

CAMAL

COFFEE ASSOCIATION OF MALAWI

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Coffee Field Days Take Place

Living up to its plan of events/activities CAG organized two field days that took place in the second quarter. The field days were held around the topics coffee wet processing and the Electrostatic Sprayer systems were held at Sable farming's Chipale Estate and Makandi Estate respectively.

Chipale demonstrated the use of the new coffee aqua washer, a technology that skips the fermentation in coffee to remove mucilage from pulped coffee. The pulped coffee is directed into the aqua washer where it is spun around by a piston with serrated edges with a continuous water flow therefore removing the mucilage. From here the washed coffee is sent direct to the drying tables.

This technology considerably reduces the time in the processing cycle as well as saving on labor. However, the system requires a constant water supply to avoid nipping the coffee.



The aqua washer

Makandi imported an Electrostatic sprayer from South Africa (I&M Smith) and the field day provided a chance to CAMAL members and other stakeholders to appreciate the modern technology.

The ESS is touted for its efficiency in terms of uniform coverage and economic use of pesticides. The particles are electronically charged and stick to the leaves of the plants as they possess a negative charge.

It is this attraction that helps the plant to attain a uniform spray cover including the backside of the leaf and also the same attraction helps the plant to maintain the

spray cover even if it rains within a shortest lapse of time.



An Electrostatic sprayer

Coffee cupping refresher course takes place- participants demand for more

To ensure that producers know their cup, and have confidence in their crop CAG organized a refresher cupping refresher course following up on courses that were previously done. Ably co-facilitated by CAG members Navin Kumar of Njuli Estate and Robin Saunders of Wallece's Makoka Valley Estate, the participants felt the half day course was not enough and hence their plea for such courses to happen more than once in every quarter.

As an indication for their thirst for such trainings almost all members from the Southern region sent their representatives. There were 17 people including facilitators and to show their commitment every participant paid a contribution of MK 1,500 while the facilitators and other CAG members paid for their own lunch at MK 1,000.

The course was delivered following the SCAA green Arabica coffee classification system as well as the art of aroma and fragrance identification in coffee.



Some of the participants

CAMAL hosts a Malawi Coffee Industry Meeting- USAID and UNDP pledge support

The Malawi coffee industry meeting held on 15th June 2007 in Lilongwe is qualified to be called a landmark event in the just ended quarter. During this meeting CAMAL partners unveiled their plans to support CAMAL's own efforts to improve the coffee industry within and beyond the borders. UNDP through the Growing Sustainable Business (GSB) program together with USAID through the COMPASS II project intend to work with CAMAL to market our Malawi coffee and help come up with a Malawi coffee blend to be promoted on the international market.



Jan and Oliver from GSB

In his presentation, the GSB broker Jan Willem van den Broek sighted the major goals of the project as follows: To find companies interested in importing of Malawi coffee on a regular basis, investigate the potential for a Malawi coffee blend/brand, generate a price premium for green beans being produced in Malawi by fair trade or other certifications and increase the amount of Malawian coffee that is sold, roasted and packaged locally and abroad.

Jan also outlined four strategies to be pursued in this project: promoting Malawi coffee, Creating a Malawi coffee blend, acquiring fair trade certification and expanding the domestic market.

It is the resultant of this project that CAMAL is asking its members to send samples to the secretariat to be forwarded to GSB.

During the same meeting, Bagie Sherchand of USAID's COMPASS II project made a presentation on the SCAA's conference she attended in Long Beach California. You may recall receiving this presentation through email.

CAMAL was also privileged with the presence of a coffee expert David from the Coffee Quality Institute in USA and another buyer Craig. David made a presentation on Q- programming/cupping a copy of which was also forwarded to you through email.

CAMAL was also exposed to a new internet marketing technology by Agricultural Commodity Exchange (ACE) which made a presentation on their internet platform. The platform provides an opportunity for Malawi coffee and other Agro-commodities to be sampled by customers worldwide.



Some of CAMAL members attentively listening to presentations

Search for CBD/LR resistant Coffee Varieties progressing

Coffee Berry Disease and leaf rust have been major production challenges to most members of CAMAL for a long time and the CAG visit to all its members revealed the same. It is this revelation that necessitated the CAG through CAMAL secretariat to embark on a search for partnerships with international coffee institutions to tap on their research work and benefit from them by importing their technologies. In this respect, a number of institutions were contacted both in Africa and outside Africa. Two institutions one from Columbia and the other from Portugal have since indicated interest to work with us.

The Portuguese institution CIFIC is very much willing to share with us their very recently released coffee varieties therefore the institute has since asked us to send over the pathogens to Portugal for screening so that they find out which strains of CBD and LR are prevailing in Malawi and thereafter select the rightful varieties for Malawi.

Cenicafe- FNC a Columbian institution has expressed interest to collaborate with us and do research on CBD in Africa especially field trials for CBD resistance of several commercial varieties and much willing to discuss further with CAMAL to

establish any other collaboration opportunities.

Cenicafe has also done lots of research focusing on LR resistant varieties and an abstract of their research on this topic was sent to CAMAL which was also forwarded to all CAMAL members in the month of April this e-mail.

It was also revealed by Cenicafe-FNC that Cercospora can only be corrected by applying fertilizers.

Coffee clubs yielding positive results

Response from the Sunbird's Mount Soche Hotel management has energized the coffee CAG to step up efforts to work with the tourism industry to promote Malawi coffee.

After holding a coffee club at the Hotel Which is located in the heart of the Malawi's commercial city of Blantyre, as usual, the CAG prepared and submitted a professionally written report to the management of the hotel outlining areas for improvement if they wanted their hotel to be a leading Malawi coffee outlet. This report was based on the comments made by the competent coffee tasters from CAMAL that participated in the coffee club.

The hotel management have since responded to CAG in appreciation for the coffee club and have since asked CAG to organize a meeting with them to discuss the observations in detail and help come up with innovative ideas to upgrade their coffees.

QCC- Calls for Samples

As we beginning the new coffee marketing season, the CAG reminds all its members that quality still remains a priority to CAMAL. It is therefore a requirement for every farmer/member that they send a sample to the Quality control committee before export of the coffee lot is effected. CAMAL emphasizes that apart from helping you to confidently negotiate for the rightful price for your grade the QCC will also help protect the reputation for Malawi coffee.

All the samples going through the green grading QCC are passed on to the cuppers who in turn will feed you back the cup quality of your coffee and this will double your confidence when negotiating the price as you will be able defend your coffee practically.

It is because of this second phase of quality control therefore that the QCC is urging you all to send at least 1kg lot of sample.

2006/2007 coffee exports closes- new season prospects high

The 2006/2007 coffee market has come to an end. The total exports for the year have been 1060 tons versus the estimated volume of 2500 tons. Yielding a total value of million kwacha, the market closed at an average price , of kwacha per kg, with kwacha per kg being the lowest price and kwacha per kg being the highest.

The outlook for the current crop is hopeful with the estimates hovering around 2000 kg. Most of the members are optimistic that they will realize their estimates or even beat them. This is attributed to the prolonged rainy season that has held up the soil moisture as well as the heavy rains that worked to the disadvantage of CBD.



A heavy bearing tree 2007/2008 season

Mzuzu Coffee participates in the 2007 Malawi International Trade Fair

One of CAMAL members Mzuzu Coffee Planters Union participated in the 2007 international trade fair that was held in from 9th to 19th June 2007 at the trade fair grounds in Blantyre.

According to Harrison Kalua, chief executive for the Cooperative Union, the trade fair acts as a platform for his organization to clinch foreign and local deals.