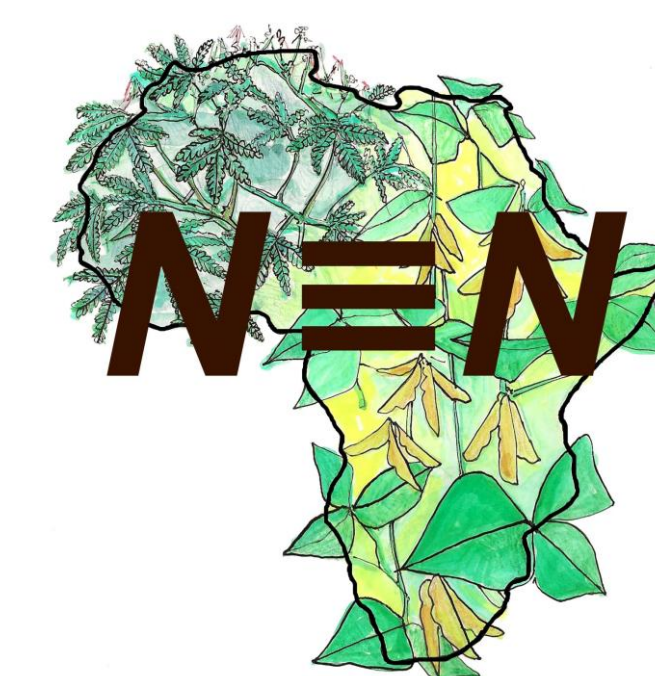




Challenges and opportunities of legume export markets: ACOS-Ethiopia experiences



Mekonnen Kebede, *Pest Control Manager*, mekonnen.kebede@pedongroup.com

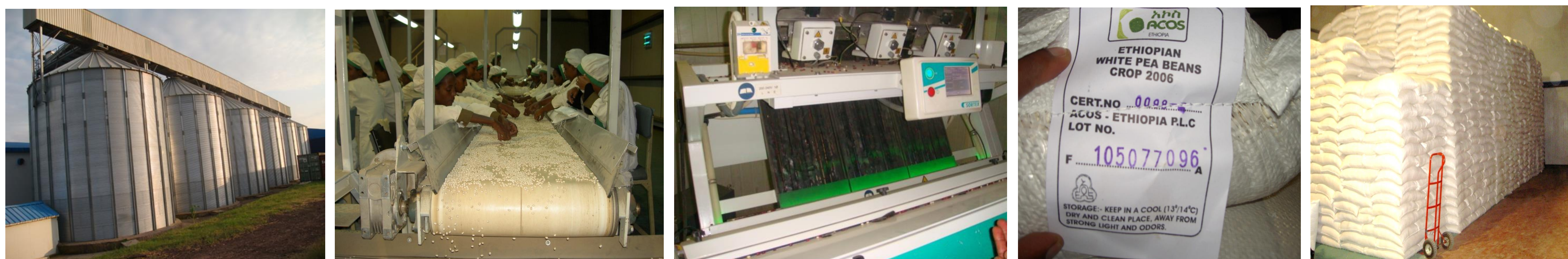
January 2016

INTRODUCTION

- Agricultural Commodity Supply (ACOS-Ethiopia) established in October 2006, is engaged in the purchase, processing and export of legume grains, mainly common beans and large seeded chickpeas.
- ACOS-Ethiopia has its Head Office in Addis Ababa and a Processing Plant in Adama. The plant is equipped with the latest state of the art, including high tech-optical selector and X-ray machines. This ultra-modern plant meets the European standards for processing all beans.
- ACOS-Ethiopia has created reliable export markets for its products and can handle more export provided reliable raw materials in terms of quantity and quality are made available. Its service philosophy, among others, includes involvement in research and development, and meeting corporate social responsibility. ACOS Keyo and ACOS Dube are results of its involvement in research and development.

CHALLENGES

- Low productivity and poor post-harvest handlings
- Wide spectrum of defects on poor quality products:
 - High incidence of under sized grains
 - High percentage of insect damaged grains both in the fields and warehouses
 - Unacceptable level of cracked seed coat
 - High level of moldiness.
 - High level of contrasting and blending seeds.
- Lack of promotion scheme on value addition of agro-processing plants on canning and packaging for consumers or end users.
- Lack of reliable information on prevailing international market price.
- Weak marketing system.
- Wrong attitude by some countries that buying Ethiopian beans is like snatching food from starving people.



OPPORTUNITIES

- Joint efforts by government agencies, NGO's and private business enterprises and N2Africa public-private partnerships to improve productivity and quality of pulses produced by the farmers through cooperative unions and primary farmers' associations..
- The year 2016 is the Year of Pulses which will give it the driving force for the achievement of its goal.
- The Realization of crop insurance scheme has developed confidence for both producers and exporters to make contract farming a win-win business relationships.

RESPONSIBILITIES OF ACOS UNDER N2AFRICA PARTNERSHIP AGREEMENTS

- Supply foundation seed for ACOS Dube chickpea and ACOS Keyo common bean varieties as per farmers demand
- Buy the grain product from smallholder farmers through partners
- Train farmers on product quality requirements for its export market and potential risks of failure in meeting the product quality attributes
- Pay a premium price for the grain product if yield discrepancy is reasonably below average local yield due to the peculiar genetic characteristics of ACOS variety.



Fig: ACOS actively involved in the three PPPs (Central, South and Southeast Clusters PPPs)

ACOS-Ethiopia Plc.

Tel: +251 114669282, E-mail: kassahun@acosnet.it, www.acosnet.it

Kirkos Kifle Ketema, Woreda 2, House No.128, Addis Ababa, Ethiopia

ILRI-N2Africa
 Box 5689 Addis Ababa, Ethiopia • +251 11617 2200/25/33/35
ilri.org • n2africa.org • n2africa-Ethiopia.wikispaces.com
 N2Africa project is funded by Bill & Melinda Gates Foundation

