



KILIMANJARO NATIVE CO-OPERATIVE UNION

Makers of a unique washed arabica
from the volcanic slopes of Kilimanjaro

Established in 1929, KNCU is Africa's oldest co-operative, farming the volcanic soils on the slopes of Kilimanjaro, the continent's highest mountain. Coffee is the most important cash crop produced by the co-operative's members, usually inter cropped with bananas. KNCU collects coffee from 96 village societies, representing over 150,000 small scale farmers.

KNCU normally handles between 50-70% of the coffee grown in the area, depending on the competition from the private traders. KNCU trades more than 5,250 tons of arabica coffee, or about 11 percent of the national production.

KNCU is a registered fair-trade supplier and exports part of its coffee as such.

KNCU's farmers produce Kilimanjaro coffee, which is a distinctive washed arabica, finely balanced and prized for its body, acidity and flavour. It is unique to the mountain's volcanic soils. Kilimanjaro has a reputation throughout the world as one of Africa's finest coffees.

KILIMANJARO NATIVE CO-OPERATIVE UNION LTD.

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Supported by the Sida programme
– **EPOPA** – www.epopa.info
Export Promotion of Organic Products from Africa

KILIMANJARO NATIVE CO-OPERATIVE UNION

Exporter of fair-trade,
organic arabica coffee in Tanzania

*Kilimanjaro is known
as one of Africa's
finest coffees.*



EPOPA – KNCU Project

Kilimanjaro Native Cooperative Union (KNCU) participate in the EPOPA project to enhance their export of organic Arabica coffee. The coffee is grown on the slopes of Mount Kilimanjaro, the highest mountain in Africa. They get assistance in acquiring organic certification and in finding markets for the organic and fair-trade organic coffee. The aim is to export 270 tons of coffee.

Premium payment and premium quality

KNCU supports organic project staff that besides internal inspection renders service to the farmers through training and extension. The farmers are motivated to improve the management of their coffee trees and thereby increase yields and quality. Farmers receive a premium for their organic produce from KNCU.

Target group

The direct target group are over 2 000 coffee smallholders in the Kilimanjaro Region. Farmers are selected that are already active in Improved Pest Management. Over all organic farming is a more sustainable way of farming and it positively affects the environment and health of the people. It improves the farmers' livelihood in both the short and long terms.

Profile of Moshi farmers

Moshi and the mountain slopes are originally populated by the Wachagga people. They have been coffee farmers for generations and are recognised as business people. The coffee shamba's are on the slopes of the mountain and inter cropped with bananas.

The volcanic soil is fertile, the climate is mild and the rainfall is good in the area. On average the farms are small, agriculture is intensive and the area is densely populated



Kilimanjaro Arabica Coffee

(Coffea arabica)

Coffee represents a major source of revenue for some 400,000 low-income farming families and 20 percent of export earnings. Tanzania covers about 1% of world Arabica production and is the third largest producer of Arabica in Africa.

Arabica coffee is mainly grown in the Southern Highlands and in the Kilimanjaro Region. Arabica coffee requires the cooler climate of high elevation sites (1,400-2,000 m)

The Mount Kilimanjaro area is particularly known for the production of some exceptionally fine coffees, combining altitude with deep volcanic soils and abundant rainfall. ICO has categorised the washed Arabica from Tanzania as Colombian Mild Arabica.

The harvest of coffee in Kilimanjaro goes from October to February.

The coffee will be certified by Naturland.

Organic Agriculture

In conventional coffee farming many chemical inputs are used, which pollutes the soils and disturbs the natural control of pests and disease. In organic coffee production the agro ecological balance is restored. The soils are protected and fertility and structure are enhanced, shade trees are maintained and natural enemies encouraged. The coffee farmers will no longer have to suffer from the negative impacts of chemicals, physically but also financially. Because of reduced expenses and an organic premium farmers will be able to increase their income and improve their livelihood.

EPOPA – Development through Organic Trade

Export Promotion of Organic Products from Africa (EPOPA) is a programme created by the Swedish international Development Cooperation Agency (Sida) in 1994. The programme has ongoing projects in Uganda and Tanzania and is starting up in Zambia.

The EPOPA programme aims to give African smallholder farmers better conditions through developing the exports of organic products from Africa. The rural communities, thus the farmers, get a premium price for their crop, they get a more transparent price setting from the exporter who buys more directly and they are paid cash in hand.

More information

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EXPORT PROMOTION OF ORGANIC PRODUCTS FROM AFRICA