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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>
Culture and Geography.....	2
Coffee Characteristics .....	3
Processing: Sun-dried Natural Coffees vs. Washed Coffees .....	4
Sun-dried natural processing .....	5
Washed processing .....	5
Coffee Designations .....	6
<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
Nekemtqi and Wellega .....	13
<b>PART THREE: BUYING SPECIALTY COFFEE FROM ETHIOPIA .....</b>	<b>15</b>
Overview of the Buying System .....	15
Exporters/ECX .....	15
Cooperative Unions.....	16
Private Growers.....	18
Preparing to Purchase Ethiopian Green Coffee Beans.....	18
Preparing to Sell Ethiopian Green Coffee Beans - The Exporter's Perspective - Formalities and Export Procedures .....	19
<b>PART FOUR: LOGISTICS AND FINANCIAL ARRANGEMENTS .....</b>	<b>23</b>
Certifications .....	23
Key Terms and Facts for Buying Coffee .....	24
Understanding the Use of Shipping Containers.....	25
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 varietals. In many cases, farmers grow their own unique heirloom varietals, 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.

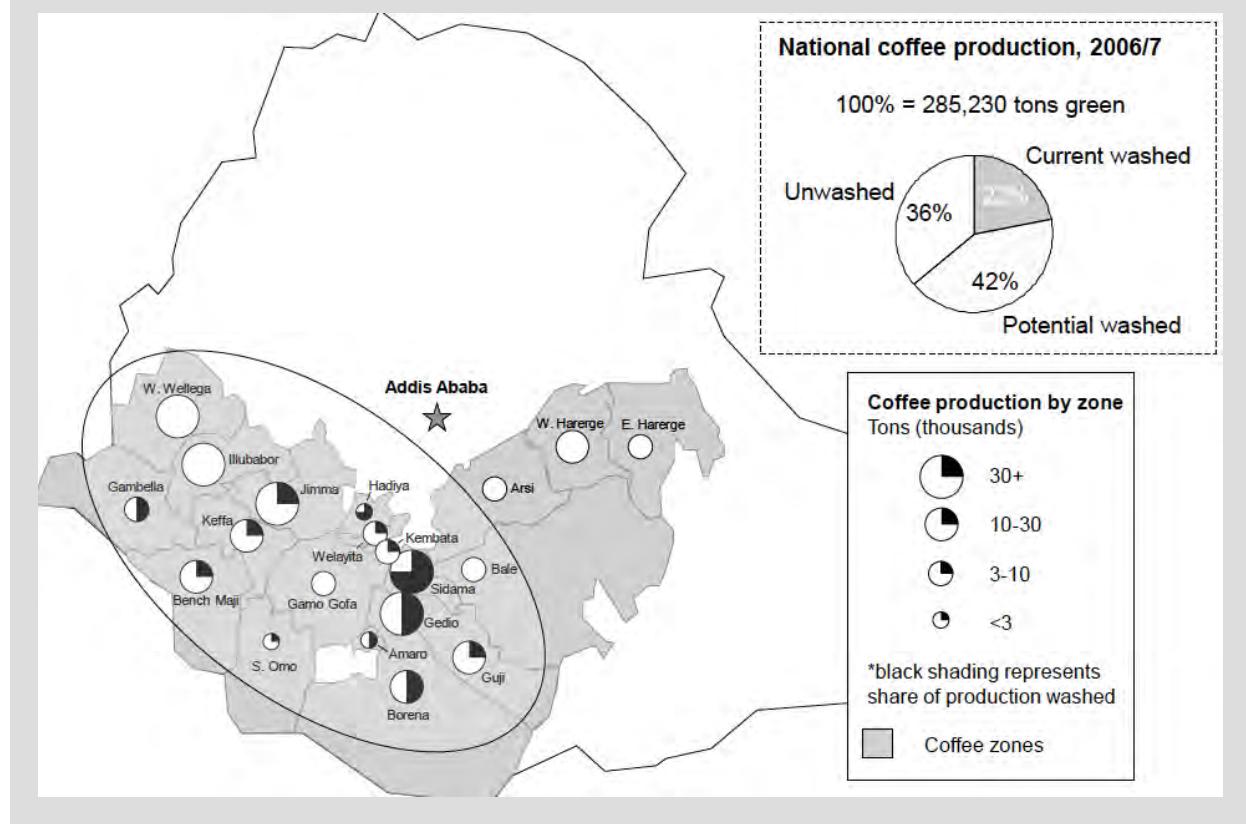
Ethiopia grows and exports only arabica coffee, not robusta.

## 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.

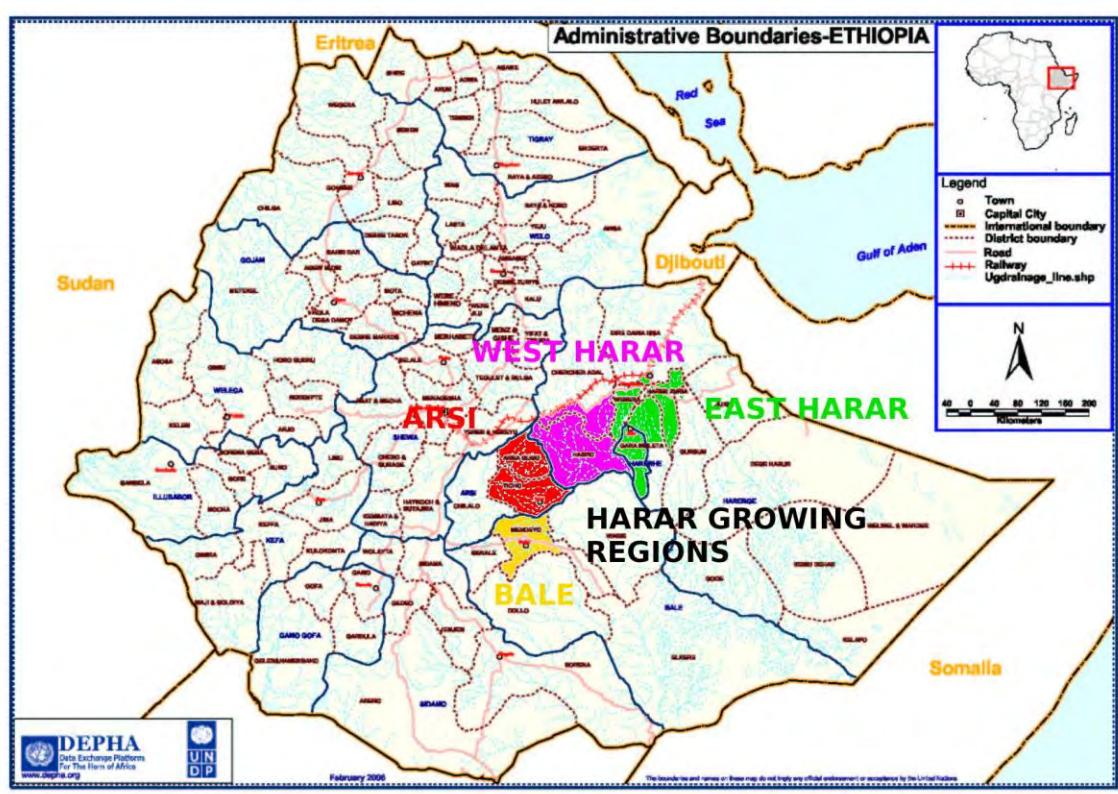
Likewise the administrative territories of Bale and Arsi are larger than just the coffee-growing regions that concern us. Remember that for the purposes of coffee classification, Bale and Arsi fall under the general heading of “Harrar,” along with East Harrar and West Harrar.

#### *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 varietals 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 Yirg 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 Sidaminya 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 varietals 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 varietals. Many different farmers and pickers, each with a very small patch of land, often with their own unique varietals, 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 complements 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, Gummay, 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雨iest 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 Lekemtji, is a region located within the state of Wellega, about 6 hours west by car from Addis.

This coffee would typically be sold as "Lekemtji," 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 Lekemtji (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, Lekemtji 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).

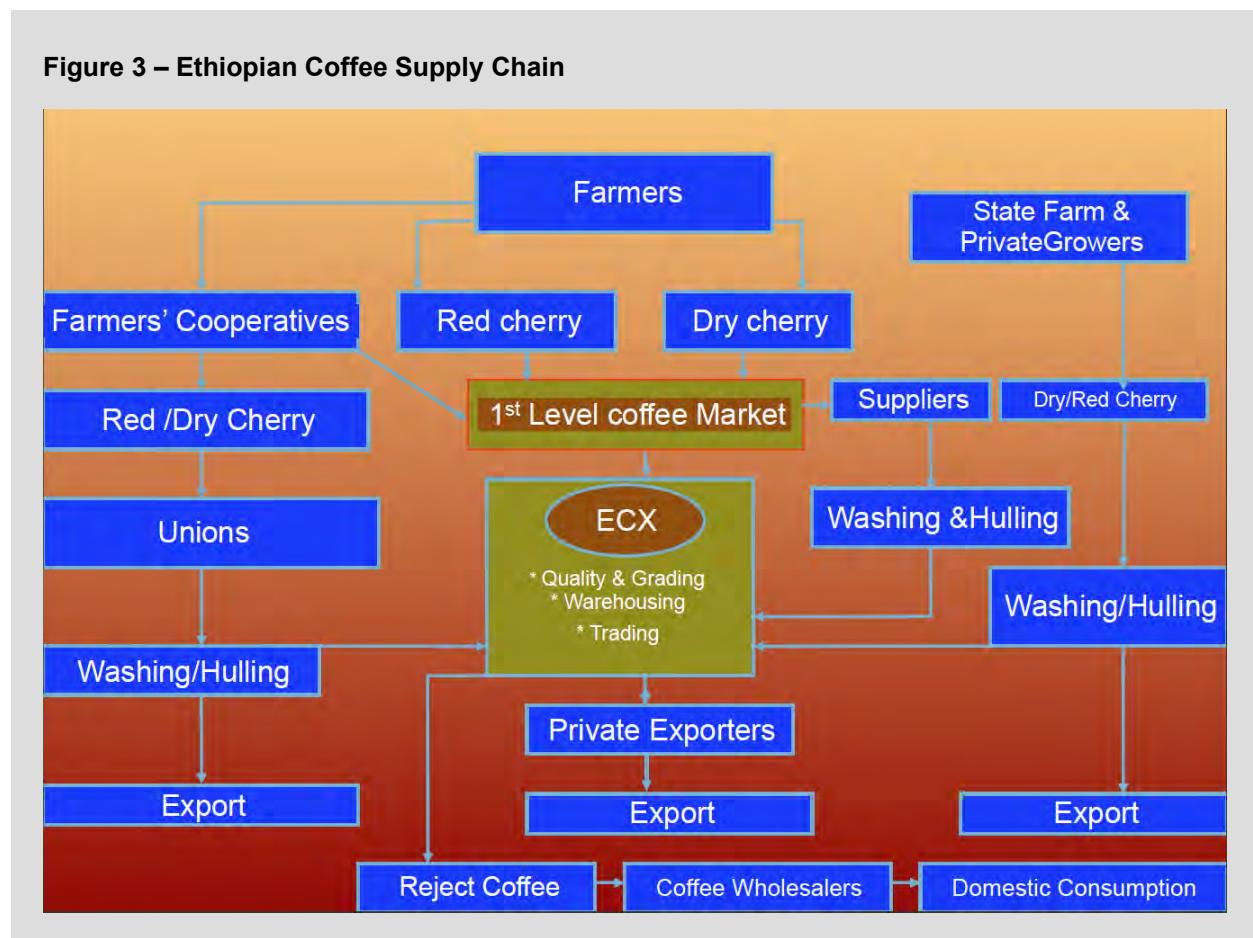
Private estates that hold their own export license may sell and export directly to international buyers.

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



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

The screenshot shows the official website of the Ethiopia Commodity Exchange (ECX). The header features the ECX logo (a green and yellow hexagon with a stylized arrow) and the text "ETHIOPIA COMMODITY EXCHANGE" followed by the tagline "MAKING MARKETS WORK FOR ALL". Below the header, a green banner highlights the slogan "An idea whose time has come". The main content area describes the ECX as a marketplace for buyers and sellers, emphasizing its role as the first multi-commodity exchange in Ethiopia. It lists four key benefits: market integrity, efficiency, transparency, and risk management. Two photographs on the right side show a man holding a large red bowl of coffee beans and a group of people gathered outdoors, likely at a market or processing facility.

**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)

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

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 E-mail: cofunion@ethionet.et,  
 Website:www.oromiacoffeeunion.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

**የኢትዮጵያ የካፌ አገልግሎት ሚኒስቴር**  
 የሸጻው ማህበዎች የፋይራቸ

**Yirgacheffe Coffee Farmers Cooperative Union (YCFCU) Ltd.**

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

**Coffee Directly from its Origin**

We are the Farmers Producers and Exporters offering you the best quality coffee from its origin.

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

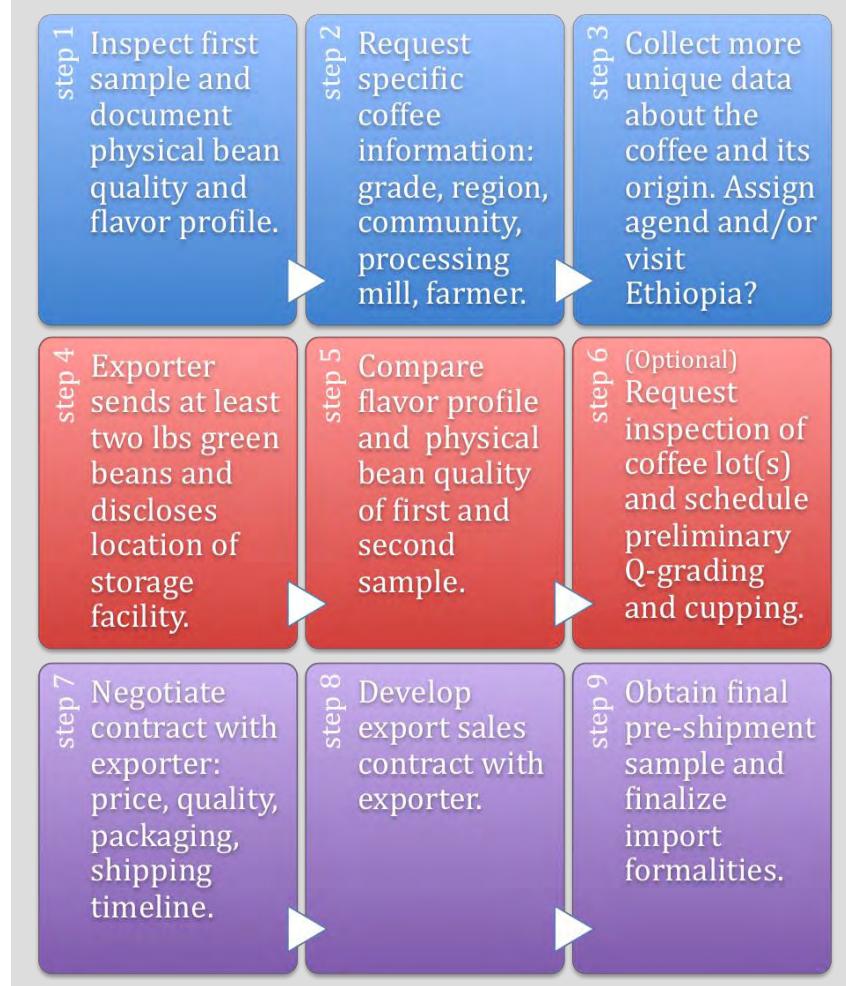
lots as small as a few bags of 60 kilograms. Buying directly from an exporter generally involves a much larger commitment; in this case the contracted quantity can be as high as 20,000 kilograms of green beans per container.

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.

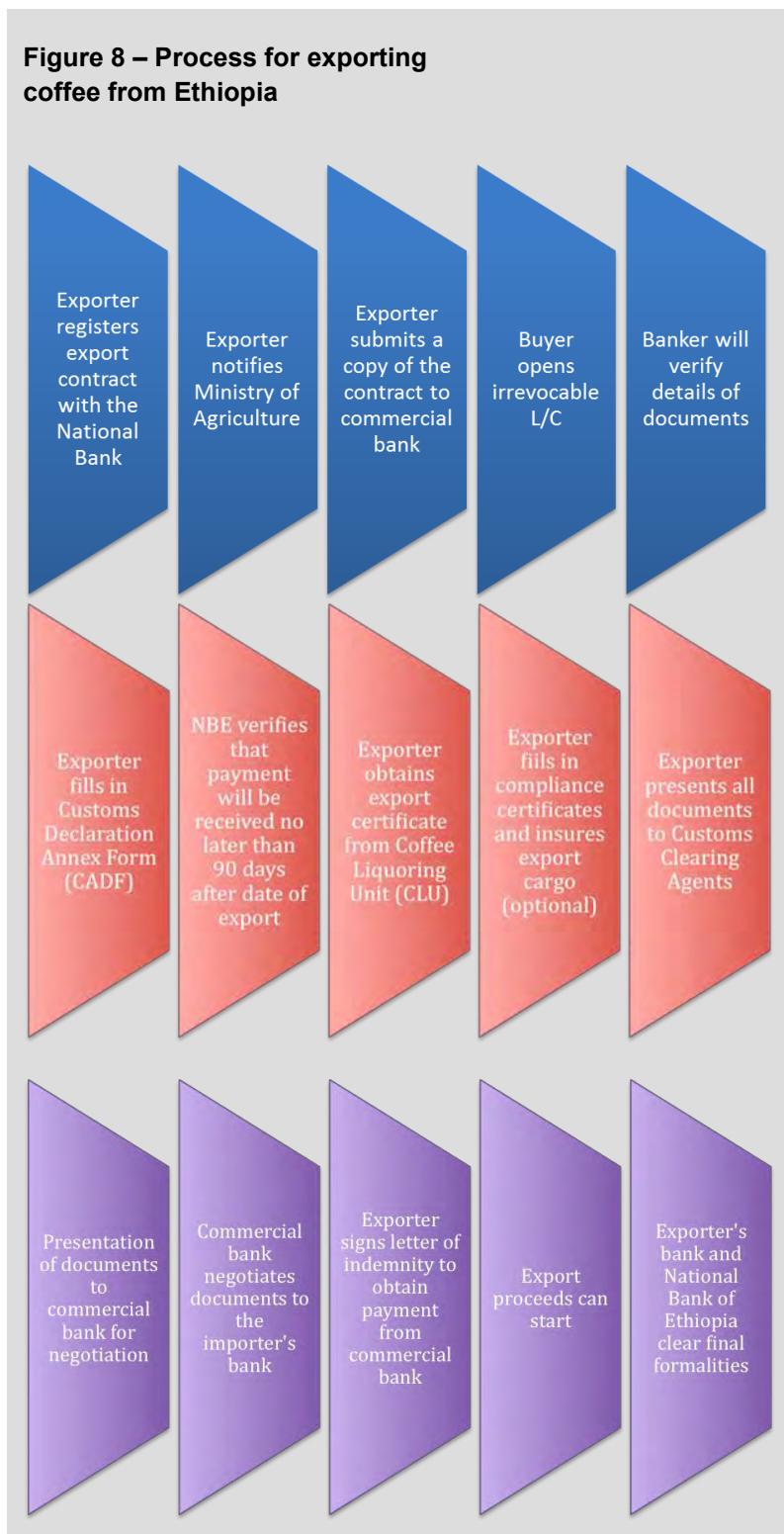
The export sales contract should stipulate the method of payment for the export consignment.

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



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	Betework 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		Sedioli	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	Gezahgen 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	Shemeles 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	Mesenger	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	Sedlisla	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 & Distrisbution PLC	5547321/5155 601/5155597			
4	Addis Exporter Ltd (PLC)	52060 29/30	1551292	addisexp@ethionet.et, 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, adulinatrafic@gmail.com	
7	Alfoz Pvt Ltd Co	1/10	6188349	alfoz@ethionet.et	
8	AI-Impex Import & Export	6634400	6630451	alulaginchael@al-impex.com, psam@al-impex.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	alphatr@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	altysir@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	atlcoffeeess@yahoo.com, atltrading@ethionet.et	
18	Ayinage General Trading PLC	1129346 DD	1330201	ayinage_gtplc@yahoo.com	www.aynagetraiding.com.et
19	Aziza PLC	415/417	1569530	semedexp@ethionet.et	
20	Bahomed Trading PLC	2751085/2763 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 A 1113443/1110 807 DD	6463819AA	bashanfer@ethionet.et AA, 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 190/6	1550590	beshi@ethionet.et	
26	Bulehora Trading PLC	8401902	4421878	bulehora@yahoo.com, info@bulehoratrading.com	www.bulehoratrading.com
27	Cabey PLC	4671691/4672 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 489/90	4423722	info@cpwe.com.et, 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 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 906/5533834	5517222	et.comm@ethionet.et	
41	Ethio Agri-CEFT PLC	6637780	6615573	ethioagriceft@ethionet.et, 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 360/1/2/3/4/5	2794770	ghionexp@ethionet.et, ghiongan@ethionet.et	www.ghions.com
45	GMT Industrial PLC	1 653/961	4655556	gmt.ftc@ethionet.et	
46	Green Coffee Agro-Industry	4421634/4420 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, gujicoffee@yahoo.com	
49	Guna Trading House PLC	465228/46513 01/465012	4654633	guna.trading@ethionet.et	
50	Haicof Limited PLC	5510124/5512 689/5515117	5516888	haicofltd@ethionet.et, haicocoffee@yahoo.com	
51	Haider Abamecha Import & Export	4400497	4421277	habamecha@ethionet.et	
52	Haileslassie 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 502/03	442106	horratrade@ethionet.et	www.horracoffee. com
56	Ibero & Jos Hanson/Ethiopia Ltd	2753686/2757 073/2757069	2753433	moplaco@ethionet.et	
57	Ibrahim Hussien Coffee Exporter	4392533	4392434	Ibrahim_hussien_exporter@y ahoo.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.kanacoffe.co m.et
62	KK Private Limited Company	1 61/840	5534705	coffee@kkethiopia.com	www.kkethiopia.c om
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 33AA 1112898/1113 425DD	1553773AA/1 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 5999AA/11139 71DD	6456011/2AA 113972DD	moplaco@ethionet.et	
73	Moredoco Sole Enterprise	5506115	5501516	moredocoфе@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.nardoscoffe e.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.oromiacoffeeunion.org
79	Paul Ries & Sons Eth Ltd	1551315/1553 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, 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 097 DD	1114062 DD	shf@ethionet.et	
86	Sidama Coffee Farmers Cooperative Union	4407165	4407166	sidacoop@ethionet.et, 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 331/2	2773221	tracon3q@ethionet.et	www.tracontrading.com
92	Waleligh 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 458/5521457	5513654	wondo.fra@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:s1vrspngmt@armeniacoffee.com">s1vrspngmt@armeniacoffee.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@blasertadingusa.com">coffee@blasertadingusa.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 Government Rd Squamish, BC V8B0M7	(877) 687-3884	Natasha 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 # 301 Springfield, OR 97477	(541) 726-5282	Paul Leighton	<a href="http://www.capecapehorncoffee.com">http://www.capecapehorncoffee.com</a>	<a href="mailto:paul@capecapehorncoffee.com">paul@capecapehorncoffee.com</a>
Caravela Coffee	Carrboro, NC	103 W Weaver St Ste 8 Carrboro, NC	(919) 636-5861	Mr. Badi E. 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, CA	2118 Wilshire Blvd Ste 634 Santa Monica, CA 90403	(310) 479-5999	Timothy J. Castle		<a href="mailto:tim@castleandcompany.com">tim@castleandcompany.com</a>
Coex Coffee	Miami, FL	2121 Ponce De Leon Blvd Ste 930 Miami, FL 33134	(305) 444-0568	Bev Rogers		
Coffee Holding	Staten Island, NY	PO BOX 140706 Staten Island, NY 10314	(718) 832-0800	Karen Gordon	<a href="http://www.coffeeholding.com">http://www.coffeeholding.com</a>	
Coffee Resources Inc.	Miami, FL	4051 Ensenada Ave Miami, FL 33133	(305) 448-1383	Felipe Isaza	<a href="http://www.coffee-resources.com">http://www.coffee-resources.com</a>	
Coffee Shrub	Oakland, CA	1115 21St St Oakland, CA 94607	(510) 628-0919	Thompson 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 13338 Miami, FL 33166	(305) 407-2633	Mr. Mauricio 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 Heerstr. 191 A Bremen, 28309	49 42 1410-1107	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 Americus, GA 31709	(229) 924-3035	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 Orange, NJ 07050	973) 675-3173	Mr. David Michael Leon Morris		
Efico S.A.	Belgium	Italiolei 181 Antwerpen, B 2000 Belgium	(323) 233-7865	Patrick 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 Bridgewater, MA	50 United Dr West Bridgewater, MA 02379	(774) 776-7400	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 1010 New York, NY 10004	(212) 344-7502	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-dong Bungdang-gu Sungnam	823 170 733 51	Dong-Ki Yang	<a href="http://www.gabeeyang.com">http://www.gabeeyang.com</a>	
Georgetown Trading, LLC	Fairfax, VA	5458 New London Park Dr Fairfax, VA 22032	(703) 401-6969	Abiy Worku		<a href="mailto:georgetowntrading@gmail.com">georgetowntrading@gmail.com</a>
Global Foods, Inc.	San Juan, PR	PO BOX 6072 San Juan, PR 00914	(787) 757-5420	Alejandro 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 Manhasset, NY 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 Los Angeles, CA 90036	(514) 845-1200	Nathalie Gabbay	<a href="http://www.rgcoffee.com">http://www.rgcoffee.com</a>	<a href="mailto:nathalie@green sourcecoffee.com">nathalie@green sourcecoffee.com</a>
Inge Karisson HAB	Sweden	Rubanksgatan 4 SE-741 71 Knivsta	(461) 834-9440	Inge Karlsson	<a href="http://www.ingeek.se">http://www.ingeek.se</a>	
InterAmerican Coffee Inc.	Houston, TX	19500 State Highway 249 Ste 225 Houston, TX 77070	(832) 912-7000	Mr. Guy P. Burdett	<a href="http://www.intercoffee.com">http://www.intercoffee.com</a>	<a href="mailto:traders@iaccoffee.com">traders@iaccoffee.com</a>
InterContinental Coffee Trading Inc.	Westlake Village, CA	31316 Via Colinas Ste 115 Westlake Village, CA 91362	(818) 706-0260	Lisa Bagley	<a href="http://www.intercoffee.com">http://www.intercoffee.com</a>	<a href="mailto:trading@ictcoffee.com">trading@ictcoffee.com</a>
International Coffee Imports	San Francisco, CA	PO BOX 330544 San Francisco, CA 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 Menlo Park, CA 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 Apt 502 Chicago, IL 60626	(773) 680-0623	Jack Scoville		
Kanematsu Corporation	Tokyo, Japan	2-1 Shibaura 1-Chome 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 Nottingham, MD 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 St. West Ste 730 Montreal, QC H3G 1R8	(514) 397-0011	Alvin Suissa		<a href="mailto:alvin@kengab bay.com">alvin@kengab bay.com</a>
Kencaf Importing & Distributing	Ontario, Canada	500 Alden Rd., Ste. 211-212 Markham, ON L3R-5H5	(905) 415-0778	Mohamedjaffer Panju		<a href="mailto:coffee@kencaf.com">coffee@kencaf.com</a>
La Minita Coffee	Burlington, VT	32 Lakeside Ave 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 Cross Rd. Saanichton, BC V8M 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 Hamburg, Hamburg 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 Burbank, CA 91505	(818) 565-5600	Rick Kourafas	<a href="http://www.mpmountainosofsocal.com">http://www.mpmountainosofsocal.com</a>	<a href="mailto:melanie@mpmountanosofsc al.com">melanie@mpmountanosofsc al.com</a>
Mai Thai Coffee	Tucson, AZ	PO BOX 70090 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 20th Flr. 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 Seattle, WA 98122	(206) 322-2139	Leah Warren	<a href="http://www.coffeehunter.com">http://www.coffeehunter.com</a>	
Mercon Coffee Corp.	Coral Gables, FL	2333 Ponce De Leon Blvd Ste 600 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 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 Gardner, KS 66030	(913) 856-3480	Jon Hanson	<a href="http://www.midwestcoffeetrading.com">http://www.midwestcoffeetrading.com</a>	<a href="mailto:trading@midwestcoffeetrading.com">trading@midwestcoffeetrading.com</a>
Mitsubishi International Corp.	New York, NY	655 3Rd Ave, 5th Floor Coffee and Cocoa Unit 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 Coffee Division 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 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 Plantation, FL 33313	954-316-1605	Mr. Marco Figueiredo	<a href="http://www.mountaincoffeecorporation.com">http://www.mountaincoffeecorporation.com</a>	<a href="mailto:wally@mountaincoffeecorporation.com">wally@mountaincoffeecorporation.com</a>
N.J. Douek & Sons, INC.	Montreal, Canada	407 McGill St., Ste. 809 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 (166 Summerside Dr. Courier only) 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, 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 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 San Jose, 1000 Costa Rica	506 2521-6845	Mr. Peter Sachs		
Paragon Coffee Trading Co.	White Plains, NY	445 Hamilton Ave 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 Annapolis, MD 21403	(410) 280-1344	Alf W. Mildnerberger	<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 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>

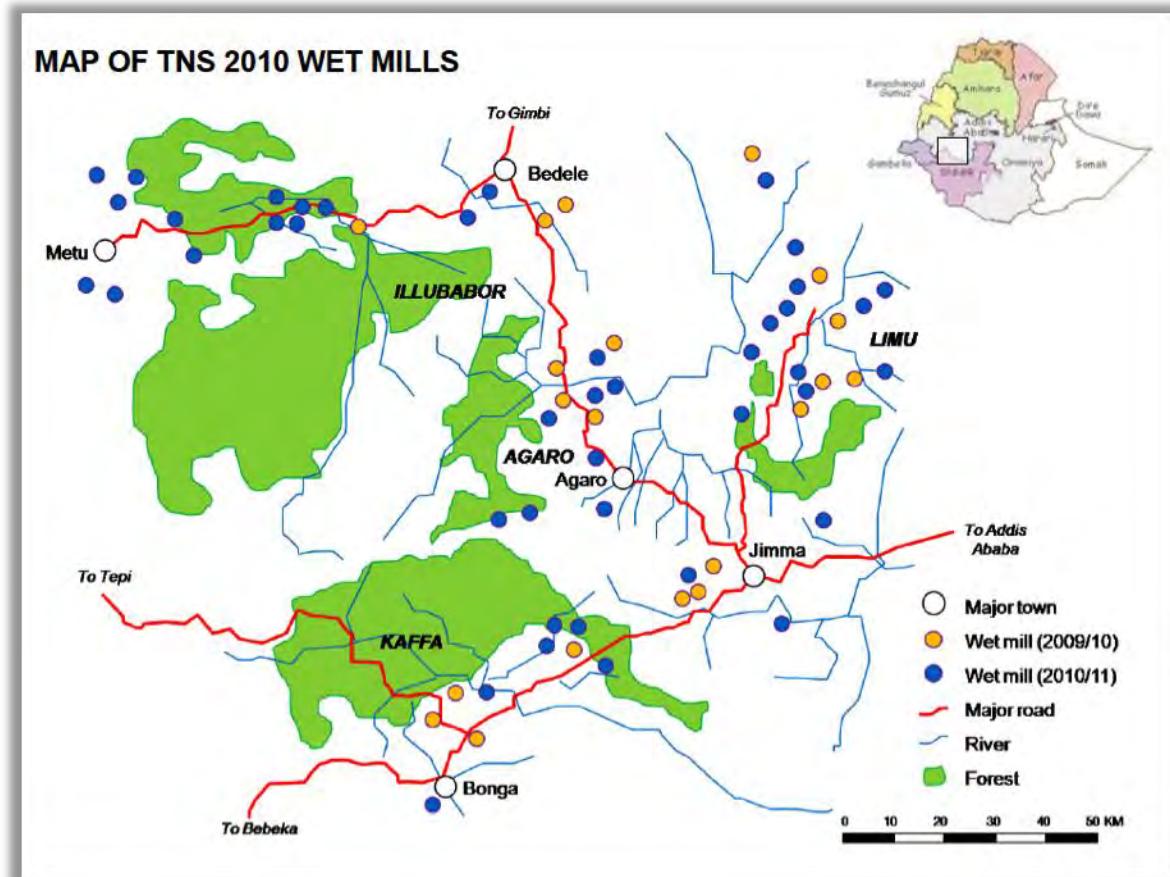
Importer	Location	Address	Phone	Primary Contact	Website	Email Address
REG Trading Co.	South San Francisco, CA	432 N Canal St Ste 10 South San Francisco, CA 94080	(650) 873-3699	Ricardo E. De Guzman	<a href="http://www.r egtrade.co m">http://www.r egtrade.co m</a>	<a href="mailto:ricardo@regtra de.com">ricardo@regtra de.com</a>
RGC Coffee Inc.	Montreal, Canada	1350 Sherbrooke West Suite 600 Montreal, QC H3G1J1	(514) 845-1200	Mr. Ron Gabbay	<a href="http://www.r gccoffee.com">www.rgcco ffee.com</a>	<a href="mailto:info@rgccoffee.com">info@rgccoffee.com</a>
Rothfos Corporation	White Plains, NY	10 Bank St Ste 690 White Plains, NY 10606	(914) 761-4900	Miguel Salazar		<a href="mailto:trading@rothfo s.com">trading@rothfo s.com</a>
Royal Blue Organics	Eugene, OR	PO BOX 21123 Eugene, OR 97402	(541) 338-9585	Brad Lerch	<a href="http://www.ca femam.co m">http://www.ca femam.co m</a>	<a href="mailto:coffee@cafem am.com">coffee@cafem am.com</a>
Royal Coffee New York, Inc.	Edison, NJ	180 RARITAN CENTER PKWY STE 207 EDISON, NJ 08837	(732) 902-2132	James Schoenhet	<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 Emeryville, CA 94608	(510) 652-4256	Robert Fulmer	<a href="http://www.royalcoffee.c om">http://www.royalcoffee.c om</a>	<a href="mailto:info@royalco ffee.com">info@royalco ffee.com</a>
Royal Pacific Industry	Baldwin Park, CA	5135 Lante St 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 Kirkland, WA	(425) 825-9106	Devorah Zeitlin	<a href="http://www.sancristocafe.com">http://www.sancristocafe.com</a>	<a href="mailto:devz@sancrist ocafe.com">devz@sancrist ocafe.com</a>
Sandalj Trading Co. SPA	Trieste, Italy	Via Rossini, 14 Trieste, 34132 Italy	39 040 676 7911	Mr. Vincenzo Sandalj	<a href="http://www.s andalj.com">http://www.s andalj.com</a>	<a href="mailto:info@sandalj.c om">info@sandalj.c om</a>
Serengeti Trading Company	Dripping Springs, TX	19100 Hamilton Pool Rd Dripping Springs, TX 78620	(512) 358-9595	Jessica Sellers		<a href="mailto:jessica@seren getitradings.co m">jessica@seren getitradings.co m</a>
SFT Trading Ltd.	Moscow, Russia	Office 926, Olminskogo Proezd 3a Moscow, 129085 RUSSIA	7 495 6827445	Andrey Savinov	<a href="http://www.s ft-trading.ru">http://www.s ft-trading.ru</a>	<a href="mailto:postmaster@sf t-trading.com">postmaster@sf t-trading.com</a>
Sriwijaya Coffee	Milwaukee, WI	1905 N Water St Milwaukee, WI 53202	(201) 743-9248	Sudibyo Pradono	<a href="http://www.sriwija yacoffee.co m">www.sriwija yacoffee.co m</a>	<a href="mailto:welcome@sriw ijayacoffee.co m">welcome@sriw ijayacoffee.co m</a>
Stoikoff Coffee Company	BC, Canada	9280 Arvida Drive 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, Suite 235 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 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 Charlotte, NC 28203	(704) 277-2841	Frank Antunez		<a href="mailto:frank.antunez @terraaltacoff ee.com">frank.antunez @terraaltacoff ee.com</a>
The Inter Trade Co.	San Francisco, CA	PO BOX 192226 San Francisco, CA 94119	(925) 937-1234	Alexander J. Castle		<a href="mailto:inttracor@aol.com">inttracor@aol.com</a>
The Salvage Groups, Inc.	Saint Clair Shores, MI	24025 Greater Mack Ave Ste 203 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 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 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 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 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 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 Westlake Village, CA 91361	(818) 879-1443	Andrew Vournas	<a href="http://www.vournascoffe.com">http://www.vournascoffe.com</a>	<a href="mailto:andrew@vournascoffee.com">andrew@vournascoffee.com</a>
Walker Coffee Trading, LP	Houston, TX	2900 Wilcrest Dr Ste 485 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 Minato-Ku, Tokyo	81 03 3503-8363	Mr. Kenichi 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 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
<i><b>KAFFA sub-total</b></i>		<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
<i><b>LIMU sub-total</b></i>		<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
Iketinio	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
<i>AGARO sub-total</i>		<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
<i>ILLUBABOR sub-total</i>		<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)



### 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 Nekemt 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)



### 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)



### 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)



### 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 deducted 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)



### 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)



### 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)



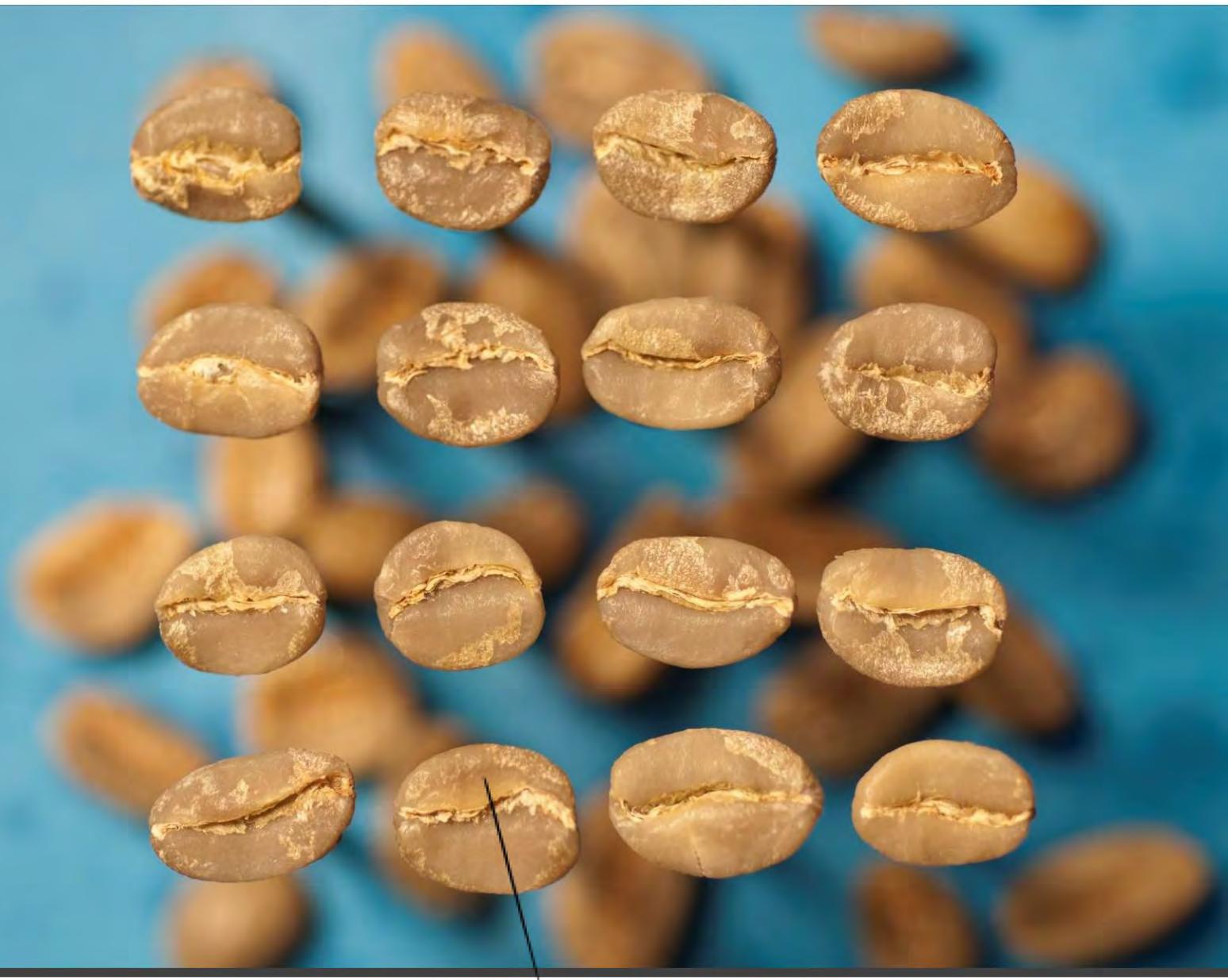
pointed bean shape

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 (Woreda or Zone)	Symbol	Grades	Delivery Centre
YIRGACHEFE A*	Yirgacheffe	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**	Yirgacheffe	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.Omo, Gamogoffa	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 Yirgacheffe flavour

\*\*- B is coffee lacking Yirgacheffe flavour



## ECX COFFEE CONTRACTS

### 1.2 EXPORT - COMMERCIAL – WASHED

Coffee Contract	Origin (Woreda or Zone)	Symbol	Grades	Delivery Centre
YIRGACHEFE A*	Yirgacheffe, Wenago, Kochere and Gelana Abaya	WYCA	3 TO 9, UG(p), UG(np)	Dilla
YIRGACHEFE B**	Yirgacheffe, 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, Arbigna, 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, Gummay, 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

\*- Yirgacheffe A is coffee having Yirgacheffe flavour  
\*\*- Yirgacheffe B is coffee lacking Yirgacheffe flavour



## ECX COFFEE CONTRACTS

### 1.3 EXPORT - SPECIALTY - UNWASHED

Coffee Contract	Origin (Woreda or Zone)	Symbol	Grades	Delivery Centre
YIRGACHEFE A*	Yirgacheffe	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
YIRGACHEFE B**	Yirgacheffe	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), Benessa, Guji, Arroressa, Arbignona, Chire, Bona Zuria	USDA	Q1, Q2	Hawassa
SIDAMA B	Alela 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, Debessos, Gerawa, Gewgew and Dire Dawa Zuria	UHRA	Q1, Q2	Dire Dawa
HARAR B	W Hararghe	UHRB	Q1, Q2	Dire Dawa
HARAR C	Arssi Golgocha	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	Gembu, Gewata, Chena	UKF	Q1, Q2	Bonga



## ECX COFFEE CONTRACTS

1.4 EXPORT - COMMERCIAL – UNWASHED				
Coffee Contract	Origin (Woreda or Zone)	Symbol	Grades	Delivery Centre
YIRGACHEFE A*	Yirgacheffe, Wenago, Kochere and Gelana Abaya	UYCA	3 TO 9, UG	Dilla
YIRGACHEFE B**	Yirgacheffe, 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), Bensa, 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, Debeso, Messela and Gewgew).	UHRB	3 TO 9, UG	Dire Dawa
HARAR C	Arssi Golgolcha	UHRC	3 TO 9, UG	Dire Dawa
HARAR D	Bale (Berbere and Delomena).	UHRD	3 TO 9, UG	Dire Dawa
NEKEMPTI	East and West Wollega and Kelem.	ULK	3 TO 9, UG	Gimbi
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

\*- Yirgacheffe A is coffee having Yirgacheffe flavour; \*\*- Yirgacheffe B is coffee lacking Yirgacheffe 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	LWPB	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, 5 C	Jimma
WOLLEGA	LUWL	1 TO 4, 5A, 5B, 5 C	Gimbi
FOREST A	LUFR A	1 TO 4, 5A, 5B, 5 C	Bonga
FOREST B	LUFR B	1 TO 4, 5A, 5B, 5 C	Soddo
HARAR	LUHR	1 TO 4, 5A, 5B, 5 C	Dire Dawa
BY PRODUCT- Addis	LUBPAA	1 TO 4, 5A, 5B, 5 C	Addis Ababa
BY PRODUCT- Dire Dawa	LUBPDD	1 TO 4, 5A, 5B, 5 C	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>Stinkers</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, Stinkers, 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 Cleanliness 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 Cleanliness 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 (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
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
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
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
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
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
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
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
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
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



## ECX COFFEE CONTRACTS

### Grading on Specialty Assessment

Grade	Grading Requirements	
	Preliminary Assessment Grade	Cup Quality Points (Specialty Assessment)
Q1	Grade 1, Grade 2	Min. 85
Q2	Grade 1, Grade 2, Grade 3	Min. 80
Grade 3	Grade 1, Grade 2, Grade 3	<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) Unwashed coffee: 30 bags (net weight of 85 kg)  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: 1. Coffee supplier and exporter in case of export coffee 2. Coffee supplier or exporter and a domestic coffee wholesaler in case of local coffee
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: 1 Birr increment (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: For Member collectively for himself and all his clients - 1000 Lots 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. 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: 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: 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 – For Seller- 0.0065% per day of storage 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): Birr 2.70 per bag (payable by seller) 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: 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: 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