporation      | Plantation, FL       | 6791 W Sunrise Blvd Ste 104<br>Plantation, FL 33313   | 954-316-1605   | Mr. Marco Figueiredo | <a href="http://www.mountaincoffee corporation.com">http://www.mountaincoffee corporation.com</a> | <a href="mailto:wally@mountaincoffee corporation.com">wally@mountaincoffee corporation.com</a> |
| N.J. Douek & Sons, INC.          | Montreal, Canada     | 407 McGill St., Ste. 809<br>Montreal, PQ H2Y-2G3  | (514) 845-9173 | Philip Douek         | <a href="http://www.njdouek.com">http://www.njdouek.com</a>                                       | <a href="mailto:philip@njdouek.com">philip@njdouek.com</a>                                     |
| New Guinea Traders LLC           | Centralia, WA        | PO BOX 577<br>(166 Summerside Dr. Courier only)<br>Centralia, WA 98531                      | (360) 736-5881 | Mrs. Aarlie Hull     | <a href="http://www.newguineatraders.com">http://www.newguineatraders.com</a>                     | <a href="mailto:sales@newguineatraders.com">sales@newguineatraders.com</a>                     |
| Ontheup International Co., Ltd.  | Taipei, Taiwan       | 3rd Fl., No. 18, Lane 50, Sec. 3 Nan-Gang Road,<br>Nan-Gang District, Taipei , Taipei 11510 | 886-2-27835891 | Sherry Lin           | <a href="http://www.ontheup.com.tw">www.ontheup.com.tw</a>  |  |
| Organic Products Trading Co. LLC | Vancouver, WA        | 2908 Nw 93Rd St<br>Vancouver, WA 98665  | (360) 573-4433 | Garth W. Smith       | <a href="http://www.optco.com">http://www.optco.com</a>   | <a href="mailto:info@optco.com">info@optco.com</a>   |
| Panamerican Coffee Trading       | San Jose, Costa Rica | P.O. Box 7423<br>San Jose, 1000<br>Costa Rica   | 506 2521-6845  | Mr. Peter Sachs      |   |  |
| Paragon Coffee Trading Co.       | White Plains, NY     | 445 Hamilton Ave<br>White Plains, NY 10601  | (914) 949-2233 | Roland W. Veit       | <a href="http://www.paragoncoffee.com">http://www.paragoncoffee.com</a>                           | <a href="mailto:mailbox@paragoncoffee.com">mailbox@paragoncoffee.com</a>                       |
| Quantum Coffee Inc.              | Annapolis, MD        | 914 Forest Dr Ste 202<br>Annapolis, MD 21403  | (410) 280-1344 | Alf W. Mildenerger   | <a href="http://www.quantumcoffee.com">http://www.quantumcoffee.com</a>                           | <a href="mailto:quantcoff@aol.com">quantcoff@aol.com</a>                                       |
| Red Goni Coffee, LLC             | Los Angeles, CA      | 5399 Playa Vista Dr E402<br>Los Angeles, CA 90094   | (424) 228-4822 | Johnson Johnson      | <a href="http://www.redgoni.com">http://www.redgoni.com</a>                                       | <a href="mailto:sales@redgoni.com">sales@redgoni.com</a>                                       |

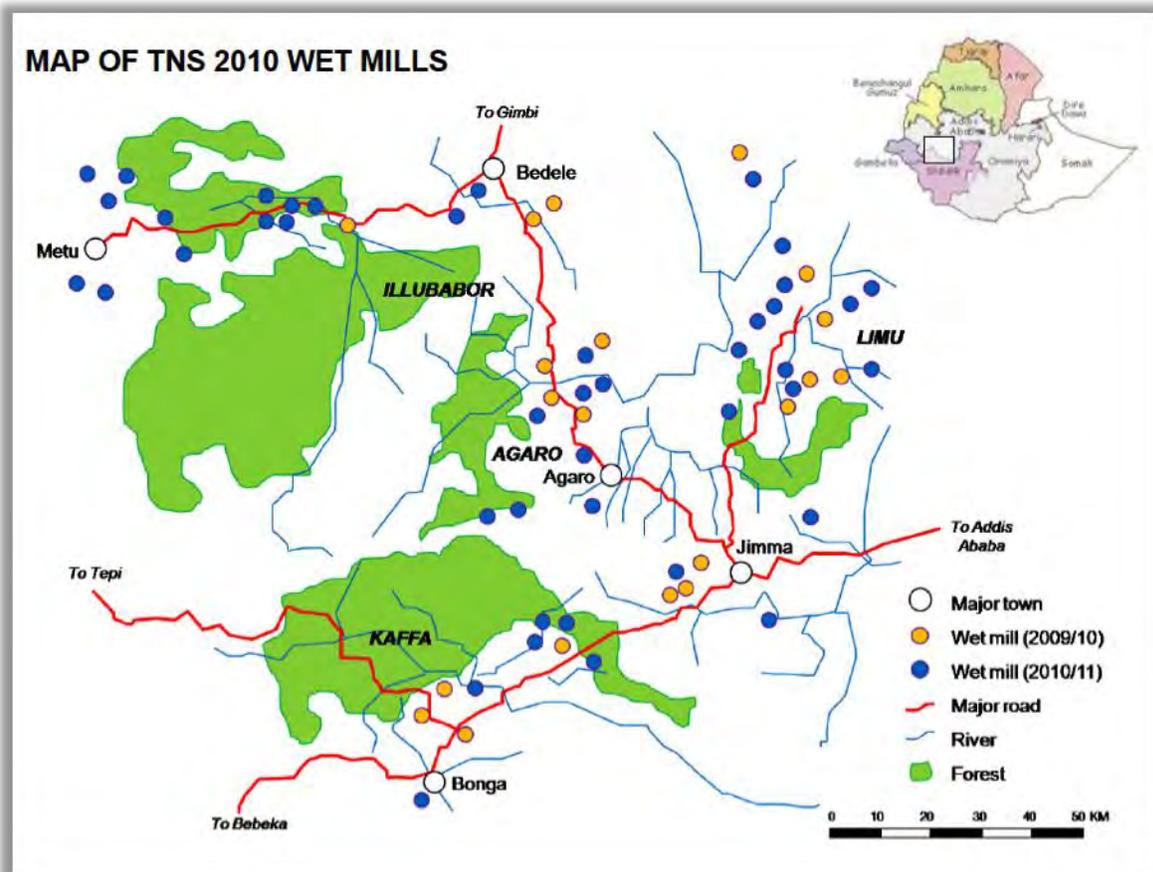
| Importer                                   | Location                | Address  | Phone           | Primary Contact      | Website   | Email Address  |
|--|-------------------------|--|-----------------|----------------------|---|--|
| REG Trading Co.                            | South San Francisco, CA | 432 N Canal St Ste 10<br>South San Francisco, CA 94080                 | (650) 873-3699  | Ricardo E. De Guzman | <a href="http://www.regtrade.com">http://www.regtrade.com</a>                     | <a href="mailto:ricardo@regtrade.com">ricardo@regtrade.com</a>                           |
| RGC Coffee Inc.                            | Montreal, Canada        | 1350 Sherbrooke West<br>Suite 600<br>Montreal, QC H3G1J1               | (514) 845-1200  | Mr. Ron Gabbay       | <a href="http://www.rgccoffee.com">www.rgccoffee.com</a>                          | <a href="mailto:info@rgccoffee.com">info@rgccoffee.com</a>                               |
| Rothfos Corporation                        | White Plains, NY        | 10 Bank St Ste 690<br>White Plains, NY 10606                           | (914) 761-4900  | Miguel Salazar       |   | <a href="mailto:trading@rothfos.com">trading@rothfos.com</a>                             |
| Royal Blue Organics                        | Eugene, OR              | PO BOX 21123<br>Eugene, OR 97402                                       | (541) 338-9585  | Brad Lerch           | <a href="http://www.cafemam.com">http://www.cafemam.com</a>                       | <a href="mailto:coffee@cafemam.com">coffee@cafemam.com</a>                               |
| Royal Coffee New York, Inc.                | Edison, NJ              | 180 RARITAN CENTER PKWY STE 207<br>EDISON, NJ 08837                    | (732) 902-2132  | James Schoenhut      | <a href="http://www.royalny.com">http://www.royalny.com</a>                       | <a href="mailto:tradingdesk@royalny.com">tradingdesk@royalny.com</a>                     |
| Royal Coffee, Inc.                         | Emeryville, CA          | 3306 Powell St<br>Emeryville, CA 94608                                 | (510) 652-4256  | Robert Fulmer        | <a href="http://www.royalcoffee.com">http://www.royalcoffee.com</a>               | <a href="mailto:info@royalcoffee.com">info@royalcoffee.com</a>                           |
| Royal Pacific Industry                     | Baldwin Park, CA        | 5135 Lante St<br>Baldwin Park, CA 91706                                | (626) 337-6836  | Heru Khoe            | <a href="http://www.royalpi.com">http://www.royalpi.com</a>                       |  |
| San Cristobal Coffee Importers             | Kirkland, WA            | 13244 Juanita Dr Ne<br>Kirkland, WA                                    | (425) 825-9106  | Devorah Zeitlin      | <a href="http://www.sancristocafe.com">http://www.sancristocafe.com</a>           | <a href="mailto:devz@sancristocafe.com">devz@sancristocafe.com</a>                       |
| Sandalj Trading Co. SPA                    | Trieste, Italy          | Via Rossini, 14<br>Trieste, 34132<br>Italy                             | 39 040 676 7911 | Mr. Vincenzo Sandalj | <a href="http://www.sandalj.com">http://www.sandalj.com</a>                       | <a href="mailto:info@sandalj.com">info@sandalj.com</a>                                   |
| Serengeti Trading Company                  | Dripping Springs, TX    | 19100 Hamilton Pool Rd<br>Dripping Springs, TX 78620                   | (512) 358-9595  | Jessica Sellers      |   | <a href="mailto:jessica@serengetitrading.com">jessica@serengetitrading.com</a>           |
| SFT Trading Ltd.                           | Moscow, Russia          | Office 926,<br>Olimnskogo Proezd 3a<br>Moscow, 129085<br>RUSSIA        | 7 495 6827445   | Andrey Savinov       | <a href="http://www.sft-trading.ru">http://www.sft-trading.ru</a>                 | <a href="mailto:postmaster@sft-trading.com">postmaster@sft-trading.com</a>               |
| Sriwijaya Coffee                           | Milwaukee, WI           | 1905 N Water St<br>Milwaukee, WI 53202                                 | (201) 743-9248  | Sudibyo Pradono      | <a href="http://www.sriwijayacoffee.com">www.sriwijayacoffee.com</a>              | <a href="mailto:welcome@sriwijayacoffee.com">welcome@sriwijayacoffee.com</a>             |
| Stoikoff Coffee Company                    | BC, Canada              | 9280 Arvida Drive<br>Richmond, BC V7A 3P4                              | 778) 918-8498   | Mr. Juan Puac        | <a href="http://www.stoikofforganic.com/">http://www.stoikofforganic.com/</a>     | <a href="mailto:info@stoikofforganic.com">info@stoikofforganic.com</a>                   |
| Sustainable Harvest Coffee Co.             | Portland, OR            | Natural Capital Center, 721 NW 9th,<br>Suite 235<br>Portland, OR 97209 | (503) 235-1119  | Dave Griswold        | <a href="http://www.sustainableharvest.com">http://www.sustainableharvest.com</a> | <a href="mailto:david@sustainableharvest.com">david@sustainableharvest.com</a>           |
| Swiss Water Decaffeinated Coffee Co., Inc. | BC, Canada              | 3131 Lake City Way<br>Burnaby, BC V5A 3A3                              | (604) 420-4050  | Jinnie Cho           | <a href="http://www.swisswater.com">http://www.swisswater.com</a>                 | <a href="mailto:info@swisswater.com">info@swisswater.com</a>                             |
| Terra Alta Coffee, LLC                     | Charlotte, NC           | 1235 East Blvd Ste E-232<br>Charlotte, NC 28203                        | (704) 277-2841  | Frank Antunez        |   | <a href="mailto:frank.antunez@terraaltacoffee.com">frank.antunez@terraaltacoffee.com</a> |
| The Inter Trade Co.                        | San Francisco, CA       | PO BOX 192226<br>San Francisco, CA 94119                               | (925) 937-1234  | Alexander J. Castle  |   | <a href="mailto:intracor@aol.com">intracor@aol.com</a>                                   |
| The Salvage Groups, Inc.                   | Saint Clair Shores, MI  | 24025 Greater Mack Ave Ste 203<br>Saint Clair Shores, MI 48080         | (586) 498-7524  | Julie E O'Toole      | <a href="http://www.salvagegroups.com">http://www.salvagegroups.com</a>           | <a href="mailto:traders@salvagegroups.com">traders@salvagegroups.com</a>                 |

| Importer                      | Location             | Address  | Phone           | Primary Contact       | Website   | Email Address   |
|-------------------------------|----------------------|--|-----------------|-----------------------|---|---|
| Theta Ridge Coffee, LLC       | South Bend, IN       | 3725 Foundation Ct Ste E<br>South Bend, IN 46628                   | (574) 233-2436  | Kevin Kuyers          | <a href="http://www.thetaridgecoffee.com">http://www.thetaridgecoffee.com</a> | <a href="mailto:Kevink@thetaridge.com">Kevink@thetaridge.com</a>              |
| UCC Ueshima Coffee Co.        | San Francisco, CA    | 723A Liggett Ave<br>San Francisco, CA 94129                        | 415) 440-8221   | Jay Egami             | <a href="http://www.ucc-america.com">http://www.ucc-america.com</a>           |   |
| Virmax Limited                | London, UK           | 78 Marylebone High Street Unit 374<br>London, W1U 5AP              | 44-207-939-9955 | Giancarlo Ghiretti    | <a href="http://www.virmax.com">http://www.virmax.com</a>                     | <a href="mailto:info@virmax.com">info@virmax.com</a>                          |
| Volcafe Specialty Coffee, LLC | Petaluma, CA         | 25 Western Ave<br>Petaluma, CA 94952                               | (707) 769-2680  |                       | <a href="mailto:sales@volcafespecialty.com">sales@volcafespecialty.com</a>    | <a href="http://www.volcafespecialty.com">http://www.volcafespecialty.com</a> |
| Volcafe USA LLC               | Somerset, NJ         | 80 Cottontail Ln<br>Somerset, NJ 08873                             | 732) 469-9622   | John DeMuria          | <a href="http://www.volcafe.com">http://www.volcafe.com</a>                   | <a href="mailto:jd@volcafe-usa.com">jd@volcafe-usa.com</a>                    |
| Vournas Coffee Trading        | Westlake Village, CA | 30961 Agoura Rd Ste 109<br>Westlake Village, CA 91361              | (818) 879-1443  | Andrew Vournas        | <a href="http://www.vournascoffee.com">http://www.vournascoffee.com</a>       | <a href="mailto:andrew@vournascoffee.com">andrew@vournascoffee.com</a>        |
| Walker Coffee Trading, LP     | Houston, TX          | 2900 Wilcrest Dr Ste 485<br>Houston, TX 77042                      | (713) 780-7050  | Mr. Carl David Walker | <a href="http://www.walkercoffee.com">http://www.walkercoffee.com</a>         | <a href="mailto:trading@walkercoffee.com">trading@walkercoffee.com</a>        |
| Wataru & Co., Ltd.            | Tokyo, Japan         | Wataru Bldg. 5F, 11-9, Nishi-Shimbashi 2-Chome<br>Minato-Ku, Tokyo | 81 03 3503-8363 | Mr. Kenkichi Nishio   | <a href="http://www.wataru.co.jp">http://www.wataru.co.jp</a>                 | <a href="mailto:iteam.tky@wataru.co.jp">iteam.tky@wataru.co.jp</a>            |
| Zephyr Green Coffee LLC       | New Orleans, LA      | 1800 Hastings Pl<br>New Orleans, LA 70130                          | (504) 569-1595  | Scott Reed            | <a href="http://www.zephyrcoffee.com">http://www.zephyrcoffee.com</a>         | <a href="mailto:info@zephyrcoffee.com">info@zephyrcoffee.com</a>              |



# ADDENDUM 5: COFFEE PROCESSING STATIONS IN WESTERN ETHIOPIA

Established through the TechnoServe Coffee Initiative Ethiopia



## CLIENT / AREA PROFILES

| Cooperative            | Altitude  | Est Production (Bags) | Sales Period |
|------------------------|-----------|-----------------------|--------------|
| Michiti                | 1600-1900 | 167                   | Oct - Jan    |
| Chiri                  | 1600-1900 | 167                   | Oct - Jan    |
| Wodiyo                 | 1600-1900 | 167                   | Oct - Jan    |
| Diri                   | 1700-2000 | 167                   | Nov - Feb    |
| Kuti                   | 1700-2000 | 167                   | Nov - Feb    |
| <b>KAFFA sub-total</b> |           | <b>834</b>            |              |
| Kecho Tirtira          | 1500-1800 | 750                   | Nov - Feb    |
| Cheraki                | 1500-1800 | 750                   | Nov - Feb    |
| Mecha                  | 1500-1800 | 750                   | Nov - Feb    |
| Chime                  | 1600-1900 | 1000                  | Nov - Mar    |
| Shegole                | 1600-1900 | 1000                  | Nov - Mar    |
| Andode                 | 1600-1900 | 750                   | Nov - Mar    |
| Bufata Gibe            | 1600-1900 | 750                   | Nov - Mar    |
| Dego Galcha            | 1600-1900 | 1000                  | Nov - Mar    |
| Gudina Welina          | 1600-1900 | 750                   | Nov - Mar    |
| Jato Seka              | 1600-1900 | 750                   | Nov - Mar    |
| Kiltucheba             | 1600-1900 | 750                   | Nov - Mar    |
| Koma                   | 1600-1900 | 1000                  | Nov - Mar    |
| Mito Gundib            | 1600-1900 | 750                   | Nov - Mar    |
| Tencho                 | 1600-1900 | 750                   | Nov - Mar    |
| Debello                | 1700-2000 | 750                   | Nov - Mar    |
| Harewa Gatira          | 1700-2000 | 750                   | Dec - Apr    |
| Jimmate                | 1700-2000 | 1000                  | Dec - Apr    |
| Welinso                | 1700-2000 | 1000                  | Dec - Apr    |
| <b>LIMU sub-total</b>  |           | <b>15,000</b>         |              |
| Angecha                | 1500-1800 | 200                   | Oct - Jan    |
| Anja                   | 1500-1800 | 750                   | Oct - Jan    |
| Lelisa Halo            | 1500-1800 | 750                   | Oct - Jan    |
| Nano Buna Sebaka       | 1700-2000 | 750                   | Oct - Feb    |
| Hunde Gemachu          | 1600-1900 | 200                   | Nov - Mar    |
| Doyo                   | 1700-2000 | 1000                  | Dec - Apr    |
| Alaga Sekala           | 1700-2000 | 1000                  | Dec - Apr    |
| Busa Bechane           | 1700-2000 | 750                   | Dec - Apr    |
| Ilkefinin              | 1700-2000 | 1000                  | Dec - Apr    |

| Cooperative                | Altitude  | Est Production (Bags) | Sales Period |
|----------------------------|-----------|-----------------------|--------------|
| Biftu Bore                 | 1500-1800 | 750                   | Nov - Feb    |
| Hawisa                     | 1500-1800 | 750                   | Nov - Feb    |
| Cocola                     | 1600-1900 | 1000                  | Nov - Mar    |
| Haro Sana                  | 1600-1900 | 750                   | Nov - Mar    |
| Jawi                       | 1600-1900 | 300                   | Nov - Mar    |
| Yachi Kachise              | 1600-1900 | 750                   | Nov - Mar    |
| Duromina                   | 1700-2000 | 750                   | Dec - Apr    |
| Nano Challa                | 1700-2000 | 200                   | Dec - Apr    |
| Yukro                      | 1700-2000 | 750                   | Dec - Apr    |
| <b>AGARO sub-total</b>     |           | <b>6,000</b>          |              |
| Chello                     | 1600-1900 | 750                   | Nov - Mar    |
| Achibo                     | 1500-1800 | 750                   | Nov - Mar    |
| Geri                       | 1500-1800 | 750                   | Nov - Mar    |
| Getchi                     | 1500-1800 | 750                   | Nov - Mar    |
| Hawa Yember                | 1600-1900 | 1000                  | Nov - Mar    |
| Sineso                     | 1600-1900 | 300                   | Nov - Mar    |
| Wutete                     | 1500-1800 | 750                   | Nov - Mar    |
| Yayu Zuria                 | 1500-1800 | 750                   | Nov - Mar    |
| Baro                       | 1600-1900 | 750                   | Dec - Apr    |
| Camp                       | 1700-2000 | 300                   | Dec - Apr    |
| Dembi Zuria                | 1700-2000 | 300                   | Dec - Apr    |
| Gole                       | 1700-2000 | 300                   | Dec - Apr    |
| Hana Bosoke                | 1700-2000 | 200                   | Dec - Apr    |
| Loko Saya                  | 1600-1900 | 200                   | Dec - Apr    |
| Sota                       | 1700-2000 | 200                   | Dec - Apr    |
| Dizi                       | 1600-1900 | 750                   | Jan - May    |
| DKGB                       | 1600-1900 | 750                   | Jan - May    |
| Karo Mariam                | 1600-1900 | 750                   | Jan - May    |
| Kitaber                    | 1600-1900 | 750                   | Jan - May    |
| Kundi Gagi                 | 1600-1900 | 750                   | Jan - May    |
| <b>ILLUBABOR sub-total</b> |           | <b>11,800</b>         |              |

## ADDENDUM 6: AN OVERVIEW OF COFFEE TYPES AND THE BEAN MORPHOLOGY

## Forest Coffee - Guraferda



### **Overall Characteristics**

This is an example of one of the “new” coffees from the Western areas of Ethiopia. Grown at a private estate and processed with a mechanical mucilage remover. Although the processing is done with washing, the selection and cleanliness of the preparation can be somewhat inconsistent with beans irregular in shape and size due to forest growing conditions. Flavor profiles can be very surprising because of the multitude of coffee genotypes in western Ethiopia. This category represents the future of Ethiopia’s specialty category. Guraferda is located (near Babaka Coffee farms) some 56 kilometers to the South-West of Mizan-Teferi, the main town of Bench-Maji zone.

## East Harrar (sun-dried)



amber bean

silverskin  
attached to bean

### Overall Characteristics

East Harrar has undoubtedly the most interesting history of all Ethiopian regions. In general, the bean morphology is expressed through stressed, irregular bean shapes and patterns. Inconsistent colors are normal due to drying conditions. Processing styles are sun-dried natural. Typically, coffee is processed in small quantities by smallholder farmers. Harrar exporters talk highly of the “amber” coffee bean which is supposed to contain special qualities. The amber color develops as a result of iron deficiencies in the soil. Cup profiles of these amber beans have attributes of roasted nuts, freshly cut wood and clean earth.

## West Harrar (sun-dried)



longberry shape

### Overall Characteristics

This region is often considered as the “wannabe” Harrar. Flavor profiles are usually cleaner than the eastern Harrar coffees but still with the same recognizable bean shape. The longberry Harrar is one of these hallmark bean types in Harrar. Interestingly, this bean type can also be found in the Nekemti area. Processing styles are usually sun-dried natural. Western Harrar has more precipitation than the East which results in a bean with more regular shapes and sizes.

## Heirloom - Sidama Highlands (washed)



small bean size - ultra high density

tight, closed center cut

### Overall Characteristics

Ethiopia has at least 150 varieties that are still commercially cultivated in the farmlands around the country. Besides that, there are thousands of categorized and registered genotypes in the government-owned test farms around the country. In Sidama, unique genotypes can be found around woreda's like Aleta Wondo and Tekela Fari. Unfortunately it is nearly impossible to obtain these coffee types unblended from the farmers in the Sidama highlands due to the lack of private estates in this region.

## Kaffa (sun-dried)



### **Overall Characteristics**

The sun-dried natural preparation of Kaffa coffee can create beans that have a somewhat irregular shape and color. The often rudimentary processing conditions of sun-dried coffees contributes to this. In recent years, private estate holders have been making improvements to processing conditions.

## Kaffa Forest (sun-dried)



### Overall Characteristics

As this picture shows, beans can vary in color, which can be caused by inconsistent drying practices. The abundant rainfall in Kaffa can cause quality problems during the drying process. On top of that, processing machineries are often quite rudimentary, leading to process-related bean imperfections.

## Lekempti (washed)



oval bean shape

floating centercut

### Overall Characteristics

Some of the finest “new” specialty coffees from Ethiopia are grown and processed in Lekempti. The bean appearance of the displayed coffee exemplifies an excellent bean density, followed by a clean preparation.

## Lekempti (washed)



shriveled bean syndrome

silverskin clinging to bean

### Overall Characteristics

Another fine example of washed Lekempti coffee beans. The shriveled bean exemplifies stressed growing conditions with less rainfall and/or a high elevation growing environment.

## Limu (washed, past crop)



open centercut

fading color

### Overall Characteristics

Limu coffees are generally sought after for their softer flavor profile and mild sweetness. The bean appearance resembles that of Sidama and Yirgacheffe types. Limu coffees tend to age faster than the Yirgacheffe coffees, which is mainly due to the lower elevations at which they are grown and the higher rainfall, which leads – overall – to a lower density bean. This can also be deduced from the open center cut of this bean.

## Bench Maji (sun-dried)



pointed bean tips

open centercut

### Overall Characteristics

This forest-grown coffee is produced at 1,400 to 1,500 meters and as a result we can see an open center cut. The higher amounts of rainfall cause challenges during the drying cycle, which also leads to color inconsistencies. The pointed bean tips are caused by the spacial genotype of this coffee.

## Bench Maji (sun-dried)



pointed bean tips

### **Overall Characteristics**

Another Bench Maji, but grown at a higher elevation with better drying practices.

## Sidama (washed)



rounder shape bean

deep green color

### Overall Characteristics

A classic looking high elevation Sidama bean. Closed, high density bean structure with a rounder shape. Deep green color, indicating favorable conditions during the drying process.

## Sidama (sun-dried)



### **Overall Characteristics**

This Sidama sun-dried natural coffee has been lacking some care during the drying and sorting process. The uneven color of the beans indicates inconsistent picking practices with beans mixed from different levels of ripening.

## Sidama (washed, past crop)



smaller bean size

pear shaped bean

### Overall Characteristics

A different classical bean shape from Sidama. A pear-shaped bean profile. This coffee has been stored too long in the producer's warehouse, leading to a faded color.

## Sidama B (ECX - WSDB)



### **Overall Characteristics**

A clean selection of fresh crop washed Sidama beans. The mixed bean morphology indicates the fact that this coffee has been blended using lots from different zones in the Sidama region.

## Yirgacheffe (Kello, washed)



pointed bean shape

tight bean structure

### Overall Characteristics

The Kello woreda has some of the best Yirgacheffe qualities found in this region. Traditional pointed bean shape with bright green and slightly bluish colors.

## Yirgacheffe (Kochere, Washed)



Rounder bean shape

### **Overall Characteristics**

Another Yirgacheffe classic. Beans are slightly rounder. Clean preparation. High density bean grown at elevations above 1,900 meters.

## Yirgacheffe Grade 3 (ECX, WYCA)



### **Overall Characteristics**

A spotty bean appearance indicative for a commercial (grade 3) preparation. This is a washed sample.



# ADDENDUM 7: ECX CONTRACT CLASSIFICATIONS AND DELIVERY CENTERS



## ECX COFFEE CONTRACTS

### 1. CONTRACT CLASSIFICATIONS AND DELIVERY CENTRES

| 1.1 EXPORT - SPECIALTY – WASHED |  |        |        |                 |
|---------------------------------|--|--------|--------|-----------------|
| Coffee Contract                 | Origin<br>(Woreda or Zone)   | Symbol | Grades | Delivery Centre |
| YIRGACHEFE A*                   | Yirgachefe   | WYCA   | Q1, Q2 | Dilla           |
| WENAGO A*                       | Wenago   | WWNA   | Q1, Q2 | Dilla           |
| KOCHERE A*                      | Kochere  | WKCA   | Q1, Q2 | Dilla           |
| GELENA ABAYA A*                 | Gelena/Abaya   | WGAA   | Q1, Q2 | Dilla           |
| YIRGACHEFE B**                  | Yirgachefe   | WYCB   | Q1, Q2 | Dilla           |
| WENAGO B**                      | Wenago   | WWNB   | Q1, Q2 | Dilla           |
| KOCHERE B**                     | Kochere  | WKCB   | Q1, Q2 | Dilla           |
| GELENA ABAYA B**                | Gelena/Abaya   | WGAB   | Q1, Q2 | Dilla           |
| SIDAMA A                        | Borena( except Gelena/Abaya), Benssa, Guji, Chire, Bona zuria, Arroressa, Arbigona | WSDA   | Q1, Q2 | Hawassa         |
| SIDAMA B                        | Aleta Wendo, Dale, Chuko, Dara, Shebedino, Wensho, Loko Abaya, Amaro, Dilla zuria  | WSDB   | Q1, Q2 | Hawassa         |
| SIDAMA C                        | Kembata & Timbaro, Wollaita  | WSDC   | Q1, Q2 | Soddo           |
| SIDAMA D                        | W. Arsi (Nansebo), Arsi (Chole), Bale  | WSDD   | Q1, Q2 | Hawassa         |
| SIDAMA E                        | S.Ormo, Garmogoffa   | WSDE   | Q1, Q2 | Soddo           |
| LIMMU A                         | Limmu Seka, Limmu Kossa, Manna, Gomma, Gummay, Seka Chekoressa, Kersa, Shebe, Gera | WLMA   | Q1, Q2 | Jimma           |
| LIMMU B                         | Bedelle, Noppa, Chorra, Yayo, Alle, didu, Dedessa,                                 | WLMB   | Q1, Q2 | Bedelle         |
| KAFFA                           | Gimbo, Gewata, Chena   | WKF    | Q1, Q2 | Bonga           |
| GODERE                          | Mezenger(Godere)   | WGD    | Q1, Q2 | Bonga           |
| YEKI                            | Yeki   | WYK    | Q1, Q2 | Bonga           |
| ANDERACHA                       | Anderacha  | WAN    | Q1, Q2 | Bonga           |
| BENCH MAJI                      | Sheko, S.Bench, N.Bench, Gura ferda, Bero  | WBM    | Q1, Q2 | Bonga           |
| BEBEKA                          | Bebeka   | WBB    | Q1, Q2 | Bonga           |
| KELEM WELEGA                    | Kelem Wollega  | WKW    | Q1, Q2 | Gimbi           |
| EAST WELLEGA                    | East Wollega   | WEW    | Q1, Q2 | Gimbi           |
| GIMBI                           | West Wollega   | WGM    | Q1, Q2 | Gimbi           |

\*- A is coffee having Yirgachefe flavour

\*\*- B is coffee lacking Yirgachefe flavour



## ECX COFFEE CONTRACTS

| 1.2 EXPORT - COMMERCIAL - WASHED |  |        |                       |                 |
|----------------------------------|--|--------|-----------------------|-----------------|
| Coffee Contract                  | Origin<br>(Woreda or Zone)   | Symbol | Grades                | Delivery Centre |
| YIRGACHEFE A*                    | Yirgachefe, Wenago, Kochere and Gelana Abaya   | WYCA   | 3 TO 9, UG(p), UG(np) | Dilla           |
| YIRGACHEFE B**                   | Yirgachefe, Wenago, Kochere and Gelana Abaya   | WYCB   | 3 TO 9, UG(p), UG(np) | Dilla           |
| SIDAMA A                         | Borena (except Gelena/Abaya), Benssa, Guji, Chire, Bona Zuria, Arroressa, Arbigona, Bale Arsi and W. Arsi. | WSDA   | 3 TO 9, UG(p), UG(np) | Hawassa         |
| SIDAMA B                         | Aleta Wendo, Dale, Chiko, Dara, Shebedino, Amaro, Dilla zuria, Wensho and Loko Abaya                       | WSDB   | 3 TO 9, UG(p), UG(np) | Hawassa         |
| SIDAMA C                         | Kembata & Timbaro, Wellayta, S. Omo and Gamogoffa.   | WSDC   | 3 TO 9, UG(p), UG(np) | Soddo           |
| LIMMU A                          | Limmu Seka, Limmu Kossa, Manna, Gomma, Gummy, Seka Chekoressa, Kersa, Shebe and Gera.                      | WLMA   | 3 TO 9, UG(p), UG(np) | Jimma           |
| LIMMU B                          | Bedelle, Noppa, Chorra, Yayo, Alle, and Didu Dedessa.  | WLMB   | 3 TO 9, UG(p), UG(np) | Bedelle         |
| KAFFA                            | Gimbo, Gewata, Chena   | WKF    | 3 TO 9, UG(p), UG(np) | Bonga           |
| TEPI                             | Mezenger (Godere) and Sheka.   | WTP    | 3 TO 9, UG(p), UG(np) | Bonga           |
| BEBEKA                           | Bench Maji   | WBB    | 3 TO 9, UG(p), UG(np) | Bonga           |
| LEKEMPTI                         | Kelem, East and West Wollega.  | WLK    | 3 TO 9, UG(p), UG(np) | Gimbi           |

Note: UG (p) – Under garde with parchment  
UG(np)- Under Garde Without parchment

\*. Yirgachefe A is coffee having Yirgachefe flavour

\*\*.. Yirgachefe B is coffee lacking Yirgachefe flavour



## ECX COFFEE CONTRACTS

| 1.3 EXPORT - SPECIALTY – UNWASHED |  |        |        |                 |
|-----------------------------------|--|--------|--------|-----------------|
| Coffee Contract                   | Origin<br>(Woreda or Zone)   | Symbol | Grades | Delivery Centre |
| YIRGACHEFE A*                     | Yirgachefe   | UYCA   | Q1, Q2 | Dilla           |
| WENAGO A*                         | Wenago   | UWNA   | Q1, Q2 | Dilla           |
| KOCHERE A*                        | Kochere  | UKCA   | Q1, Q2 | Dilla           |
| GELENA ABAYA A*                   | Gelena/Abaya   | UGAA   | Q1, Q2 | Dilla           |
| YIRGACHEF B**                     | Yirgachefe   | UYCB   | Q1, Q2 | Dilla           |
| WENAGO B**                        | Wenago   | UWNB   | Q1, Q2 | Dilla           |
| KOCHERE B**                       | Kochere  | UKCB   | Q1, Q2 | Dilla           |
| GELENA ABAYA B**                  | Gelena/Abaya   | UGAB   | Q1, Q2 | Dilla           |
| SIDAMA A                          | Borena( except Gelena/Abaya), Benssa, Guji, Arroressa, Arbigona, Chire, Bona Zuria                           | USDA   | Q1, Q2 | Hawassa         |
| SIDAMA B                          | Aleta Wendo, Dale, Chuko, Dara, Shebedino, Wensho, Loko Abaya, Amaro, Dilla zuria                            | USDB   | Q1, Q2 | Hawassa         |
| SIDAMA C                          | Kembata & Timbaro, Wollaita  | USDC   | Q1, Q2 | Soddo           |
| SIDAMA D                          | Bale, W Arsi (Nansebo), Arsi (Chole)   | USDD   | Q1, Q2 | Hawassa         |
| SIDAMA E                          | S.Ari, N.Ari, Melo, Denba gofa, Geze gofa, Arbaminch zuria, Basketo, Derashe, Konso, Konta, Gena bosa, Esera | USDE   | Q1 Q2  | Soddo           |
| JIMMA A                           | Yeki, Anderacha, Sheko, S.Bench, N.Bench, Gura ferda, Bero   | UBM    | Q1, Q2 | Bonga           |
| JIMMA B                           | Bedelle, Noppa, Chorra, Yayo, Alle, didu Dedessa   | UJMB   | Q1, Q2 | Bedelle         |
| HARAR A                           | E.Harar, Gemechisa, Debesso, Gerawa, Gewgew and Dire Dawa Zuria  | UHRA   | Q1, Q2 | Dire Dawa       |
| HARAR B                           | W.Hararghe   | UHRB   | Q1, Q2 | Dire Dawa       |
| HARAR C                           | Arssi Golgolcha  | UHRC   | Q1, Q2 | Dire Dawa       |
| HARAR D                           | Bale (Berbere and Delomena).   | UHRD   | Q1, Q2 | Dire Dawa       |
| HARAR E                           | Hirna, Messela   | UHRE   | Q1, Q2 | Dire Dawa       |
| KELEM WOLLEGA                     | Kelem Wollega  | UKW    | Q1, Q2 | Gimbi           |
| EAST WOLLEGA                      | East Wollega   | UEW    | Q1, Q2 | Gimbi           |
| GIMBI                             | West Wollega   | UGM    | Q1, Q2 | Gimbi           |
| FOREST A                          | Yeki, Anderacha, Sheko, S. Bench, N. Bench, Gura ferda, Bero, Godere, Gembo, Gewata, Chena                   | UFRA   | Q1, Q2 | Bonga           |
| FOREST B                          | S.Ari, N.Ari, Melo, Denba gofa, Geze gofa, Arbaminch zuria, Basketo, Derashe, Konso, Konta, Gena bosa, Esera | UFRB   | Q1 Q2  | Soddo           |
| BENCH MAJI                        | Yeki, Anderacha, Sheko, S.Bench, N.Bench, Gura ferda, Bero   | UBM    | Q1, Q2 | Bonga           |
| KAFFA                             | Gembo, Gewata, Chena   | UKF    | Q1, Q2 | Bonga           |



## ECX COFFEE CONTRACTS

| 1.4 EXPORT - COMMERCIAL - UNWASHED |  |        |            |                 |
|------------------------------------|--|--------|------------|-----------------|
| Coffee Contract                    | Origin<br>(Woreda or Zone)   | Symbol | Grades     | Delivery Centre |
| YIRGACHEFE A*                      | Yirgachefe, Wenago, Kochere and Gelana Abaya   | UYCA   | 3 TO 9, UG | Dilla           |
| YIRGACHEFE B**                     | Yirgachefe, Wenago, Kochere and Gelana Abaya   | UYCB   | 3 TO 9, UG | Dilla           |
| JIMMA A                            | Limmu Seka, Limmu Kossa, Manna, Gomma, Gummay, Seka Chekoressa, Kersa, Shebe and Gera. | UJMA   | 3 TO 9, UG | Jimma           |
| JIMMA B                            | Bedelle, Noppa, Chorra, Yayo, Alle, didu Dedessa.                                      | UJMB   | 3 TO 9, UG | Bedelle         |
| SIDAMA A                           | Borena (except Gelena/Abaya), Benssa, Guji, Arbigona, Chire Bona Zuria and Arroressa.  | USDA   | 3 TO 9, UG | Hawassa         |
| SIDAMA B                           | A. Wendo, Dale, Chiko, Dara, Shebedino, Amaro, Wensho, Loko Abaya, and Amaro           | USDB   | 3 TO 9, UG | Hawassa         |
| SIDAMA C                           | Kembata & Timbaro, Wellayta  | USDC   | 3 TO 9, UG | Soddo           |
| SIDAMA D                           | , Bale, W Arsi (Nansebo), Arsi (Chole)   | USDD   | 3 TO 9, UG | Hawassa         |
| SIDAMA E                           | Debub Omo, Gamo Goffa, Basketo, Derashe, Konso, Konta, Dawro                           | USDE   | 3 TO 9, UG | Soddo           |
| HARAR A                            | E. Harar, Hirna, Gemechisa, Debesso, Messela, Gerawa, Gewgew and Dire Dawa Zuria.      | UHRA   | 3 TO 9, UG | Dire Dawa       |
| HARAR B                            | W. Harar (except Hirna, Gemechisa, Debesso, Messela and Gewgew).                       | UHRC   | 3 TO 9, UG | Dire Dawa       |
| HARAR C                            | Arssi Golgolcha  | UHRC   | 3 TO 9, UG | Dire Dawa       |
| HARAR D                            | Bale (Berbere and Delomena).   | UHRC   | 3 TO 9, UG | Dire Dawa       |
| NEKEMPTI                           | East and West Wollega and Kelem.   | ULK    | 3 TO 9, UG | Giribi          |
| FOREST A                           | Sheka zone, Bench maji zone, Mezenger zone and Kaffa zone.                             | UFRA   | 3 TO 9, UG | Bonga           |
| FOREST B                           | Debub Omo, Gamo Goffa, Basketo, Derashe, Konso, Konta, and Dawro.                      | UFRB   | 3 TO 9, UG | Soddo           |
| BENCH MAJI                         | Yeki, Anderacha, Sheko, S.Bench, N.Bench, Gura ferda, Bero                             | UBM    | 3 TO 9, UG | Bonga           |
| KAFFA                              | Gembo, Gewata, Chena   | UKF    | 3 TO 9, UG | Bonga           |

\*. Yirgachefe A is coffee having Yirgachefe flavour; \*\*. Yirgachefe B is coffee lacking Yirgachefe flavour



## ECX COFFEE CONTRACTS

| 1.5 LOCAL - WASHED |        |        |                 |
|--------------------|--------|--------|-----------------|
| Coffee Contract    | Symbol | Grades | Delivery Centre |
| SIDAMA             | LWSD   | 1 TO 4 | Hawasa          |
| JIMMA              | LWJM   | 1 TO 4 | Jimma           |
| FOREST A           | LWFRA  | 1 TO 4 | Bonga           |
| FOREST B           | LWFRB  | 1 TO 4 | Soddo           |
| BY PRODUCT         | LWBP   | 1 TO 4 | Addis Ababa     |

| 1.6 LOCAL - UNWASHED     |        |                    |                 |
|--------------------------|--------|--------------------|-----------------|
| Coffee Contract          | Symbol | Grades             | Delivery Centre |
| SIDAMA                   | LUSD   | 1 TO 4, 5A, 5B, 5C | Awasa           |
| JIMMA                    | LUJM   | 1 TO 4, 5A, 5B, 5C | Jimma           |
| WOLLEGA                  | LUWL   | 1 TO 4, 5A, 5B, 5C | Gimbi           |
| FOREST A                 | LUFR A | 1 TO 4, 5A, 5B, 5C | Bonga           |
| FOREST B                 | LUFR B | 1 TO 4, 5A, 5B, 5C | Soddo           |
| HARAR                    | LUHR   | 1 TO 4, 5A, 5B, 5C | Dire Dawa       |
| BY PRODUCT-<br>Addis     | LUBPAA | 1 TO 4, 5A, 5B, 5C | Addis Ababa     |
| BY PRODUCT- Dire<br>Dawa | LUBPDD | 1 TO 4, 5A, 5B, 5C | Dire Dawa       |



## ECX COFFEE CONTRACTS

### 2. COFFEE GRADING PARAMETERS

#### EXPORT GRADING STANDARDS

**GENERAL REQUIREMENTS-** The moisture content of coffee shall not be more than 11.5% by weight and minimum 85% by weight of beans remain on top of screen 14 after sieving.

| DEFINITIONS                            |   |
|--|---|
| <b>Washed Coffee</b>                   | Green coffee prepared by wet processing of the fruit.   |
| <b>Washed Coffee With Parchment</b>    | Green coffee prepared by wet processing of the fruit with parchment.  |
| <b>Washed Coffee Without Parchment</b> | "Green coffee prepared by wet processing of the fruit but without parchment.  |
| <b>Unwashed Coffee</b>                 | Green coffee prepared by dry processing of the fruit.   |
| <b>Specialty Coffee</b>                | Coffee that is distinctive because of its full cup taste and little to no defects and that may command a market premium due to their high quality.                            |
| <b>Commercial Coffee</b>               | Coffee that is not qualified for specialty.   |
| <b>Local/Domestic Coffee</b>           | Coffee that is very inferior in quality due to high presence of impurities or if the coffee is stored for a long period and loses its flavor                                  |
| <b>Forest Coffee</b>                   | Coffee grown in forest  |
| <b>Total Value</b>                     | The sum of raw value and cup quality value.   |
| <b>Immature</b>                        | Unripe coffee bean often with a wrinkled surface.   |
| <b>Black Bean</b>                      | Coffee bean of which more than one half of external and/or internal surface is black.   |
| <b>White Bean</b>                      | Coffee beans white in colour and very light in weight, with a density well below that of a healthy bean.  |
| <b>Broken</b>                          | Fragment of coffee bean of volume equal to or greater than half a bean.   |
| <b>Wanza</b>                           | A dry fruit of tree called cordia abyssinica which resembles "jenfel".  |
| <b>Grains</b>                          | Seeds like wheat, barley, Maize, etc  |
| <b>Jenfel</b>                          | Dried fruit of coffee comprising its external envelopes and one or more beans.  |
| <b>Slinkers</b>                        | Coffee beans giving off a very unpleasant odor when freshly cut. The bean may be light- brown or brownish or have occasionally a waxy appearance.                             |
| <b>Raw Value</b>                       | The sum of points of Primary Defect, Secondary Defect, Shape & Make, Color and Odor.  |
| <b>Cup Quality Value</b>               | The sum of points of Cup defect, Acidity, Body and Flavor.  |
| <b>Liquoring (Cup testing)</b>         | The organoleptic examination of brewed coffee by professional liquors to determine acidity, body and flavor, detection of defects and characters.                             |
| <b>Cup Defect</b>                      | The number of cup defects out of five cups  |
| <b>Flavor</b>                          | Coffee brew taste in the mouth is a means of determining the natural taste and the specific coffee characteristics.   |
| <b>Preliminary Assessment</b>          | Raw and cup analysis that helps to differentiate coffee that has potential for specialty with other commercial coffees.   |
| <b>Primary Defect</b>                  | Full Black, Full Sour, Fungus Attacked, Foreign Matter, Insect Damaged  |
| <b>Secondary Defect</b>                | Partial Black, Partial Sour, Floater, Immature, Withered, Shell, Slightly Insect Damaged, Foxy, Under Dried, Over Dried, Mixed Dried, Slinkers, Faded, Coated, Light, Starved |



## ECX COFFEE CONTRACTS

### 2.1 Grading Factors for Washed Commercial Coffee

| RAW VALUE 40%         |       |                          |       |                  |       |          |       |          |       |
|-----------------------|-------|--------------------------|-------|------------------|-------|----------|-------|----------|-------|
| Defects (20%)         |       |                          |       | Shape & Make 10% |       | Color 5% |       | Odor 5%  |       |
| Primary (count) (10%) | Point | Secondary (Weight) (10%) | Point | Quality          | Point | Quality  | Point | Quality  | Point |
| 0                     | 10    | <5 %                     | 10    | V. good          | 10    | Bluish   | 5     | Clean    | 5     |
| 1-4                   | 8     | <8%                      | 8     | Good             | 8     | Grayish  | 4     | F. clean | 4     |
| 5-6                   | 6     | <10%                     | 6     | F. good          | 6     | Greenish | 3     | Trace    | 3     |
| 7-10                  | 4     | <12%                     | 4     | Average          | 4     | Coated   | 2     | Light    | 2     |
| 11-15                 | 2     | <14%                     | 2     | Fair             | 2     | Faded    | 1     | Moderate | 1     |
| >15                   | 1     | >14%                     | 1     | Small            | 1     | White    | 0     | Strong   | 0     |

| CUP QUALITY VALUE (60%) |       |              |       |              |       |              |       |
|-------------------------|-------|--------------|-------|--------------|-------|--------------|-------|
| Cup Cleanness 15%       |       | Acidity 15%  |       | Body 15%     |       | Flavour 15%  |       |
| Quality                 | Point | Quality      | Point | Quality      | Point | Quality      | Point |
| Clean                   | 15    | Pointed      | 15    | Full         | 15    | Good         | 15    |
| F. clean                | 12    | M.pointed    | 12    | M. full      | 12    | F. good      | 12    |
| 1 cup defect            | 9     | Medium       | 9     | Medium       | 9     | Average      | 9     |
| 2 cup defect            | 6     | Light        | 6     | Light        | 6     | Fair         | 6     |
| 3 cup defect            | 3     | Lacking      | 3     | Thin         | 3     | Commonish    | 3     |
| >3 cup defect           | 0     | Not Detected | 0     | Not Detected | 0     | Not Detected | 0     |



## ECX COFFEE CONTRACTS

### GRADING OF WASHED COMMERCIAL COFFEE

| Grade    | Total Value (Raw Value + Cup Quality Value) |
|----------|---|
| Grade 1  | 91-100                                      |
| Grade 2  | 81-90                                       |
| Grade 3  | 71-80                                       |
| Grade 4  | 63-70                                       |
| Grade 5  | 58-62                                       |
| Grade 6  | 50-57                                       |
| Grade 7  | 40-49                                       |
| Grade 8  | 31-39                                       |
| Grade 9  | 20-30                                       |
| UG (p)   | 15-19                                       |
| UG (N P) | 15-19                                       |

### 2.2 Grading Factors for Unwashed Commercial Coffee

| RAW VALUE 40%         |       |                          |       |            |       |
|-----------------------|-------|--------------------------|-------|------------|-------|
| Defects (30%)         |       |                          |       | Odor (10%) |       |
| Primary (count) (15%) | Point | Secondary (Weight) (15%) | Point | Quality    | Point |
| <5                    | 15    | <5%                      | 15    | Clean      | 10    |
| 6-10                  | 12    | <10%                     | 12    | F. clean   | 8     |
| 11-15                 | 9     | <15%                     | 9     | Trace      | 6     |
| 16-20                 | 6     | <20%                     | 6     | Light      | 4     |
| 21-25                 | 3     | <25%                     | 3     | Moderate   | 2     |
| >25                   | 1.5   | >25%                     | 1.5   | Strong     | 0     |

| CUP VALUE (60%)   |       |              |       |          |       |             |       |
|-------------------|-------|--------------|-------|----------|-------|-------------|-------|
| Cup Cleanness 15% |       | Acidity 15%  |       | Body 15% |       | Flavour 15% |       |
| Quality           | Point | Quality      | Point | Quality  | Point | Quality     | Point |
| Clean             | 15    | Pointed      | 15    | Full     | 15    | Good        | 15    |
| F. clean          | 12    | M.pointed    | 12    | M. full  | 12    | F. good     | 12    |
| 1 cup defect      | 9     | Medium       | 9     | Medium   | 9     | Average     | 9     |
| 2 cup defect      | 6     | Light        | 6     | Light    | 6     | Fair        | 6     |
| 3 cup defect      | 3     | Lacking/Dull | 3     | Thin     | 3     | Commonish   | 3     |
| >3 cup defect     | 0     | Not Detected | 0     | N.D      | 0     | N.D         | 0     |



## ECX COFFEE CONTRACTS

### GRADING OF UNWASHED COFFEE

| Grade                     | Total Value<br>(Raw Value + Cup Quality Value) |
|---------------------------|--|
| Grade 1                   | 91-100   |
| Grade 2                   | 81-90  |
| Grade 3                   | 71-80  |
| Grade 4                   | 63-70  |
| Grade 5                   | 58-62  |
| Grade 6                   | 50-57  |
| Grade 7                   | 40-49  |
| Grade 8                   | 31-39  |
| Grade 9                   | 20-30  |
| <b>Under grade coffee</b> |  |
| Grade UG                  | 15-19 (Total Value)                            |
| Sound Beans % by weight   | <50  |
| Flavour                   | Fair   |

### 2.3 Grading Factors for Washed and Unwashed Specialty Coffee

Coffees that get grade 1 to grade 3 in the preliminary assessment shall undergo a Specialty Assessment on cup quality to assess for the potential of specialty coffee.

#### Factors for Specialty Assessment

| Cup Quality | Points |      |      |      |           |      |      |      |           |      |      |      |             |      |      |      |
|-------------|--------|------|------|------|-----------|------|------|------|-----------|------|------|------|-------------|------|------|------|
|             | Good   |      |      |      | Very Good |      |      |      | Excellent |      |      |      | Outstanding |      |      |      |
| Fragrance   | 6.00   | 6.25 | 6.50 | 6.75 | 7.00      | 7.25 | 7.50 | 7.75 | 8.00      | 8.25 | 8.50 | 8.75 | 9.00        | 9.25 | 9.50 | 9.75 |
| Flavor      | 6.00   | 6.25 | 6.50 | 6.75 | 7.00      | 7.25 | 7.50 | 7.75 | 8.00      | 8.25 | 8.50 | 8.75 | 9.00        | 9.25 | 9.50 | 9.75 |
| After taste | 6.00   | 6.25 | 6.50 | 6.75 | 7.00      | 7.25 | 7.50 | 7.75 | 8.00      | 8.25 | 8.50 | 8.75 | 9.00        | 9.25 | 9.50 | 9.75 |
| Acidity     | 6.00   | 6.25 | 6.50 | 6.75 | 7.00      | 7.25 | 7.50 | 7.75 | 8.00      | 8.25 | 8.50 | 8.75 | 9.00        | 9.25 | 9.50 | 9.75 |
| Body        | 6.00   | 6.25 | 6.50 | 6.75 | 7.00      | 7.25 | 7.50 | 7.75 | 8.00      | 8.25 | 8.50 | 8.75 | 9.00        | 9.25 | 9.50 | 9.75 |
| Uniformity  | 6.00   | 6.25 | 6.50 | 6.75 | 7.00      | 7.25 | 7.50 | 7.75 | 8.00      | 8.25 | 8.50 | 8.75 | 9.00        | 9.25 | 9.50 | 9.75 |
| Balance     | 6.00   | 6.25 | 6.50 | 6.75 | 7.00      | 7.25 | 7.50 | 7.75 | 8.00      | 8.25 | 8.50 | 8.75 | 9.00        | 9.25 | 9.50 | 9.75 |
| Clean cup   | 6.00   | 6.25 | 6.50 | 6.75 | 7.00      | 7.25 | 7.50 | 7.75 | 8.00      | 8.25 | 8.50 | 8.75 | 9.00        | 9.25 | 9.50 | 9.75 |
| Sweetness   | 6.00   | 6.25 | 6.50 | 6.75 | 7.00      | 7.25 | 7.50 | 7.75 | 8.00      | 8.25 | 8.50 | 8.75 | 9.00        | 9.25 | 9.50 | 9.75 |
| Overall     | 6.00   | 6.25 | 6.50 | 6.75 | 7.00      | 7.25 | 7.50 | 7.75 | 8.00      | 8.25 | 8.50 | 8.75 | 9.00        | 9.25 | 9.50 | 9.75 |



## ECX COFFEE CONTRACTS

### Grading on Specialty Assessment

| Grade   | Grading Requirements         |  |
|---------|------------------------------|--|
|         | Preliminary Assessment Grade | Cup Quality Points<br>(Specialty Assessment) |
| Q1      | Grade1, Grade 2              | Min. 85                                      |
| Q2      | Grade1, Grade2, Grade3       | Min. 80                                      |
| Grade 3 | Grade1, Grade2, Grade3       | <80  |

### 2.4 Grading of Local Washed and Unwashed Coffee

| GRADING OF LOCAL UNWASHED COFFEE |   |
|----------------------------------|---|
| Grade                            | % BY WEIGHT SOUND BEANS                           |
| Grade 1                          | 13 to 15  |
| Grade 2                          | 10 to 12  |
| Grade 3                          | 7 to 9  |
| Grade 4                          | 4 to 6  |
| Grade 5 A                        | 0 to 3, dominated by bold black beans             |
| Grade 5 B                        | 0 to 3, has mixed black beans                     |
| Grade 5 C                        | 0 to 3, dominated by light and broken black beans |
| GRADING OF LOCAL WASHED COFFEE   |   |
| Grade                            | % BY WEIGHT SOUND BEANS                           |
| Grade 1                          | 12 to 15  |
| Grade 2                          | 8 to 11   |
| Grade 3                          | 4 to 7  |
| Grade 4                          | 0 to 3  |



## ECX COFFEE CONTRACTS

### 3. STANDARD TRADING TERMS

|   |   |
|---|---|
| Standard Lot Size   | Washed coffee: 30 bags (net weight of 60 kg)<br>Unwashed coffee: 30 bags (net weight of 85 kg)<br><br>Weight tolerance limit: 4%  |
| Warehouse Receipt   | Trading shall only be on the basis of Warehouse Receipt issued by the ECX Central Depository after grading, weighing, and deposit in an ECX operated or certified warehouse. Such Warehouse Receipt can be traded only once between-<br><ol style="list-style-type: none"> <li>1. Coffee supplier and exporter In case of export coffee</li> <li>2. Coffee supplier or exporter and a domestic coffee wholesaler in case of local coffee</li> </ol> |
| Warehouse Receipt Expiration Period                               | The Warehouse Receipt will be tradable for a period of 30 days from the date of Warehouse Receipt issuance. Once traded, the Warehouse Receipt will expire on the execution of the trade.   |
| Penalty on warehoused goods after expiration of Warehouse Receipt | A penalty of 3.5% per day calculated on the current tradable value of the warehoused goods, using the closing price of the same grade as the warehoused goods, will be applied after the expiry of the Warehouse Receipt  |
| Maximum order size  | Maximum order size represents the maximum number of contracts that a Member may transact in a single transaction: 100 Lots  |
| Tick size   | The minimum price movement for trading shall be:<br>1 Birr increment<br>(All prices will be quoted and traded on 1 whole Birr basis)  |
| Daily Position Limit  | Daily Position Limit represents the maximum number of Lots that a Member may transact in a single day:<br>For Member collectively for himself and all his clients - 1000 Lots<br>For himself or for a single client - 200 Lots  |
| Daily Price Filter  | The Daily Price Filter is the maximum percentage range, relative to the previous day's closing price, which represents upper and lower limits for offer and bid prices. ECX may change these limits from time to time, on a pre-announced basis.<br>Coffee: 5%  |
| Price Quote   | All prices will be quoted Ex Warehouse based on Delivery Center in Section 1 (inclusive of the parchment in case of washed coffee grades 3 to 9, with and without parchment for grade UG) (exclusive of taxes, fees and charges).   |
| Quotation factor  | Birr/ feresula  |
| Trading Session   | Daily, Monday through Friday except public holidays   |



## ECX COFFEE CONTRACTS

### 4. STANDARD SETTLEMENT TERMS

|  |   |
|--|---|
| Pay-in of Funds                        | ECX Clearinghouse shall instruct withdrawal of funds from buyer's Pay-In account on:<br>Trade date plus one working day (T+1)   |
| Pay-out of Funds                       | ECX Clearinghouse shall instruct deposit of funds to seller's Pay-Out account on:<br>Trade date plus one working day (T+1)  |
| Weight Tolerance Adjustment            | The tolerance for difference between exact weight recorded and the contract standard weight is adjusted at settlement   |
| Moisture Loss Adjustment               | The weight is adjusted at settlement for moisture loss during the storage period –<br>For Seller- 0.0065% per day of storage<br>For Buyer- 0.0065% per day for days beyond Delivery period (T+10) |
| Exchange transaction fee               | 0.4 % of transaction value payable by seller and buyer  |
| Handling and Product Certification fee | Handling fee (including sampling, grading, weighing, loading and unloading):<br>Birr 2.70 per bag (payable by seller)<br>Birr 2.10 per bag (payable by buyer)                                     |
| Warehouse Storage charge               | Birr 0.16 per bag per day (with initial 3 days grace period) from date of issuance of Warehouse Receipt   |



## ECX COFFEE CONTRACTS

### 5. STANDARD DELIVERY TERMS

|   |   |
|---|---|
| ECX Delivery Centres                      | ECX warehouse locations as specified in Section 1.  |
| Delivery Notice                           | After completion of pay-in of funds, notification of location of the transacted warehouse receipt is delivered to the Member representing the buyer on:<br>Trade date plus one working day (T+1)                    |
| Delivery Period                           | Number of days after trade date the buyer will have to pick up the lots from the warehouse without paying additional charges:<br>Trade date plus ten calendar days (T+10)   |
| Pick Up Notice                            | Upon receiving of Delivery Notice, Member must register a Pick Up Notice (PUN) confirming date of pickup and other information with the Exchange Central Depository before picking up goods within Delivery Period. |
| Failure to Pick up within Delivery Period | There will be a penalty charge of 1% of the transaction value per day if buyer fails to pick up goods from warehouse after the Delivery Period.   |
| Extension of Delivery Period              | As per the Exchange decision due to a force majeure.  |





# Ethiopian Coffee Buying Manual

Practical Guidelines for Purchasing and  
Importing Ethiopian Specialty Coffee Beans