Transparent (direct) trading in Burundi/Rwanda
Two small landlocked countries in East Africa

Together they produce about the same amount of arabica as Kenya

Covers less than 10% of Kenya's land area (50,000 Square km)

Population of about 10 million in each country

About 40% of the population is dependent on the coffee industry.

Coffee counts for a majority of exports and income for both countries.

Coffees shipped through Dar es Salaam or Mombasa.
Two coffee products for exports

Semi washed (home processed) Non trace able poor quality!

Fully washed (washing station) Trace able - high quality?
Burundi

» 1930
  Coffees introduced as a cash crop from Belgians.

» 1976
  Government took control of the coffee sector

» 1980 – 1993
  Planted 130 million new trees, established 133 Governmental owned washing stations.

» »Sogestals» from each area sold the coffees as non trace able.

» 2005
  Civil war ended. Forced to privatization and liberalization of the coffee sector by the World Bank.

» 2007
  BAP (Burundi Agribusiness Program) funded by USAID was established to support the industry.

» 2008
  Allowed direct contracts

» 2009
  Program to sell out governmental washing stations on auction.
Burundi – structure

> 160 washing stations (30% is private or cooperatives)
> 600 000 smallholder farms
> 200 coffee trees in average pr farm
> 1,5 kg of cherries pr tree
> Lot separation of daily pickings is common.
> About 60% processed and sold as fully washed.
> 30% sold as semi washed (home processed)
> Few drymills and exporters focusing on quality and «micro lots». Challenges on lot trace ability.
Rwanda

> 1930
  Coffees introduced as a cash crop from Belgians.

> 1930 – 2000
  Coffee sector mainly controlled by the government. Main focus on high volume and low quality.

> 2000
  Privatization of the sector.

> 2002
  Established the first professional private washing stations with support from NGO’s like Pearl (former Spread)

> 2003
  First export of trace able «specialty coffee» to the US.

> 2007
  Technoserves coffee initiative program implemented. Established Cooperatives and Introduced transparent contracting and payback to producers.
Rwanda – structure

> Between 200 and 300 operational washing stations by 2012

> Mainly private and cooperatives.

> 500,000 smallholder farms

> 170 coffee trees in average pr farm

> 1.5 kg of cherries pr tree

> About 30% processed and sold as fully washed.

> 70% sold as semi washed (home processed)

> Well developed export industry and infrastructure.

> Many drymills able to do quality and «micro lots» with full lot trace ability.
Varietals

Different bourbon varietals as:

Mibilizi
Jackson,
BM139
Pop330/21

More seldom:
Catuai
Caturra140

and some random typica reffered to as Harrare.
View from a washing station located at 2000 MASL

Coffee grown from 1200 – 2100 MASL
Private washing station
Rwanda
Smallholders with less than 200 trees on average.
Main harvest from April to July.
Processing—and drying

New Cooperatives

Traditional Washing Stations
Pulping, two methods

Disc pulper, removes skin and pulp. Requires fermentation.

Eco pulper with mechanical mucilage remover. Requires no fermentation.
Demucilaging

By fermentation after discpulper

Mechanically with Eco pulper

Mechanical mucilage removal.

Traditional fermentation
Soaking
under clean water.

Improves cup transparency.

Optional?!
We like it!

All producers in Rwanda/Burundi, new coops or traditional soak their coffees.
Washing channels

In Burundi they do an extra high density grade called Haute de gamme.

Washed and graded by density in channels.

Washed to remove rest of mucilage.
Sorted by density.
Can also be done at dry mill.
They do have challenges with rain during harvesting and drying season.

Slow drying improves shelf life.
Fermentation and soaking after disc pulper.

Good airflow, clean, easy to cover.

Absorbs heat from surface.

Efficient and practical.

Daily pickings at drying tables.

Local storage

Lot trace ability
Potato!

What potato??
Fermentation and soaking after disc pulper. Good airflow, clean, easy to cover. Absorbs heat from surface. Efficient and practical.

Africa

Central America

Local storage

Lot trace ability

Daily pickings at drying tables.
Flotation or handsorting of cherries at reseption helps!

Sorting wet parchment under shade is crucial.
Handsoritng greens after dry milling.
«Direct» trade potential??

Oh yeah!!
Burundi

> BAP has increased quality awareness the last 5 years. Improved farmer practices and processing.

> Lots of private investment from progressive producers, both farms and CWS

> New coops and producers processing coffees from micro regions.

> More service providers and exporters focusing on quality. Results in better dry mills and more efficient logistics.

> Separating Coffees by daily lots. Huge potential in selecting quality by cupping.
Rwanda

> organizations like Spread and Technoserve have prepared the ground for quality.

> A welcoming and progressive government that wants foreign investment and capital.

> many entrepreneurs starting with medium sized to larger estates as well as coops.

> Will see micro regions as well as experiments on varietals.

> Still many new regions and flavor profiles to be discovered.

> Separate daily pickings as well as by area.

> Number of dry mills focusing on quality and micro lots increases rapidly.
«Direct» buying example – Burundi

> Travelled extensively for some years to «map» the profiles
> Worked through BAP to access producers and samples

> Nailed down the area and visited the producers with more potential in May during harvest
> Visited post harvest (July) to cup through as many daily lots as possible. Took decisions!

> Found 11 different lots from 3 different producers

> Meeting with the SIVCA dry mill to ensure trace ability, grading and time line

> Picked out the exporter/service provider to coordinate. (Coffee Domain)

> Agreed on price for export services, FOT – FOB and Grain Pro. 20 cts/lb

> Contracted coffee and picked the shipping line

> Received and approved the pre ship samples and are ready to go!!
Cupping – Burundi

1. Mpemba Cooperative
   Lot: 11706
   washing station
   Burundi
   Region: Kayanza
   Area: Buyenzi
   Process: Eco-pulped
   Varietal: Bourbon

2. Mpemba Cooperative
   Lot: 11708
   washing station
   Burundi
   Region: Kayanza
   Area: Buyenzi
   Process: Eco-pulped
   Varietal: Bourbon

3. Buziraguhindwa
   private washing station
   Burundi
   Region: Kayanza
   Area: Muruta
   Process: Traditional dry fermenting, soaked, washed
   Varietal: Bourbon

Producer:
Kazoza Nikawa
Mpemba Cooperative

Producer:
Salume Ramhadan

Same producer
Different daily lots/pickings.

Same region and altitudes
Different producer and processing method.

Same region and altitudes
Different producer and processing method.

Same producer
Different daily lots/pickings.

fredag 19. oktober 12
4. Baro Mountain
Remera private washing station
Rwanda
Region: Southern
Area: Nyamagabe
Process: Traditional dry fermenting, soaked, washed
Varietal: Bourbon

Same producer.
Separated different hillsides.
Mix of best lots/pickings from May/June.

Producer:
Samuel Muhirwa/Buf Coffee

5. Kabeza Mountain
Remera private washing station
Rwanda
Region: Southern
Area: Nyamagabe
Process: Traditional dry fermenting, soaked, washed
Varietal: Bourbon

Different region
Different producer and processing method.

Producer:
Justin Musabyiama

6. Mahembe
private washing station
Rwanda
Region: Eastern
Area: Nyagatare
Process: eco-pulped, soaked and washed in channels.
Varietal: Bourbon

Different region
Different producer
and processing method.

Same producer
Separated different hillsides
Mix of best lots/pickings from May/June

Producer:
Samuel Muhirwa/Buf Coffee

Producer:
Justin Musabyiama

Producer:
Fredag 19. oktober 12
Cupping

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   Cooperative washing station
   Burundi
   Region: Kayanza
   Area: Buyenzi
   Process: Eco-pulped
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   Same producer
   Different daily lots/pickings.

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   Lot: 11708
   Cooperative washing station
   Burundi
   Region: Kayanza
   Area: Buyenzi
   Process: Eco-pulped
   Varietal: Bourbon
   Same region and altitudes
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