



Successes, Lessons and Challenges from Grain Legume Sourcing, and Export Marketing: Experiences from ACOS Ethiopia



Mekonnen Kebede and Girma Dentamo, ACOS Ethiopia, Addis Ababa, Ethiopia.

Introduction

- ACOS Ethiopia is mainly engaged on processing and exporting of dry beans
- Legume food processing industries, in particular, the Baked Bean Producers of the UK and European Countries are major customers
 - ✓ With exporting as far as to Puerto Rico, Russia, India, the Middle East, Northern and South Africa
- Major national partnership include farmer's cooperative unions, public and private commercial farms, EIAR, HwU, HU, ILRI, NGOs, MBI and pulse processing and exporting companies

Key achievements

- In partnership with EIAR, legume varieties fulfilling export market developed
 - ✓ ACOS Dube (chickpea), ACOS Keyo (dark red kidney bean) and Adzuki bean developed through such partnership
- Introduced "Contract Farming" with Farmer's Cooperative Unions, public and private commercial farms for multiplication of adapted varieties for commercial production
- Product sourcing is done mainly from ECX, farmer's cooperative unions, private commercial farms and grain traders
- Exported more than 170,000 Mt of white pea beans, Small red beans, DRK, Pinto beans, Cream beans, Chickpeas and oil crops
- International market for other bean varieties than the WPB and small red beans (cream beans and black beans)
- Facilitation of market link between Ethiopian farmer's cooperative unions with foreign buyers
- Awareness creation on the quality of export items among farmer's cooperative union leaders, model farmers, grain traders, brokers, etc.

Lessons Learned

- Lag of information flow, especially to partners on critical field condition, will harm collaboration and performance
- Need for contractual agreement enforcement with few partners
- Public-Private-Partnership (PPP) in grain products sourcing and marketing is a good strategy

Challenges

- Inadequate supply of required quantity and quality of grain legumes (decreased sizes of WPB)
- Lack of information on price of grains at international level and local markets
- Coordination of grain sourcing and marketing is not in harmony
 - ✓ During harvest period many unknown actors come onto the scene
 - ✓ Lack of some cohesiveness
- High local market price for grain legumes
- Insect damage both at field and heavy infestation in warehouses, and insecticide contamination
- Lack of mechanism for traceability of products
- Processed legume food distribution outlet is not yet developed
- The partnership's activity has to flow smoothly until the end is reached

Opportunities

- Increased capability of collecting, cleaning, sorting, grading, bagging, labeling and supplying a range of grain legumes to different international markets
- High demand of pulse grains globally
- Ethiopia's geographic location for Europe and Asiatic countries
- Advantage of harvesting period



Way forward

- Improve business relationship
- Improve access to inputs supply for increased production
- The concept of partnership agreement should be developed among actors involved in the value chain



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 BMGF

