

Coffee Export Procedures Guide for SMEs in Tanzania



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Tanzania



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Acronyms

AMCOS	Agricultural Marketing and Cooperative Societies
AUC	African Union Commission
BMO	Business Membership Organisation
CAC	Codex Alimentarius Commission
CAFE	Coffee and Farmer Equity
CBI	Centre for the Promotion of Imports from developing countries
CU	Control Union
DFQF	Duty Free Quota Free
EAC	East African Community
EAS	East African Standard
EASC	East African Standards Committee
EBA	Everything But Arms
EFSA	European Food Safety Authority
EPA	Economic Partnership Agreement
EC	European Commission
ENS	Entry Summary Declaration
EORI	Economic Operator Registration & Identification
EPA	Economic Partnership Agreement
EU	European Union
FLO	Fairtrade Labelling Organisations
FOB	Free on Board
EUR	Euro
EXS	Exit Summary Declaration
GAP	Good Agricultural Practices
GDP	Gross Domestic Product
GHP	Good Hygiene Practices
GMP	Good Manufacturing Practices
HACCP	Hazard Analysis and Critical Control Point
HPLC	High Performance Liquid Chromatography
ICO	International Coffee Organisation
ICS	Import Control System

IPR	Intellectual Property Rights
ISO	International Standard Organisation
ISPM	International Standard for Phytosanitary Measures
ITC	International Trade Centre
MAR	Market Access Regulation
MARKUP	Market Access Upgrade Programme
MOHs	Mineral Oil Hydrocarbons
MRLs	Maximum Residue Limits
NMB	National Microfinance Bank
OTA	Ochratoxin A
PHS	Plant Health Services
RAC	Radioactivity Analysis Certificate
RoO	Rules of Origin
SAD	Single Administrative Document
SCA	Specialty Coffee Association
SMBC	Smithsonian Migratory Bird Center
SME	Small and Medium Enterprise
SPS	Sanitary and Phytosanitary
SQMT	Standardization, Quality Assurance, Metrology and Testing
TACRI	Tanzania Coffee Research Institute
TAEC	Tanzania Atomic Energy Commission
TANCIS	Tanzania Customs Integrated System
TANSAD	Tanzania Single Administrative Document
TASAC	Tanzania Shipping Agencies Corporation
TBT	Technical Barriers to Trade
TCA	Tanzania Coffee Association
TCB	Tanzania Coffee Board
TCGA	Tanganyika Coffee Growers Association
TFA	Trade Facilitation Agreement
TIB	Tanzania Investment Bank
TISS	Tanzania Inter-bank Settlement System
TPA	Tanzania Ports Authority

TRA	Tanzania Revenue Authority
TSIs	Trade Support Institutions
TTDA	Tanzania Trade Development Authority
TZS	Tanzanian Shilling
UN	United Nations
UNECA	United Nations Economic Commission for Africa
USD	United States Dollar
USDA	United States Department of Agriculture
UTZ	Universal Trade Zone
VAT	Value Added Tax
WB	World Bank
WTO	World Trade Organisation

About This Guide

This *Coffee Export Procedures Guide for SMEs in Tanzania* is prepared under the European Union – East African Community Market Upgrade Programme (EU-EAC MARKUP), a regional development initiative implemented by the International Trade Centre (ITC) that aims to contribute to the economic growth of the EAC through supporting increased exports of agribusiness and horticultural products, promoting regional integration and access the European market.

Coffee farming is a key pillar in Tanzania's development, contributing to economic growth, foreign exchange and employment. The industry currently contributes directly to the livelihoods of 450,000 smallholder farmer households and indirectly to approximately 2.4 million people. These farmer households are responsible for the production of 90% of the Tanzania's coffee. Production in Tanzania is favoured by conditions like: abundant land, high altitude, moderate temperature, well-distributed rainfall and rich soils. Despite this fact, the benefits (in terms of earnings and employment) from the sector are not proportional to the immense potential the commodity holds.

Among the key reasons advanced for this situation is the predominance of small and medium enterprises (SMEs) in the sector. By their very nature, SMEs often lack the technical knowledge, financial means and market information on export markets, opportunities in them and requirements and procedures necessary to support their exporting ventures. It is this last challenge that this Coffee Export Procedures Guide seeks to address.

Targeted at SMEs that are ready to export or already exporting, the overall objective of the Coffee Export Procedures Guide is to build knowledge, awareness and understanding of export market opportunities for Tanzania coffee, especially in relation to the EU; the quality-related requirements (SPS, TBT, standards, rules of origin) to access the EU market and the step by step procedures for exporting the coffee. While a lot of the information contained in this Guide is available on various sources on the internet, the Guide goes a step further to provide Tanzania business operators in the coffee sector with a simplified and consolidated information pack. Besides the SME exporters, the Guide is also a useful tool for Trade Support Institutions (TSIs) in Tanzania, such as Business Membership Organisations (BMOs) and public sector bodies who may use the information herein to support SMEs to take advantage of opportunities, including through facilitating the exporting process.

In terms of structure, the Coffee Export Procedures Guide is divided into five chapters. Chapter 1 introduces Tanzania's coffee trade, looking at its production, exports and imports. The Chapter also looks at Tanzania in the context of EAC's imports and exports. The chapter delves deeper into the EU as an export destination, looking at trends and analysing the export potential in the EU. Chapter 2 looks at import market requirements that an SME must meet before they export their products, in general and with specific reference to the EU Market. In Chapter 3, the guide provides a summary as well as a step by step elaboration of the whole gamut of business processes and regulatory activities required to export coffee in Tanzania for a first time exporter – from registering as an exporter, going through the various state entities to obtain various certifications and approvals, to releasing the coffee at the port for shipment. Chapter 4 looks at those key processes, requires and procedures for importing coffee into the EU. Since the importer in the EU is often responsible for meeting the import procedures and formalities, the Chapter narrows down on those actions and requirements where the input of the Exporter is critical. In Chapter 5, the guide provides information on where SMEs may find additional information and help to support their exporting journey.



Chapter 1: Tanzania Coffee Trade: Existing and Potential

Overview and Objectives of Chapter 1:

This Chapter provides an overview of Tanzania's coffee trade, looking at its production, exports and imports, both existing and potential. The Chapter delves deeper into the EU as an export destination, looking at the size of the market, the trends, the export potential as well as the trading regime between Tanzania and the EU. Given the forthcoming African Continental Free Trade Area, the Chapter also elaborates the potential market for various coffee products across Africa.

The key objectives of this Chapter are:

- To build the knowledge and understanding of the Tanzanian Coffee SME of the global, EU and African markets for coffee and the export opportunities in them.
- To provide the Tanzania coffee SME with a list of credible information and data sources on the coffee sector

Overview of the Coffee Sector in Tanzania

Coffee farming was introduced in Tanzania by catholic missionaries in 1898. The initial growth of the sector was due to plantation farming that was promoted by German colonialists. Between 1905 and 1912, Tanzania's coffee exports increased by nearly 300%.¹ When the British took over the colony shortly after World War I, they instituted land reforms and began a campaign which saw the planting of about 10 million new seedlings by various Tanzanian communities.² These reforms increased the number of smallholder farmers in Northern Tanzania, and by 1946, 75% of the Arabica coffee produced in Kilimanjaro was produced by native Tanzanians.

Currently, Arabica and Robusta coffee is grown on a total area of about 265,000 hectares. The sector contributes to the livelihoods of 450,000 growers and employs about 6% (2.4 million) of the total population of Tanzania.³ Most of the coffee produced comes from small farms, which produce up to 90% of the total coffee, while the rest is produced by coffee estates.⁴ Coffee is one of the leading foreign exchange contributors in Tanzania, ranking fourth after gold, cashew and raw tobacco, with an export value of 160 million USD in 2018. Coffee for export is either sold through an auction which is owned and managed by the Tanzania Coffee Board (TCB) in Moshi, or directly to importers. The auction is conducted every Thursday during the 9-month season. Only premium coffee growers are allowed to bypass the auction and sell directly to international roasters and traders. Domestic consumption of coffee accounts for only 7% of the total coffee produced, largely due to the preference for tea in Tanzania, like much of the EAC region. The TCB has however been involved in various campaigns aimed at promoting local consumption. These include the now annual Kahawa Festival, which is usually organized in October to coincide with the International Coffee Day (ICD).⁵

Tanzania mainly produces mild Arabica coffee, which accounts for 75% of the total amount of coffee produced. The rest is Robusta and hard Arabica. Arabica coffee is grown in the Northern and Southern regions, while Robusta farming is limited to the Western Region. Coffee is either planted as pure stand (mainly in the South), intercropped with bananas (mainly in the North and West) or less commonly in coffee estates.⁶ The harvesting season runs from July to December in the Northern and Southern regions and from May to October in the Western region. About 99% of all Arabica coffee is wet processed while dry processing is done

1 David Gongwe Mhando and Gimbage Mbeyale, An Analysis of the Coffee Value Chain in the Kilimanjaro Region, Tanzania, See also, https://coffee.fandom.com/wiki/Coffee_industry_of_Tanzania#cite_note-3

2 The development of coffee cultivation across Tanzania as exemplified by the Bukoba and Moshi regions, Gloria Jimenez

3 Tanzania Coffee Board. https://www.coffeeboard.or.tz/tzcoffee_%20profile.php

4 Ibid.

5 <https://kahawafestival.co.tz/about-us/>

6 Tanzania Coffee Industry Development Strategy 2011/2021

mainly for Robusta coffee in the Western region. Tanzania’s northern coffee is known for its pleasant aroma, rich acidity, sweet taste and balanced mineral nutrients. On the other hand, southern coffee is known for its medium body, fine acidity and a fruity and floral aromatic taste.⁷

The main coffee regulatory institution in Tanzania is the TCB. Since being established in 2001, the body has worked to regulate the coffee industry and advise the government on growing, processing and marketing of coffee domestically and internationally. In January 2018, the TCB relaxed a year-long ban on direct coffee exports, allowing smallholder growers to export directly through the Agricultural Marketing and Cooperative Societies (AMCOS) and other cooperatives that ensure traceability.⁸ While the TCB is responsible for policy research, the Tanzania Coffee Research Institute (TACRI) focuses on scientific research aimed at developing new technology for improved quality and quantity of coffee. Private coffee associations which are influential in policy making include the Tanzania Coffee Association (TCA) and the Tanganyika Coffee Growers Association (TCGA) which represent coffee traders and coffee estate growers respectively.

According to International Coffee Organisation (ICO) data, **Tanzania is the second highest producer of coffee in the EAC, after Uganda.** In the 2019 coffee production year, Tanzania produced 926,000 (60kgs bags) of coffee, compared to Kenya’s 850,000 (60kgs bags),) Rwanda’s 363,000 (60kgs) and Uganda’s 5,250,000 (60kgs bags). See Table 1 below.

Table 1, Coffee year* production by country, in thousands of 60kg bags, 2015-2019

Coffee Year commencing						
Country	2015	2016	2017	2018	2019	% change 2018/19
World Total	153,987	160,713	166,476	173,088	168, 836	-2.50
Burundi	274	198	199	206	253	22.8%
Kenya	799	793	790	930	850	-8.6%
Rwanda	293	239	293	372	363	-2.7%
Tanzania	930	834	862	1120	926	-17.3%
Uganda	3,650	4,962	4,597	4,704	5250	11.6%
Some Top Producers Globally						
Brazil	52,871	55776	55838	63348	59500	-6.1%
Colombia	14,009	14,634	13,824	13,858	14100	1.7%
Vietnam	28,737	27819	33432	31283	30750	-1.7%
Ethiopia	6,714	7143	7347	7541	7700	2.1%

Source: International Coffee Organisation, ICO (<http://www.ico.org> – Accessed 14th December 2020)

*ICO Coffee Year runs from 1st October to 30th September.

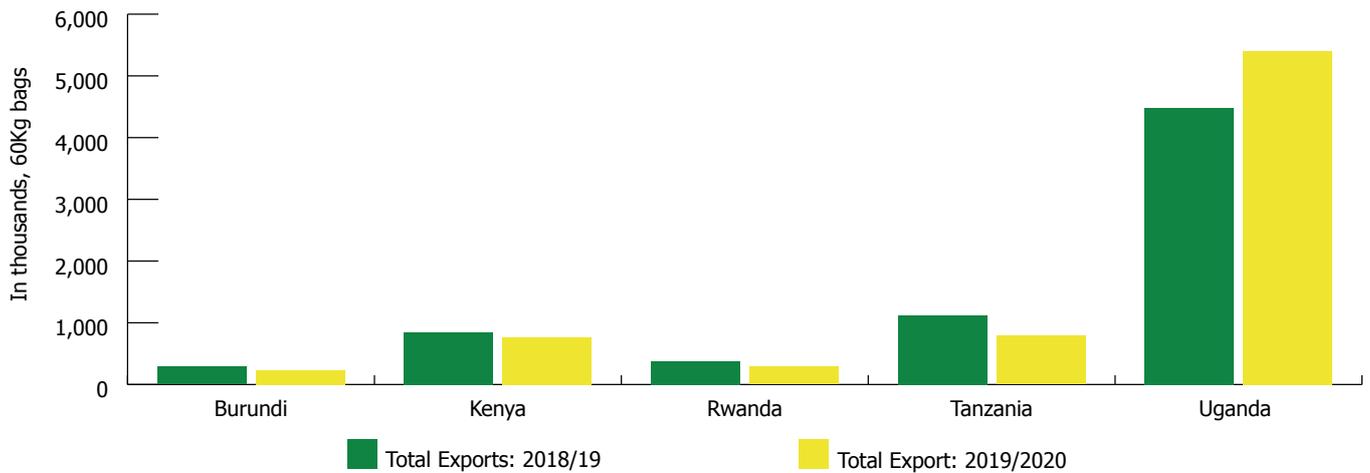
The EAC region combined produced around 7,642 million 60kg bags of coffee in 2019, which is about **38.7% of all coffee produced in Africa and 4.5% of coffee produced globally.**⁹ Uganda alone produces 69% of the region’s coffee - more coffee than the rest of the EAC region combined. The whole region, however, produces less coffee than Ethiopia, which is the largest coffee producer in Africa. During the period 2018-2019, a downtrend in coffee production is observed for three EAC Partner States – i. e. Kenya, Rwanda and Tanzania, with only Burundi and Uganda registering increased exports. In terms of exports, over 95% of the coffee produced in the region is exported in unprocessed form.

7 Tanzania Coffee Board. https://www.coffeeboard.or.tz/tzcoffee_%20profile.php

8 Tanzania - United Republic of Coffee Annual 2019 Coffee Report, USDA

9 International Coffee Organisation, ICO (<http://www.ico.org> – Accessed in December 2020).

Figure 1, Coffee exports in '000 of 60kg bags



Source: International Coffee Organisation, ICO (<http://www.ico.org> – Accessed 14th December 2020)

Like many producing countries, Tanzania has developed its own national green coffee grading systems to evaluate coffee intended for export. The grading classification systems provide a blueprint for the evaluation of the physical attributes of green coffee and in many cases the flavour of the roasted coffee beans, both determinants of price. The aim of the grading system is to give buyers confidence that they will receive what they purchased and the assurance that the resulting final cup will possess a certain level of quality. Grading and classification is usually based on some of the following criteria: altitude and/or region; botanical variety; preparation (wet or dry process = washed or natural); bean size (screen size), sometimes also bean shape and colour; number of defects (imperfections); roast appearance and cup quality (flavour, characteristics, cleanliness...) density of the beans.¹⁰

The following is the Tanzania national green coffee grading system:¹¹

¹⁰ EAC Quality Compass (<https://un-consulting.ch/eac/compass>);

¹¹ <http://www.supremo.be/en/tanzania>

By defects:

Robusta (per 300 gram of processed coffee)

Table 2, Tanzania National Coffee Grading System for Robusta

Grade	Description
Extra Superior	Extra Superior clean and dry coffee beans of good appearance for the grade not more than 15 defective points free from extraneous matter, husk, black beans and pods free from all traces of mustiness
Superior	clean and dry coffee beans of good appearance for the grade not more than 30 defective points free from extraneous matter, husk, black beans and pods free from all traces of mustiness
FAQ	clean and dry coffee beans of good appearance for the grade not more than thirty defective points free from extraneous matter, husk, black beans and pods free from all traces of mustiness
SUG & UG	clean and dry coffee beans of good appearance for the grade not less than thirty and not more than sixty defective points of which no more than 15 points shall be attributable to black beans free from extraneous matter, husk free from all traces of mustiness
TRIAGE	clean and dry coffee beans free from all traces of mustiness no more than one percent by weight of husk to be equal to a sample approved from time to time by the Tanzania Coffee Board

Note: The defective points are calculated using the system below:

1. Black (bean of which more than half is black externally) = 1
2. Pod (whole dried coffee cherry) = 1
3. Stinker (coffee coloured bean which has a sour or unpleasant smell when cut) = 1
4. Insect damaged bean (half or more is damaged by pests or diseases) = 1/2
5. Half black (dark brown and a bean of which less than half is black externally) = 1/2
6. Parchment (enclosed in its parchment integument) = 1/2
7. Abnormally pale bean (chalky white bean) = 1/3
8. Shell hollow (malformed bean in the shape of a shell) = 1/3
9. Broken bean (less than half a bean) = 1/5
10. Immature bean (flattened bean which contains no kernel) = 1/5
11. Shrivelled bean (bean which is desiccated, shrivelled and often also corrugated or ridged on the surface) = 1/5
12. Discoloured bean (mottled bean, which is desiccated, shrivelled and often also corrugated or ridged on the surface) = 1/5
13. Slightly insect damaged bean (bean which is pin-holed by insects or a bean of which less than half has been damaged by pests or diseases) = 1/10

Arabica:

Table 3, Tanzania National Coffee Grading System for Arabica

Grade		Description
Unwashed	FAQ (Bukoba)	
	UG (Ungraded)	
	AA	
Washed	AMEX	This type was created by some exporters especially for ICO non-member consumer nations when quotas were still in force. It is a type A without a guaranteed "clean-cup". Nowadays it is more a tradename for coffees originated from Mbeya and Mbinga but it is not recognized as an "official grade" by the Tanzanian Coffee Board.
	B	
	C	
	PB	
	E	
	AF	Light beans. blown during sorting of AA's and A qualities.
	TT	Light beans. blown during sorting of B qualities.
	T	Light beans. blown during sorting of C qualities.
	F	Very light beans blown during re-sorting of AF+AT+T
	HP	Hand-picked: Defects eliminated by handpicking or electronic sorting.

By screen size:

Table 4, Tanzania National Coffee Grades, by Screen Size

Grade		Description
Arabica	AA	Retained minimum 90% of screen 18 Maximum 8-10% of screen 17 Maximum 2% of screen 15
	A	Retained minimum 90% of screen 15/6 Maximum 2% of screen 14
	B	Retained minimum 90% of screen 15/6
	C	Retained minimum 90% of screen 14 Maximum 10% of screen 13
	PB	Retained minimum 95% of PBscreen 14 Maximum 5% float beans
	AF	Retained Minimum 90% screen 17 Maximum 8-10% screen 15/6 Maximum 2% screen 14
	TT	Maximum 10% screen 14
	E	Retained Minimum 90% screen 18 Maximum 10% below Nothing below screen 15
Robusta & Unwashed	Superior	Maximum 5% below screen 16
	FAQ & SUG	Maximum 5% below screen 14
	UG	Maximum 10% below screen 13
	Triage	to be equal to a sample approved from time to time by the Tanzania Coffee Board

Tanzania Coffee Exports

In terms of exports, Tanzania saw a gradual increase in the value earned between 2015 to 2017, from a high of **USD 158.2M to 126.2M, before a rebound in 2018 to USD 148.3M** as noted in Table 5 below. Tanzania's leading export market in **2018 was Japan, with export values of USD 50.8M; followed by Germany (USD 19M); USA (USD 14.1M), Italy (USD 13.9M) and Belgium (7.7M). Over half of Tanzania's exports (56.6%) are destined for only three export markets: Japan (34.2%), Germany (12.8%) and the USA (9.5%).**

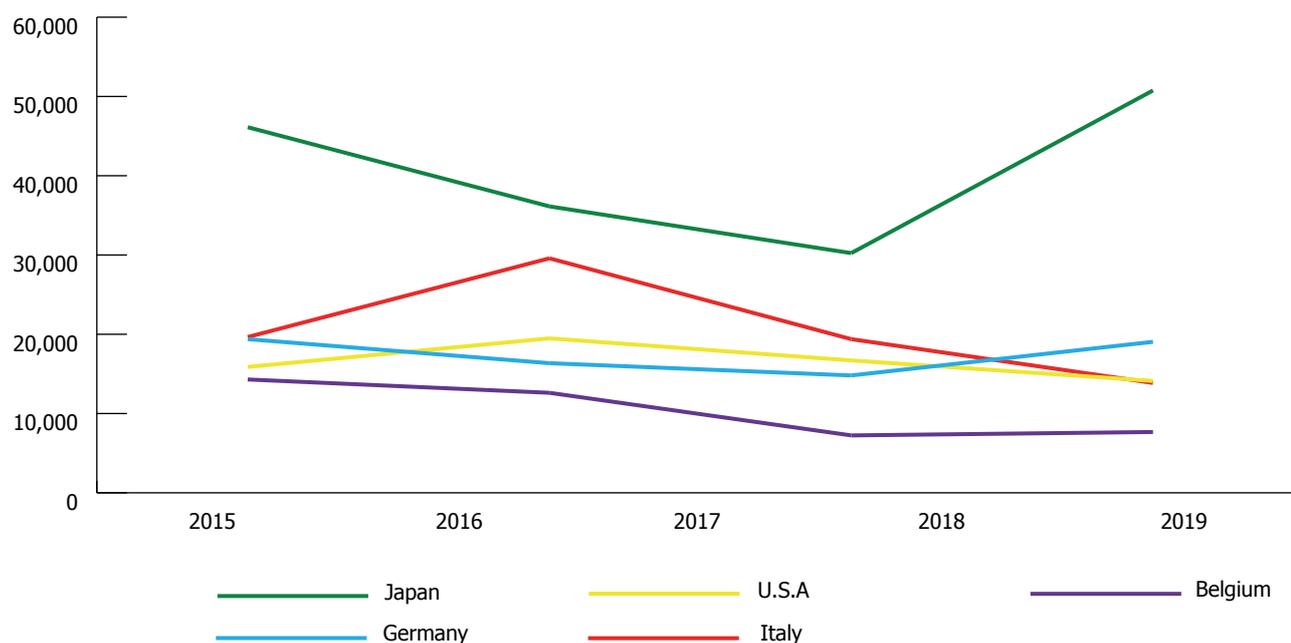
Table 5, Top 20 Export Markets for Tanzania Coffee, in '000 USD

Importers	Exported value in USD Thousand			
	2015	2016	2017	2018
World	158,234	152,870	126,174	148,341
Japan	46,122	36,132	30,236	50,753
Germany	19,381	16,351	14,803	19,044
U.S. A	15,881	19,480	16,700	14,118
Italy	19,651	29,580	19,384	13,860
Belgium	14,295	12,614	7,239	7,668
Switzerland	1,839	1,289	731	6,518
South Africa	3,861	3,032	3,956	4,905
Morocco	2,411	2,175	2,808	4,055
Korea	4,197	2,342	2,935	2,876
Israel	4,559	2,993	2,842	2,866
Russian	3,851	2,533	2,575	2,587
India	-	684	1,562	2,304
Australia	1,702	1,517	2,121	2,038
Finland	2,596	2,829	2,495	2,005
Sweden	4,077	4,138	3,401	1,963
Canada	1,396	1,750	2,558	1,814
United Kingdom	2,427	1,552	797	1,092
Spain	835	959	253	910
Kenya	681	619	787	813
China	490	398	1,573	796

Source: ITC Trade Map. (Accessed 10th December 2020)

In terms of trends in the top export markets for Tanzania's coffee (see Figure 2 below); Japan has been the main destination market during the period under review. Exports to Japan decreased the 2015 to 2017, before registering a rather sharp increase in 2018. Across most destination markets, a decline was registered in 2017, before some modest increases in 2018.

Figure 2, Trends of Tanzania's Top 5 Export Markets



Source: ITC Trade Map. (Accessed 10th December 2020)

Looking at the type of coffee exported, we note that Tanzania mainly exports unprocessed coffee (HS Code -09011 - coffee-excluding roasted and decaffeinated), which accounted for at 97.7% of all exports in 2018. Although sporadic, roasted coffee (excluding decaffeinated, registered some significant exports (compared to the rest of the EAC Partner States), registering a high of USD 2.4M in 2015, as noted in Table 6 below. Exports of coffee husks and skins and coffee substitutes containing coffee in any proportion has also been increasing, rising from USD 467,000 in 2015 to USD 2M in 2018.

Table 6, Breakdown of Coffee Products Exported by Tanzania

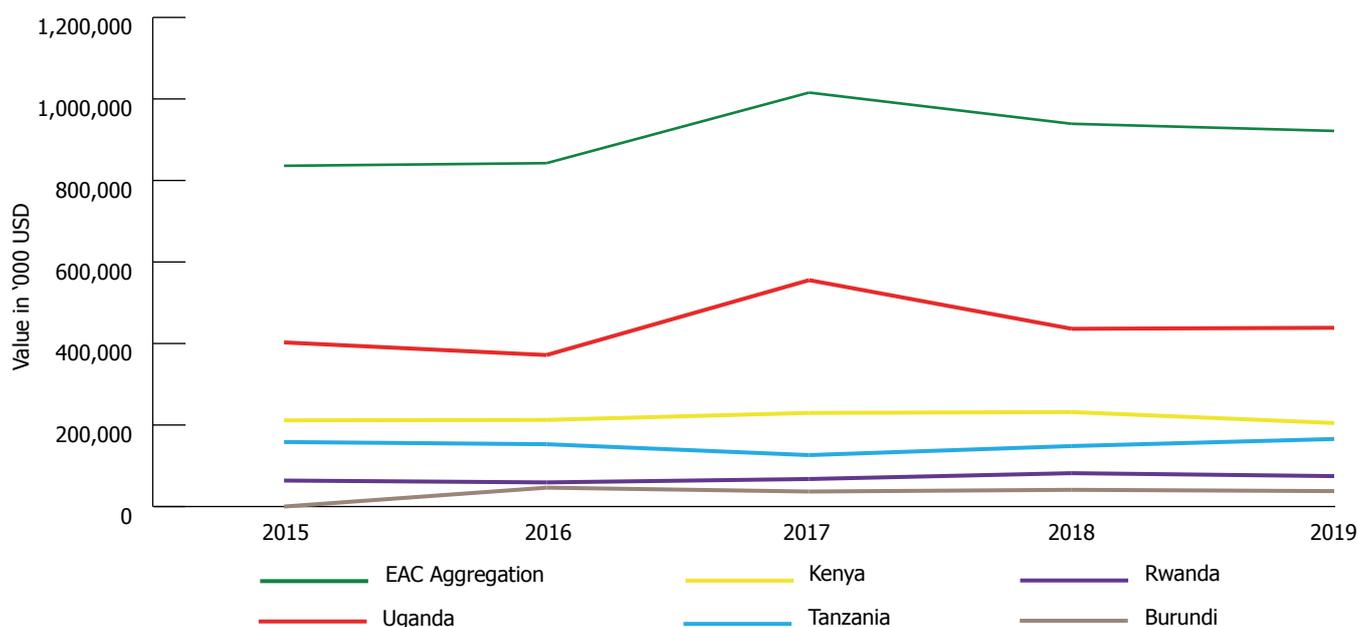
HS Code	Product label	Exported value in USD Thousand				
		2015	2016	2017	2018	2019
090111	Coffee (excluding roasted and decaffeinated)	155,005	151,531	122,836	145,065	159,007
090112	Decaffeinated coffee (excluding roasted)	-	-	-	1	455
090122	Roasted, decaffeinated coffee	394	4	15	-	254
090121	Roasted coffee (excluding decaffeinated)	2,368	850	2,149	1,285	141
090190	Coffee husks and skins; coffee substitutes containing coffee	467	486	1,175	1,991	72

Source: ITC Trade Map. (Accessed 10th December 2020)

Tanzania's Exports in the Context of the EAC

As illustrated in Figure 3 below, the aggregate export value for the region stood at approximately **0.92 billion dollars in 2019**, representing around **3.1% of global export values for 2019, which were worth USD 29.7 billion. Uganda earned the highest share of the EAC aggregate export value at 47.9% (USD 438.5M), followed by Kenya at USD 204 M and Tanzania at USD 165.7M**¹² The value of exports from the region has largely been a mirror of Uganda's export figures, rising and falling in tandem with each other. During the period **2017 – 2019, there has been a 9.3% decrease in export value and this may further decrease in 2020 due to COVID related challenges.**

Figure 3, EAC Exports of Coffee (0901) by exporting country, in '000 USD

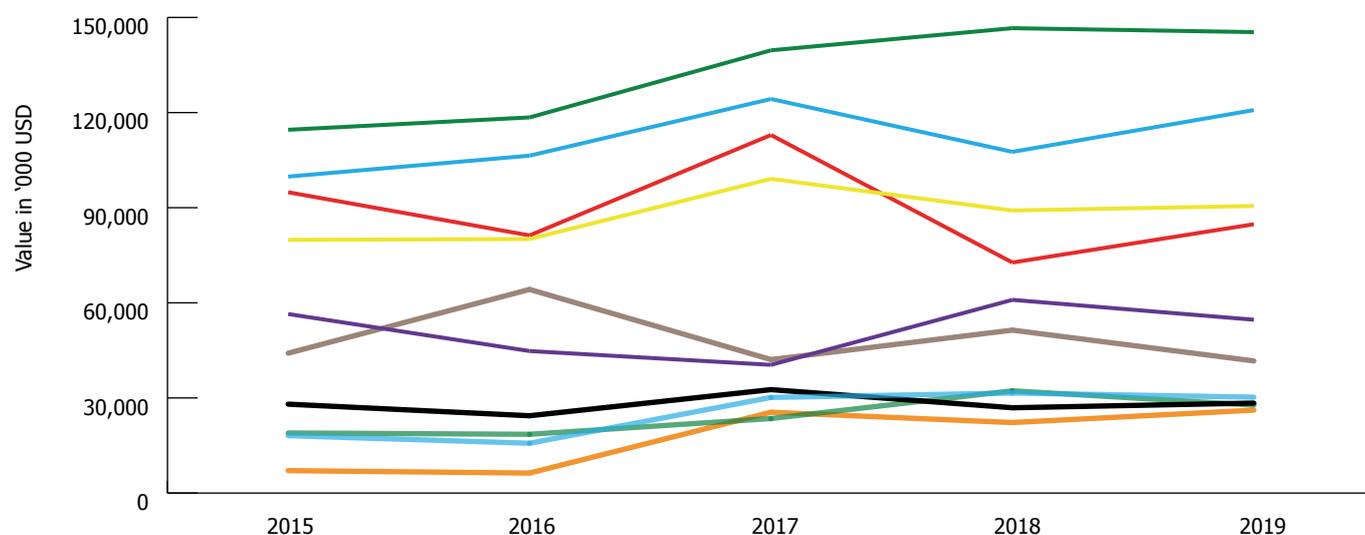


Source: ITC Trade Map (accessed 14th December 2020). 2019 data for Tanzania (and by extension EAC aggregate) is mirror data, awaiting future confirmation by national bureau of statistics

Looking at the importing markets for coffee exported by the EAC, **Germany (with 16.7%) followed by Italy (with 13.9%) are the leading importers over the last five years (2015-2019).** Other major importing markets are USA, Belgium, Japan, Switzerland, Korea, United Kingdom and Morocco, the only African market in this top group. Significantly, **Morocco's imports have grown at 269.5% in the five years under review.** Figure 4 on the following page shows value of imports for the top fifteen markets.

¹² The figure is mirror data

Figure 4, Top 10 Importing Markets from the World for the EAC Coffee Exports (2015 – 2019)



	2015	2016	2017	2018	2019
Germany	114,574	118,471	139,631	146,612	145,371
Italy	99,810	106,409	124,285	107,613	120,788
USA	79,868	80,116	99,098	89,122	90,550
Belgium	94,872	81,264	112,925	72,710	84,788
Japan	56,468	44,790	40,437	60,938	54,666
Switzerland	44,107	64,222	42,101	51,382	41,678
UK	18,104	15,716	30,155	31,546	30,241
Spain	28,033	24,384	32,623	26,903	28,378
KOREA	18,951	18,537	23,499	32,255	27,737
Morocco	7,079	6,309	25,495	22,235	26,154

Source: ITC Trade Map (accessed 14th December 2020)

Looking at the specific products exported by the EAC, **98.8% of the value (USD 0.91billion) comes from unprocessed coffee (HS 090111)**, with only miniscule contribution (**USD 5M**) from roasted coffee, pointing to unutilized potential to export value added coffee. See Table 8 in the following pages.

Table 7, Category of Coffee Products Exported by EAC Partner States

Code	Product label	2015	2016	2017	2018	2019
090111	Coffee (excluding roasted and decaffeinated)	827,973	836,960	1,005,264	920,805	910,344
090190	Coffee husks and skins; coffee substitutes containing coffee in any proportion	4,019	3,660	6,037	13,444	5,115
090121	Roasted coffee (excluding decaffeinated)	2,757	1,151	3,714	4,054	5,039
090112	Decaffeinated coffee (excluding roasted)	679	481	123	609	693
090122	Roasted, decaffeinated coffee	553	213	477	120	362

Source: ITC Trade Map (accessed 14th December 2020)

Exploring Opportunities in the European Union (EU)

Europe is an important market for all coffee producing countries, Rwanda included. The 27 EU countries and the UK (EU+UK) combined accounted for USD 15.8 billion of all coffee imports in 2019, representing 51.9% of the total global coffee imports worth USD 30.5 billion, according to ITC data. See Table 8 below. This means that the EU+UK as a bloc is the largest coffee market in the world accounting for more than half of global imports. Data from the European Coffee Federation (ECF) also indicates that the EU+UK consumes one third of global consumption of coffee. It has one of the world's highest average annual per capita consumption at just above 5 kg of coffee per person a year. Within Europe, the Nordics are the leading coffee consumers, with Finland accounting for, per annum, 12 kg per capita; Norway at 9.9 kg, Denmark at 8.7 kg and Sweden at 8.2 kg.¹³

Exports to the EU+UK have been somewhat erratic over the last five years: in 2015, imported value was USD 16 billion, decreasing to USD 15.6 billion, before rising sharply to USD 16.9 billion, before declining to USD 16.6 billion in 2018. See Figure 4 below. In terms of specific EU member countries, the main importing markets in 2019 were Germany (with USD 3.2 billion); France (USD 2.7 billion), Italy (USD1.6 billion), Netherlands (USD1.2 billion) and Belgium (USD 1.1 billion), as illustrated in Table 8 on the following page.

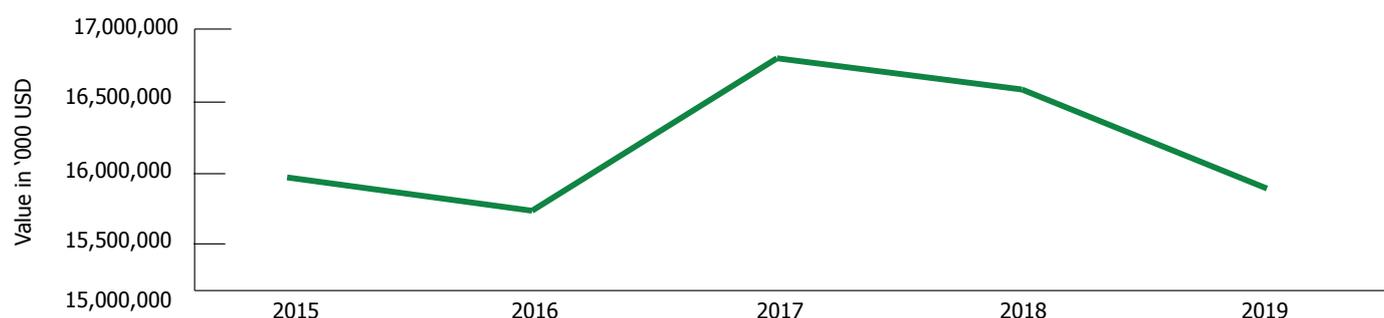
¹³ Statistics as shared by the European Coffee Federation during the April 2021 Coffee Study Tour under EU-EAC- MARKUP

Table 8, EU+UK Imports of Coffee, in `000 USD

Importers	2015	2016	2017	2018	2019
World	31,070,472	30,372,797	33,340,802	31,861,411	30,499,903
EU and UK Aggregation	15,902,972	15,637,103	16,853,966	16,604,809	15,814,411
Germany	3,745,836	3,598,261	3,822,548	3,478,474	3,228,205
France	2,392,542	2,359,515	2,755,853	2,834,421	2,731,272
Italy	1,778,548	1,673,439	1,795,292	1,750,711	1,615,556
Netherlands	959,920	1,032,381	1,246,908	1,291,971	1,194,042
Belgium	1,084,101	1,062,298	1,157,056	1,071,750	1,065,592
United Kingdom	940,281	1,009,975	1,057,131	1,079,545	1,057,547
Spain	1,011,548	989,338	1,080,430	1,016,453	953,686
Poland	457,181	437,860	515,340	583,598	577,956
Austria	433,737	423,001	445,678	443,730	440,174
Sweden	474,245	465,106	502,739	423,919	401,329
Finland	298,336	285,052	306,833	266,472	286,546
Czech Republic	522,514	366,064	266,778	271,150	277,986
Portugal	235,998	243,087	258,720	291,383	264,127
Romania	188,011	218,694	229,861	247,664	242,564
Greece	207,148	280,255	175,512	238,798	236,221
Denmark	183,823	174,787	185,303	179,481	169,986
Slovakia	239,680	216,448	158,633	186,617	148,414
Luxembourg	128,918	127,527	130,965	142,832	128,137
Lithuania	108,157	118,993	125,934	123,537	125,381
Bulgaria	117,581	117,813	131,421	130,106	122,308
Hungary	101,202	111,922	132,533	134,125	119,158
Ireland	74,618	83,000	97,221	107,000	118,485
Slovenia	54,036	58,815	78,754	100,179	102,267
Croatia	66,506	73,217	73,916	74,945	72,607
Latvia	47,581	53,002	60,372	61,490	63,092
Estonia	36,988	39,550	41,138	43,373	39,598
Cyprus	10,582	14,188	17,566	26,359	25,742
Malta	3,354	3,515	3,531	4,726	6,433

Source: ITC Trade Map (accessed 14th December 2020)

Figure 5, Trends for Exports to the EU+UK (2015-2019)



In 2018, Tanzania exported coffee worth USD 49.2 million to the EU+UK, which is 33.1% of its total exports. 38.6% (USD 19M) of it was exported to Germany and 28.1% (USD 13.9M) went to Italy. Based on data in Table 9 below, Tanzania's exports of coffee into Italy are declining, falling from a high of USD 20.2M in 2015, to a low of USD 13.9M in 2018. For Germany, there has been an increase, albeit a sporadic trend. See Table 9 below.

Table 9, Tanzania's Exports to EU+UK

Importers	Exported value in USD Thousand				
	2014	2015	2016	2017	2018
World	123,602	158,234	152,870	126,174	148,341
European Union (EU 28) Aggregation	56,781	66,194	73,753	53,573	49,216
Germany	14,025	19,381	16,351	14,803	19,044
Italy	20,231	19,651	29,580	19,384	13,860
Belgium	11,247	14,295	12,614	7,239	7,668
Finland	3,640	2,596	2,829	2,495	2,005
Sweden	3,314	4,077	4,138	3,401	1,963
United Kingdom	1,521	2,427	1,552	797	1,092
Spain	508	835	959	253	910
Denmark	312	549	2,095	1,665	789
France	984	920	1,534	1,751	670
Ireland	155	295	298	548	335
Netherlands	105	315	956	567	290

Source: ITC Trade Map (accessed 14th December 2020)

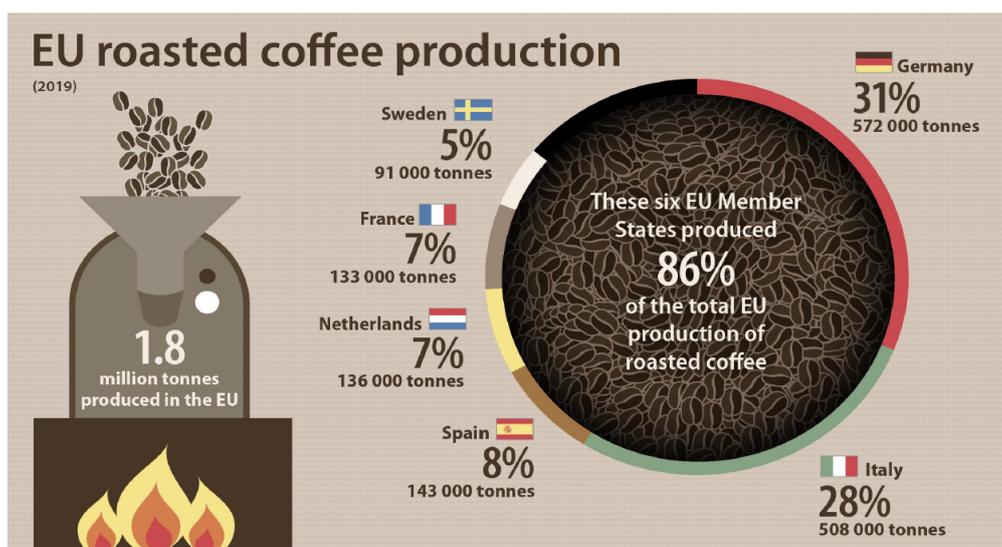
EU+UK is not a significant market for Tanzania's exports compared to other EAC Partner States (it accounts for 65% of Uganda's exports and more than 51% for Kenya). It is however a market worth growing: despite competition from top exporters like Brazil (USD 2.2 billion), Vietnam (USD 1.3 billion), Honduras (USD 631M), and Colombia (USD 589M), European countries are entry points to the wider market – for example, Switzerland is the second highest supplying market for EU+UK coffee, with exports worth USD 1.8billion. Germany (USD 1.7 billion); Italy (USD 1.1 billion); France (USD 1 billion); Netherlands (USD 690M) and Belgium (USD 639M) are all large suppliers to the EU market. See Table 10 below. EU exports are roasted and ground coffee, compared to EAC's unprocessed coffee. Based on data from the Eurostat, in 2019, the EU combined produced 1.8 million tonnes of roasted coffee, with 31% coming from Germany and 28% from Italy. Other key roasting markets are Spain, Netherlands, France and Sweden. See Figure 6.

Table 10, List of Supplying Markets for Coffee Products Imported by the EU+UK (2015 – 2019)

Exporters	2015	2016	2017	2018	2019
Brazil	2,912,111	2,521,833	2,508,469	2,362,684	2,241,464
Switzerland	1,551,446	1,578,327	1,797,419	1,812,310	1,774,103
Germany	1,565,891	1,601,559	1,801,987	1,785,976	1,696,233
Viet Nam	1,402,469	1,452,809	1,615,729	1,570,030	1,317,576
Italy	822,324	935,353	988,599	1,077,150	1,053,363
France	659,311	704,463	887,091	1,025,753	1,014,477
Netherlands	446,258	443,341	673,494	708,390	690,296
Belgium	738,611	703,708	634,414	642,562	639,333
Honduras	683,419	611,083	729,309	681,378	631,463
Colombia	701,943	659,678	697,312	590,911	589,452
Peru	396,204	428,078	420,284	402,045	385,165
India	326,586	322,464	379,403	363,468	307,189
Poland	468895	304,423	276,834	299,857	287,173
Ethiopia	333,307	313,450	313,985	295,089	274,224
Uganda	293,701	262,619	355,655	337,147	273,784
Spain	174,395	198,241	235,175	254,232	262,425
United Kingdom	192,269	210,645	228,075	214,813	243,736
Indonesia	330,519	267,854	346,974	177,236	200,217
Guatemala	128,736	132,390	144,847	158,393	134,987
Nicaragua	106,849	86,551	114,996	135,539	133,262
Slovakia	121,558	123,566	140,752	138,578	131,135
Mexico	101,790	94,050	95,653	113,738	114,848
Sweden	101,234	102,514	129,298	127,389	113,740
Kenya	126,392	118,792	123,797	111,568	107,971

Source: ITC Trade Map (accessed 14th December 2020)

Figure 6, EU Roasted Coffee Production¹⁴



Source: ec.europa.eu/eurostat

The bulk of Tanzania’s exports was unprocessed coffee, which is also EU’s largest import category of coffee. Across all categories of coffee, a huge potential exists as seen in Table 10 below – for example, the EU imported in 2018 USD 8.8 billion worth of unprocessed coffee (HS 090111), against Tanzania’s exports to the EU of USD 48.9M. For roasted coffee, (HS 090121), EU imported coffee worth USD 6.6 billion, while Tanzania had no exports to the EU under this category. This is despite Tanzania registering exports of roasted coffee to other markets as earlier seen.

Table 11, Existing and Potential Trade with EU+UK

HS Code	Product label	Tanzania’s Export to EU+UK			EU+UK imports from world			Rwanda’s exports to world		
		Value in US Dollar thousand			US Dollar thousand			US Dollar thousand		
		2017	2018	2019	2017	2018	2019	2017	2018	2019
090111	Coffee (excluding roasted and decaffeinated)	52,833	48,901		9,367,286	8,806,262	8,147,142	122,836	145,065	159,007
090121	Roasted coffee (excluding decaffeinated)	329	312		6,684,995	7,062,089	6,916,419	2,149	1,285	141
090112	Decaffeinated coffee (excluding roasted)	-	1		188,517	169,578	171,378	-	1	455
090122	Roasted, decaffeinated coffee	-	-		515,406	455,127	425,619	15	-	254
090190	Coffee husks and skins; coffee substitutes containing coffee in any proportion	409	-		61,191	76,132	73,098	1,175	1,991	72

Source: ITC Trade Map (accessed 14th December 2020)

14 As shared by the European Coffee Federation during the April 2021 Coffee Study Tour under EU-EAC- MARKUP

It is however important to note that the above potential demand is affected by various demand and supply-side factors, which will ultimately impact on the ability of the Tanzanian SMEs to tap into it. On the demand side, the key issue relates to the challenge for EU buyers to substitute their current source markets with Tanzania coffee, which would not only be based on prices offered, but also on the blending requirements, already existing recipes and how easily as well as willingly they may change them. Due to its quality, some of Tanzania's coffee is among the most expensive on the global market, so buyers often buy it to put a taste finish to a blend made of other coffees. This means that they would not buy more Tanzanian coffee even if they might want to, because it will mean increasing the price of their product.

And there are several supply side factors that affects ability to tap into this demand. On the upstream end of the value chain, the sector is impeded by low farm productivity/yields, mostly due to poor agricultural practices like limited to no use of fertilisers and other inputs, supply chain constraints, poor coffee quality, lack of modern agricultural technology and variations in weather patterns. This has an impact on the country's ability to meet demands in the export markets.

Understanding the trading regime between the EU and Tanzania

The EAC and the EU agreed and initialed an Economic Partnership Agreement (EPA) on 16 October 2014. The EPA was expected to be signed by the EAC as a bloc by 30th September 2016, but due to differing opinions amongst partner states on the potential impact of the Agreement on EAC economies, it has not been signed and is therefore not yet in force.

Tanzania has not signed the EPA with the EU. However, given its designation as a Least Developed Country (LDC), Tanzania has unrestricted market access to the EU through the Everything But Arms (EBA) initiative. EBA was introduced in 2001 under the EU's Generalised System of Preferences (GSP). It grants LDCs duty-and quota-free access for almost all products, except arms and ammunition. For the period until December 31, 2023, it is regulated by Regulation (EU) No 978/2012 of the European Parliament and of the Council. For countries falling under LDC status, access is automatic and countries do not have to apply to benefit from EBA. EBA preferences can however be withdrawn under exceptional circumstances, notably in case of serious and systematic violation of principles of human rights and labour rights conventions. The EBA initiative has no time-limit.

Under the EBA, Tanzania's coffee enters the EU on the following conditions:

- Duty free, quarter free (DFQF)' basis – meaning there are no duties paid, nor are there any quotas imposed.
- Proof of Origin: The coffee being exported needs to be accompanied by Proof of Origin – through a certificate of origin, currently issued by the Tanzania Chamber of Commerce, Industry and Agriculture (TCCIA). Since 2017, the EU has been applying the Registered Exporter system (the REX system), a system of certification of origin of goods based on a principle of self-certification. Under this system, the origin of goods is declared by economic operators themselves through 'statements on origin'. To be entitled to make out a statement on origin, an economic operator has to be registered in a database by his/her competent authorities (in this case TCCIA). Exporters apply to become registered exporters by filling in an application form and by returning it to TCCIA. Once registered, the exporter has the obligation to communicate to his competent authorities all changes on his registered data. The competent authorities then perform the modifications in the REX system for the registered exporter. It is important to note that the rules for determining the origin of goods in the GSP scheme of the EU remain unchanged with the application of the REX system. Only the method to certify the origin of goods is changed. To be entitled to make out a statement on origin, an economic operator needs to be registered in the REX system and to have a valid registration,

Continues>>

i.e. a registration which is not revoked. Uganda started implementing the REX system in 2019 and currently has 246 registered exporters.

- For goods whose total value of the products does not exceed € 6,000, a declaration on proof of origin can be given by an approved exporter or by any exporter, including those not registered on the REX system. The proof of origin is valid for ten months.
- Exemption from proof of origin: When the total value of the imported products does not exceed €500 in the case of small packages or €1,200 in the case of products forming part of personal luggage.
- Determination of Origin: For purposes of export, goods are originating in a country if a) they are wholly obtained in that country; b) they are not wholly obtained and they are sufficiently worked or processed products and c) the processing goes beyond a list of insufficient operations. Under the EU cumulation rules, Tanzanian exporters may also export coffee from other EAC Partner States, as they benefit from DFQF access to the EU under EBA scheme and the Market Access Regulation No 1528/2007 which governs EU preferential market access regime for countries like Kenya that have negotiated EPAs with the EU.
- Transport Provisions: the goods imported in the EU should be the same as the ones exported from the beneficiary country. This means that the goods should not be subject to operations others than the ones necessary to preserve the goods in good condition. Other allowed operations include Adding or affixing of marks, labels, seals or any other documentation to ensure compliance with specific domestic requirements applicable in the Union; storage of products in a country of transit if they remain under customs supervision, as well as splitting of consignments in a country of transit if carried out by the exporter or under his responsibility and if the goods concerned remain under customs supervision.

Specific requirements for coffee exports are elaborated in Chapter 2 of this Guide.

Note: The 27 Members of the EU form a single territory for customs purposes. The United Kingdom withdrew from the EU and has been a third country as of 1 February 2020. During the transition period, which ended on 31 December 2020, Union law, with a few limited exceptions, continued to be applicable to and in the UK.

Exploring Opportunities under the African Continental Free Trade Area (AfCFTA)

Africa is not a very large market for exported coffee, which may be explained by two factors – one – a predominantly tea drinking culture and two, a number of coffee consuming countries are also producing countries, for example Ethiopia. In 2019, Africa imported 1.68% of total world imports of coffee at USD 513M, a sharp decline of 35.1% from 2018 figure of USD 789M. See Table 12 below.

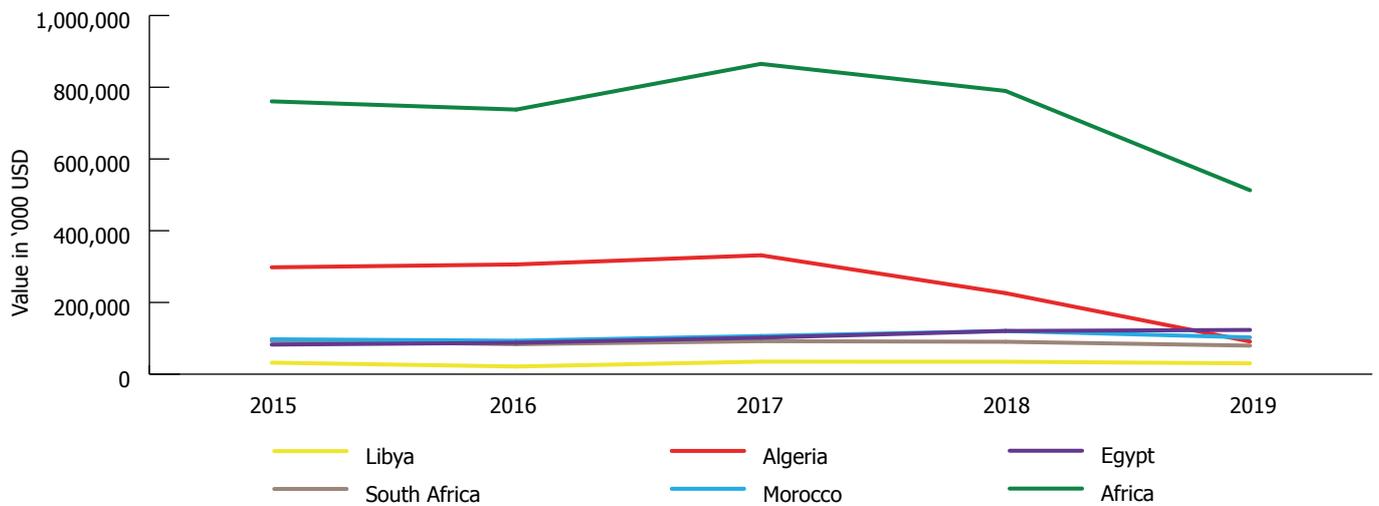
Looking at the last five years, Africa's coffee imports have been on the decline since 2017, when they had reached a high of USD 865M. Looking at the top importing countries, the decline in overall imported value corresponds to a decline in imports by Algeria, which was the largest importer between 2015 to 2018, before dropping to third place in 2019 with imports worth USD 91M, from a high of USD 331M in 2017. See Figure 5 below. The current top importer is Egypt with USD 123M in 2019, followed by Morocco, with USD 103M. Other top importers are South Africa (USD 80M); Libya (USD 30M) and Tunisia with USD 26M.

Table 12, Top African Importers of Coffee

Importers	2015	2016	2017	2018	2019
World	31,070,472	30,372,797	33,340,802	31,861,411	30,499,903
Africa Aggregation	760,637	737,727	865,074	789,754	512,825
Egypt	82,424	87,440	101,750	120,428	123,338
Morocco	97,266	93,297	106,387	120,454	102,572
Algeria	297,869	305,944	331,502	225,970	91,018
South Africa	92,980	83,541	91,998	90,289	79,596
Libya, State of	32,102	21,314	34,993	34,671	30,137
Tunisia	53,699	45,775	68,293	51,408	26,399
Namibia	7,671	7,444	8,855	8,386	8,809
Uganda	15,702	9,070	16,907	7,851	5,806
Botswana	5,447	4,888	6,372	6,725	5,151
Mauritius	2,390	3,660	3,432	4,870	4,328
Kenya	3,667	2,030	3,762	5,568	4,073
Nigeria	2,926	4,730	2,413	1,395	3,876
Senegal	1,575	2,886	3,271	5,371	3,736
Angola	1,466	3,125	5,882	8,422	3,536
Côte d'Ivoire	3,506	2,667	2,305	2,407	2,818
Mozambique	1,851	1,267	1,863	1,658	2,088
Madagascar	214	278	819	5,360	2,062
Cabo Verde	1,806	1,377	2,359	2,418	1,944
Eswatini	927	995	1,198	1,450	1,294
Seychelles	477	787	1,096	1,275	1,123

Source: ITC Trade Map (accessed 14th December 2020)

Figure 7, Africa Imports of Coffee, Trends



Looking at the category of coffee Africa imports, unprocessed coffee takes a lead at USD 396M in 2019, followed by roasted coffee at USD 95M. See Table 13 below. The main supplying markets for coffee imported by Africa are Indonesia (USD 89M) in 2019, followed by Cote d'Ivoire (USD 79M); Brazil (USD 62M); Vietnam (USD 40M) and Italy (USD 36M). See Table 14 in the following page.

Table 13, Category of Coffees Imported by Africa

HS Code	Product label	2015	2016	2017	2018	2019
090111	Coffee (excluding roasted and decaffeinated)	638,648	631,120	743,011	655,765	395,866
090121	Roasted coffee (excluding decaffeinated)	75,346	71,701	81,472	106,690	94,894
090122	Roasted, decaffeinated coffee	16,168	10,920	13,025	11,286	10,118
090190	Coffee husks and skins; coffee substitutes containing coffee in any proportion	24,810	19,476	20,756	11,343	10,117
090112	Decaffeinated coffee (excluding roasted)	5,659	4,515	6,804	4,672	1,826

Source: ITC Trade Map (accessed 14th December 2020)

Table 14, List of Supplying Markets for Coffee Imported by Africa

Exporters	2015	2016	2017	2018	2019
Indonesia	121,053	92,593	146,510	91,355	89,208
Côte d'Ivoire	106,471	115,360	73,204	67,876	79,184
Brazil	53,616	42,271	43,672	50,024	61,697
Viet Nam	182,379	209,359	229,033	226,830	40,143
Italy	26,731	24,422	27,768	37,448	35,747
Switzerland	31,038	31,638	32,178	37,773	29,835
Uganda	53,928	59,376	107,548	88,820	28,575
India	24,803	31,126	43,205	27,954	26,164
South Africa	16,370	15,853	19,522	20,358	17,863
Colombia	8,066	5,447	6,022	7,141	9,398
Tanzania	22,201	13,685	20,493	16,848	9,116
Togo	15,000	8,788	4,467	10,889	6,882
Portugal	3,836	4,710	7,462	7,973	6,615
Burundi	958	835	1,179	3,255	6,545
Ethiopia	9,796	6,262	13,260	22,053	5,993
Guinea	13,114	17,299	10,757	15,214	5,973
Guatemala	2,798	5,162	5,356	5,238	5,129
France	4,389	3,412	3,992	5,182	5,107
Germany	2,909	2,435	3,692	3,372	3,615
Honduras	3,487	1,637	3,477	3,140	3,249
Malaysia	1,548	280	1,332	1,737	3,235
Kenya	1,402	1,527	7,556	4,146	2,860
Spain	1,293	1,649	1,843	2,617	2,363
Rwanda	2,597	3,551	4,360	5,364	2,306

Source: ITC Trade Map (accessed 14th December 2020)

Tanzania's exports to Africa are very low, pointing to a largely unexploited potential, not only for unprocessed coffee, but also for processed coffee. Furthermore, Tanzania exports to Africa have decreased steadily over the period under review, drooping from a high of USD 22.2M in 2015, to a low of USD 9.1M in 2019. (We note however this is mirror data and subject to revision.)

Understanding the trading regime under the AfCFTA

The Agreement to establish the AfCFTA was signed by 44 Heads of State and Government of the 55 AU member states on 21 March 2018. **The AfCFTA entered into force on 30 May 2019 with 24 countries** having deposited their instruments of ratification, thereby fulfilling the Art. 2 of the AfCFTA Agreement that required 22 ratifications and deposits. **As at end of January 2021, 35 countries have both signed and ratified the AfCFTA Agreement. Of the 55 AU member states, only Eritrea has yet to sign to this ambitious initiative.** AfCFTA Agreement provides the framework for detailed negotiations on Trade in Goods, Trade in Services (5 priority sectors identified), and Phase II on other issues like Competition Policy, IPR and Investment. **The AfCFTA aims to doubling intra-African trade, which currently stands at 18% of total exports against 59% in Asia and 69% in Europe. It will cut tariffs on tariffs on 90% of goods traded within the continent as well as increase trade in more in value added products.** Once operational, the AfCFTA will bring together the economies of **55 African states under a pan-African free trade area comprising 1.2 billion people, in a market with a combined GDP of about \$2.5 trillion to \$6.4 trillion** (UNECA, WB).

Trading under the AfCFTA Agreement commenced on **1st January 2021**. Despite this commencement, **it is important to note that a number of key aspects of trading are yet to be concluded. These include the schedules of tariff concessions and rules of origin (RoO), which are both critical to the free movement of goods.** While RoO is not likely to be an issue for coffee as it is wholly produced in Rwanda, the issue of tariff liberalization is important. Member states have agreed to liberalise 90% of tariff lines within 5 years, with least developed countries having 10 years. A further 7% of tariff lines, designated 'sensitive products' will be subject to a more gradual liberalization. 3% of tariff lines shall be excluded from liberalization.

For the coffee sector, not only is this a large market, the future also looks promising given the that by **2050 Africa's population is projected to reach 2 billion, with a predominantly young population and a rising middle class**, factors that auger well for the industry. This expanded market provides the needed economies of scale to support value addition with the target being the African market.

Where to find additional / updated information

This Chapter has provided the Tanzanian coffee sector SME with an overview the export market for Tanzanian coffee, its size, the main buyers and the unexploited potential especially in Europe and Africa. Information on the latest developments in each of these markets can be found as follows:

- The Tanzania Coffee Board is the main source of information concerning coffee production and trade in Tanzania. See <https://www.coffeeboard.or.tz/>
- For data on coffee production by all producing countries, the International Coffee Organisation (ICO), provides various market reports. See <http://www.ico.org>
- For trade data to any market of interest as well as applicable tariffs and rules of origin, ITC trade tools provide the most comprehensive data. Register for free on <https://www.trademap.org> to access TradeMap, Market Access Map and other market tools.

For market information on the coffee sector in the EU, the Centre for the Promotion of Imports from developing countries (CBI), an initiative of the Netherlands Government is the place to go. The CBI website <https://www.cbi.eu/market-information/coffee>, contains valuable information on the size of the EU coffee market, including demand, consumer trends, market requirements, tips for finding buyers, as well as promising markets and products among others. The information is provided at no cost.

- For developments on the AfCFTA, the African Union continually updates stakeholders. See www.au.int
- For requirements for accessing the EU market, more information is available in Chapter 2 of this Guide and on the EU Export Health Desk, available on www.trade.ec.europa.eu/tradehelp
- Information on the the GSP scheme, customs duties, rules of origin and the like is available on the Access2Markets portal of the EU. See <https://trade.ec.europa.eu/access-to-markets/en/home> for more details. The TARIC database: a database integrating all measures relating to EU customs tariff, commercial and agricultural legislation: available on https://ec.europa.eu/taxation_customs/dds2/taric/taric_consultation.jsp?Lang=en
- For more information about the REX System, log on to: https://ec.europa.eu/taxation_customs/sites/taxation/files/rex_registered-exporter-system_en.pdf OR [https://ec.europa.eu/taxation_customs/business/calculation-customs-duties/rules-origin/general-aspects-preferential-origin/arrangements-list/generalised-system-preferences/the_register_exporter_system_en#:~:text=The%20Registered%20Exporter%20system%20\(the,so%2Dcalled%20statements%20on%20origin.](https://ec.europa.eu/taxation_customs/business/calculation-customs-duties/rules-origin/general-aspects-preferential-origin/arrangements-list/generalised-system-preferences/the_register_exporter_system_en#:~:text=The%20Registered%20Exporter%20system%20(the,so%2Dcalled%20statements%20on%20origin.)
- To confirm if you are a registered exporter under the REX system, log on to http://ec.europa.eu/taxation_customs/dds2/eos/rex_home.jsp?Lang=en, where the data on the system is published. Importers in the EU are also able to verify the validity of the registrations of the registered exporters who provide statements on origin.
- For a more extensive source of information on all aspects of international trade of coffee, including but not limited to production and sales statistics, contracts, logistics, e-trade, futures, hedging, quality issues, certifications, social aspects, environment, climate change etc, access the ITC Coffee Guide, which is accessible online free of charge on <http://www.thecoffeeguide.org/>



Chapter 2: Meeting Import Requirements of EU Market¹⁵

Overview and Objectives of Chapter 2:

This Chapter provides an overview of the requirements for coffee destined for the EU market. It thus elaborates the mandatory and voluntary quality, health and safety, labelling and packaging related requirements as well as various market preferences and trends that existing and aspiring coffee exporters to the EU should be aware of.

The key objectives of this Chapter are:

- To provide the Tanzania coffee SME with a consolidated and simplified reference to the mandatory requirements for exporting coffee to the EU;
- To provide the Tanzania coffee SME with an overview of EU coffee market preferences and trends that the SME may tap into;
- To provide Tanzania's TSIs with a reference point for the requirement SMEs must fulfill in order to tap into the EU Market; and,
- To point the Tanzania coffee SMEs and TSIs to sources of credible information on requirements and market preferences for coffee exported to the EU.

Every importing market has in place mandatory (set in law) and voluntary requirements that all products wishing to enter and be sold in that market have to meet. These requirements serve many purposes: some of them are meant to protect the health and safety of the consumers in a given market, while others serve to ensure that they have all the necessary information about the products they are consuming, in a language they can understand. In addition, there may be other requirements that products that wish to target specific market segments (usually called niche markets) have to meet. These may be organic, fair-traded etc.

In the section that follows, the key requirements for exports of coffee destined for the European Union as well as the market preferences are elaborated.

Sanitary and Phytosanitary Requirements for Coffee

Among the mandatory requirements are those meant to ensure that consumers in any importing market are being supplied with coffee that is safe to consume, by the measures deemed appropriate by their governments; as well as to ensure that that these measures are not such that they became barriers / hinderances to businesses wishing to export to these market, the world relies on the World Trade Organisation (WTO) 'Agreement on the Application of Sanitary and Phytosanitary Measures – (SPS Agreement)'. The Agreement sets out the basic rules for sanitary (human and animal health) and phytosanitary (plant health) measures and standards. It is important to note that these measures are not only targeted at imported products, but they also apply to domestically produced food or local animal and plant products.

The SPS Agreement allows countries to set their own SPS measures – meaning that countries may use different standards and different methods of inspecting products for them. Notably, these measures can take many forms, such as requiring products to come from a disease-free area, inspection of products, specific treatment or processing of products, setting of allowable maximum levels of pesticide residues or permitted use of only certain additives in food. Furthermore, given the differences in climate, existing pests or diseases, or food safety conditions, there will be different SPS requirements for products coming from different countries – rather, SPS measures that apply to coffee from Tanzania may sometimes vary from those that apply to coffee from Brazil or Colombia, given the different climatic, pest, disease occurrences in these countries.

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The bulk of this information is obtained from the EAC Quality Compass (<https://un-consulting.ch/eac/compass>); and the EU Export Help Desk, <https://trade.ec.europa.eu/tradehelp/coffee>

Given the possibility to use the agreement to favour or protect domestic producers or to protect against imports from some countries, the SPS Agreement provides checks for unjustified discrimination by requiring that these standards must be based on science; should be applied only to the extent necessary to protect human, animal or plant life or health and they should not arbitrarily or unjustifiably discriminate between countries where identical or similar conditions prevail.¹⁶ Furthermore, member countries are encouraged to use international standards, guidelines and recommendations where they exist. However, members may use measures which result in higher standards if there is scientific justification. They can also set higher standards based on appropriate assessment of risks so long as the approach is consistent, not arbitrary. Sanitary (human and animal health) and phytosanitary (plant health) measures apply to domestically produced food or local animal and plant diseases, as well as to products coming from other countries.

The section that follows elaborates the **SPS requirements for green coffee entering the EU market.**

Food Safety

Agricultural products such as coffee are susceptible to biological, chemical and physical hazards known as contaminants, which may include pesticide residues, heavy metals, microbiological pathogens, naturally occurring toxic substances such as mycotoxins, among others. These substances often result from environmental exposure during production, post-harvest handling, manufacturing, processing, packaging, transport or storage. To protect consumers, the EU has two overarching laws, and others specific to types of contaminants, as follows:

For all applicable exports, the **EU General Food Law - Regulation (EC) No 178/2002** provides the foundational rules on the safety of food and feed in the EU and establishes the European Food Safety Authority (EFSA), which provides support for the testing and evaluation of food and feed. The Food Law provides that a) food shall not be placed on the market if it is unsafe and b) food shall be deemed to be unsafe if it is considered to be either injurious to health or unfit for human consumption.

Regulation (EC) No 852/2004 on the hygiene of foodstuffs sets out applicable hygiene requirements on imported food. This legislation, based on Hazard Analysis Critical Control Point (HACCP) methodology, is legally binding for food processors, and is recommended for those involved in primary production (farmers). Processors must have in place a food safety management system based on HACCP principles, to ensure that food remains safe through all stages of production, all the way to the end consumer.

For specific types of contaminants, the following apply:

- **Maximum Residue Limits (MRLs):** this is the highest level of a pesticide residue legally tolerated in or on food or feed when pesticides are applied correctly. This limit provides reasonable assurance that no negative effects on consumer health will result over a lifetime of dietary exposure. Within the EU, regulations regarding MRLs for different pesticides contained in Regulation (EC) No 396/2005. For green coffee beans entering the EU, over 480 potential substances are subject to MRLs. A comprehensive list of these substances and their limits is available on <https://ec.europa.eu/food/plant/pesticides/eu-pesticides>. (The reference number for coffee bean is 0620000). Any pesticide not listed on the site should NOT be used as it has not been approved by EU authorities. Such pesticides (that have not been approved) have a default value set at the 'limit of detection', which is 0.01 mg/kg. Coffee beans that exceed the MRL or have used banned substances are not allowed on the European market, which may result in costly withdrawals from the market. Also important to note is that some buyers and retailers have set MRLs that are stricter than those of EU regulations. It is therefore important to check with buyers to ensure that their requirements are met.

¹⁶ https://www.wto.org/english/tratop_e/sps_e/spsund_e.htm

- **Ochratoxin A (OTA)** – a common problem in coffee beans, OTA is often a reason for most border rejection of coffee consignments. Limits on mycotoxins such as OTA are set within Commission Regulation (EC) 1881/2006 on setting maximum levels for certain contaminants in foodstuffs. Based on this regulation, the following limits on OTA apply to green coffee beans. Most of OTA is eliminated during the roasting process, by as much as 85%, thus, the regulation applied more to roasted coffee and soluble coffee.

Product	OTA Maximum Limit (µg/kg or ppb)
Green coffee beans	No specific limits because the coffee is intended for further processing before reaching consumers
Roasted coffee beans and ground roast coffee, excluding soluble coffee	5.0
Soluble coffee (instant coffee)	10

Despite there being no limits for green beans, OTA contamination is a concern even at this stage as initial contamination can occur at the farm level, but most of the growth takes place during the post-harvest stages including processing, storage and transport. Thus, it is important to manage moisture throughout the entire processing and supply chain.

- **Heavy metals:** - Limits on heavy metal contaminants are set within **Commission Regulation (EC) 1881/2006** on setting maximum levels for certain contaminants in foodstuff, usually measured in milligrams per kilogram of weight (mg/kg) or parts per million (ppm). Based on this regulation, there are no limits set specifically for coffee. It should be noted that the EU Food law mandates that all food products entering the EU market must be deemed safe and the presence of metal contaminants such as tin, lead, cadmium, arsenic and mercury at excessive levels renders food unsafe.
- **Mineral Oil Hydrocarbons (MOHs):** these are chemicals, such as polycyclic aromatic hydrocarbons (PAHs) that can contaminate food products during processing stages. **Limits on MOHs in foodstuffs are set out in Regulation (EC) 1881/2006.** Although there are no limits established for coffee products, their contamination can occur in often used materials such as jute bags, which have been fabricated using “batching oil” to soften the jute fibres before spinning. Thus, only the jute bags that conform to the International Jute Organization standards should be used. In addition, contamination can also occur due to poor drying or refining practices that rely on the burning of fossil fuels, coal or garbage. Coffee beans should not be dried using wood or diesel fires, nor should they be dried in close proximity to heavy trafficked roads. Coffee should be stored in areas that have zero presence of smoke.
- **Extraction Solvents:** sometimes extractions solvents may be used in the production of coffee products, for example, during the decaffeination process. Use of these extraction solvents may leave traces of the substance in the product, and high levels could potentially harm human health. Thus, in the EU market, limits on these extraction solvents are set within **Directive 2009/32/EC of the European Parliament.** If used during coffee processing, the residues left behind in the coffee must not exceed those stated within the directive.

Name	Conditions of use (summary of description of extraction)	Maximum residue limits in the extracted food-stuff or food ingredient
Methyl acetate	Decaffeination of, or removal of irritants and bitterings from coffee and tea	20 mg/kg* in the coffee or tea
Ethylmethylketone	Decaffeination of, or removal of irritants and bitterings from coffee and tea	20 mg/kg in the coffee or tea
Dichloromethane	Decaffeination of, or removal of irritants and bitterings from coffee and tea	2 mg/kg in the roasted coffee and 5 mg/kg in the tea

*mg/kg - milligrams per kilogram or parts per million (ppm)

- **Food Additives:** Regulation (EC) No 1333/2008 contains a list of food additives permitted for use in the European Union at certain levels and on certain foods. According to EU Law, food additives shall not be used in unprocessed food or food for young children. The European Commission has created a Food Additives Database that provides detailed information on which additives can be used in different food categories. Under the subcategory “Coffee, coffee extracts (14.1.5.1)” one will find that the following substances are allowed for use on coffee beans as glazing agents, provided they do not exceed any of the maximum limits stated:

E No.	Additive name	Maximum limit
E 901	Beeswax, white and yellow	quantum satis only coffee beans, as glazing agent
E 902	Candelilla wax	quantum satis only coffee beans, as glazing agent
E 903	Carnauba wax	ML = 200 mg/l , only coffee beans, as glazing agent
E 904	Shellac	quantum satis only coffee beans, as glazing agent

To avoid the above types of contaminants, good practices and controls are needed to prevent contamination in the first place. Good Agricultural Practices (GAP), Good Hygiene Practices (GHP) and Good Manufacturing Practices (GMP) must be adopted to minimize and mitigate related risks

Plant Health

Plant-based food product consignments can introduce pests, weeds or diseases that could harm humans, plants, or animals in the importing country. Phytosanitary or plant health requirements are thus put in place to prevent the introduction and spread of harmful organisms, which can be introduced not only by the product itself, but also through any wood packaging that may accompany it. Therefore, all consignments must be verified free of bacteria, viruses, pests and diseases that can harm animals or plants in the country. The occurrence of pests can be minimized through using appropriate planting material, good growing practices, good sanitation practices, appropriate use of approved pesticides, and good practices in storage and transport.

An authorised official in the country of origin must issue the **phytosanitary certificate** guaranteeing that consignments are free from pests, weeds and disease, and that they meet the phytosanitary requirements of the EU market. In Rwanda, the **Rwanda Inspectorate, Competition and Consumer Protection Authority (RICA)** is responsible for issuing phytosanitary certificates. If a phytosanitary certificate does not accompany a consignment, or if pests, weeds or diseases are detected during quarantine inspection, the consignment may be returned, destroyed or in some cases undergo treatment that renders it fit for release.

Depending on geographic location and environmental conditions, **coffee beans are susceptible to infestation by a number of pests and diseases** including: coffee berry borer, scale insects, mealybugs (coffee root mealybug), aphids (black citrus aphid), antestia bugs, coffee lace bug, thrips, wood-boring beetles (black twig borer, white stem borer), coffee wilt disease, coffee bark disease, coffee leaf rust, coffee berry disease, and blister spot virus.

On 14 December 2019, new EU Plant Health Rules that seek to improve the protection of the EU territory and its plants came into force. According to **EU Regulation (EU) 2016/2031**, all plants (including living parts of plants) entering the EU must be accompanied by a phytosanitary certificate that certifies the consignment complies with the law’s requirements, unless the product is listed in Commission Implementing Regulation (EU) 2018/2019 as exempt from this general requirement, which coffee is not.

The phytosanitary certificate must be issued by an authorized body in the country of origin **after a plant health inspection has taken place**. On the phytosanitary certificate, an Additional Declaration must be completed, which includes the **full wording of the treatment/systems approach used**.

In addition, **Commission Delegated Regulation (EU) 2019/1702** establishes a list of priority pests which constitute significant economic, environmental and social impact on EU territory. Currently the list is composed of 20 quarantine pests, including *Xylella fastidiosa*, false codling moth, the Japanese beetle, the Asian long-horned beetle, Citrus greening and Citrus Black Spot.

The format of a phytosanitary certificate must be in line with the International Standard for Phytosanitary Measures No. 12 (ISPM-12) guidelines. Exporters should ensure that any additional declarations required are reflected accurately on the phytosanitary certificate. Documents must be consistent and accurate, for example indicate the correct product, date, and quantities, and ensure the integrity of the consignment by sending what is indicated on the phytosanitary certificate. Specific conditions apply to the compilation of a phytosanitary certificate, and any violations will render the consignment unacceptable and processing will be rejected:

- The name and full address of the consignee must be clearly stated.
- The correct Botanical name of the genus and species must be declared in the appropriate box.
- Each shipment must be accompanied by a phytosanitary certificate.
- Inspection of the products referred to in the certificate and the signing of the certificate must have occurred no more than 14 days before dispatch.
- The certificates must be issued by the official plant protection service of the country.
- Provincial, regional, state or local government certificates are not acceptable.
- The certificates must be signed by an authorized officer of the plant protection service in the country of origin.
- Certificates issued in a language other than English MUST be accompanied by a translation signed by the authorized officer.

An export health certificate is required for the export of all commodities that are for human consumption. Issuance of the certificate is regulated by Rwanda Inspectorate, Competition and Consumer Protection Authority (RICA) and is required for each consignment for export.

Traceability

Traceability refers to as the ability to follow the movement of a food through specific stages of production, processing and distribution (according to the Codex Alimentarius Commission). Also known as the 'one-step-back-one-step-forward' principle, traceability allows identification of the origin of food and feed ingredients and food sources, particularly when products are found to be faulty. Putting in place a traceability system allows a company to document and/or to locate a product through the stages and operations involved in the manufacture, processing, distribution and handling of feed and food, from primary production to consumption. In case of a health issue with a consignment, traceability provides for more rapid access to relevant and reliable information that helps determine the source of the outbreak as well as the location of implicated products.

In general, a food business should not receive any food or food ingredient unless it can identify the name of the food/ingredient and the name and contact information of the supplier. Traceability systems, already mandatory for food businesses operating in certain developed countries, are becoming increasingly common worldwide.

As per **Regulation (EC) No 178/2002, Article 18**, all food products must be traceable within the European Union. While exporters in trading partner countries cannot be legally required to fulfil traceability requirements imposed within the European Union, the requirement extends to the European importer who must be able to identify who in Rwanda supplied the coffee. Thus, records must be kept

of a) names and business addresses of anyone that supplies coffee and b) names and business addresses of anyone to whom coffee is sold.

Coffee should not be received or sold unless the name and business address of the supplier/buyer has been identified and recorded. Each lot/batch of coffee supplied should be associated with its supplier, and records should indicate/track this. A system should be in place whereby this information can be provided to authorities in the event it is requested. This record may be either electronic or hard copy, but it must be kept at each step (i.e. the farm, the packhouse, exporter). At the small-scale farmer's level, handwritten records may be used if resources do not allow for other forms of record keeping.

It is common practice for EU buyers to ask trading partners to meet the traceability requirements even beyond the one step back-one step forward principle. However, these requests are part of contractual arrangements and are not legally required.

Standards for Coffee

By nature, standards are voluntary. They provide rules, guidelines or specifications for activities or their results and may have one or more specific objectives. Compliance with standards can offer buyers and consumers across markets assurances that a product will meet or exceed their needs in terms of safety, fitness for purpose, compatibility or interchangeability. Standards can be public or private, national, regional or international in scope. In this way, standards are major facilitators of trade. Standards can benefit companies in many ways depending on their use including: increased market opportunities, competitive advantages, improved risk management and cost reduction. Applying standards can help to establish credibility and a good reputation in an industry.

Standards are also used as the basis for technical regulations. For example, when a standard is referenced by or incorporated into a country's food safety law it becomes a technical regulation – meaning it becomes mandatory for that particular market. By making effective use of standards, it is possible to 'stay ahead of the curve' in terms of potential future regulations.

Some standards are specific to certain products and may cover the areas of food safety, product quality, labelling, packaging, etc., and may be regional, national or international in scope. Quality specifications are generally verified at the time of shipment with documentation provided by the supplier, to ascertain that the product is in conformity with the specification. In order to meet the standard, the manufacturer or supplier must present a product in conformity with each of the characteristics laid down in the standard document. Each one can be tested and verified on delivery of the product.

It is important to note that many buyers have developed their own unique set of specifications for any coffee beans that they purchase. Often these requirements are set forth in a 'technical sheet' that describes chemical/physical analysis parameters, sensory characteristics, etc. Sometimes these buyer standards have higher quality requirements than those in national or international product-specific standards. They may also specify different testing methods for determining the quality parameters.

On the following page are some of **the most common product standards for green coffee beans relevant for the EU market**

International Coffee Standards

These are standards developed by the International Organization for Standardization (ISO – www.iso.org). For coffee and related products, the standards below apply. **Point of Note: These standards are purchasable from the ISO.**

Standard	Scope of the Standard
	Green Coffee Standards
ISO 1446:2001	Green coffee -- Determination of water content -- Basic reference method
ISO 3509:2005	Coffee and coffee products – Vocabulary
ISO 4072:1982	Green coffee in bags – Sampling
ISO 4149:2005	Green coffee -- Olfactory and visual examination and determination of foreign matter and defects
ISO 4150:2011	Green coffee or raw coffee -- Size analysis -- Manual and machine sieving
ISO 6666:2011	Coffee sampling -- Triers for green coffee or raw coffee and parchment coffee
ISO 6667:1985	Green coffee -- Determination of proportion of insect-damaged beans
ISO 6668:2008	Green coffee -- Preparation of samples for use in sensory analysis
ISO 6669:1995	Green and roasted coffee -- Determination of free-flow bulk density of whole beans (Routine method)
ISO 6673:2003	Green coffee -- Determination of loss in mass at 105 degrees C
ISO 8455:2011	Green coffee -- Guidelines for storage and transport
ISO 9116:2004	Green coffee -- Guidelines on methods of specification
ISO 10470:2004	Green coffee -- Defect reference chart
ISO 18794:2018	Coffee -- Sensory analysis – Vocabulary
ISO 20481:2008	Coffee and coffee products -- Determination of the caffeine content using high performance liquid chromatography (HPLC) -- Reference method
ISO 24115:2012	Green coffee -- Procedure for calibration of moisture meters -- Routine method
	Roasted Coffee Standards
ISO 3509:2005	Coffee and coffee products – Vocabulary
ISO 11294:1994	Roasted ground coffee -- Determination of moisture content -- Method by determination of loss in mass at 103 degrees C (Routine method)
ISO 11817:1994	Roasted ground coffee -- Determination of moisture content -- Karl Fischer method (Reference method)
ISO 6669:1995	Green and roasted coffee -- Determination of free-flow bulk density of whole beans (Routine method)
ISO 18794:2018	Coffee -- Sensory analysis – Vocabulary
ISO 18862:2016	Coffee and coffee products -- Determination of acrylamide -- Methods using HPLC-MS/MS and GC-MS after derivatization
ISO 20481:2008	Coffee and coffee products -- Determination of the caffeine content using high performance liquid chromatography (HPLC) -- Reference method
ISO/CD 23134 [Under development]	Roasted ground coffee -- Method using test sieves
	Instant Coffee Standards
ISO 3726:1983	Instant coffee -- Determination of loss in mass at 70 degrees C under reduced pressure
ISO 6670:2002	Instant coffee -- Sampling method for bulk units with liners
ISO 8460:1987	Instant coffee -- Determination of free-flow and compacted bulk densities
ISO 11292:1995	Instant coffee -- Determination of free and total carbohydrate contents -- Method using high-performance anion-exchange chromatography
ISO 20938:2008	Instant coffee -- Determination of moisture content -- Karl Fischer method (Reference method)
ISO 24114:2011	Instant coffee -- Criteria for authenticity
ISO/DIS 22994	Testing of coffee and coffee products -- Determination of dry matter content of soluble coffee -- Sea sand method for liquid coffee extracts

EAC Regional Coffee Standards

The EAC Treaty provides for cooperation in the areas of Standardization, Quality Assurance, Metrology and Testing (SQMT). Under this cooperation, the SQMT Act was enacted in 2006, which among others, sets out the objectives of harmonization of standards, including to protect and improve the health and safety of consumers; facilitate regional and international trade as well as increase opportunities for companies within the community to participate in international technology transfer. East African Standards (EAS) are developed by the East African Standards Committee (EASC), a policy organ established by the SQMT Act of 2006.

For green coffee beans, the relevant standards are:

- **EAS 130: 2019, Green coffee beans – Specification:** This East African Standard specifies requirements for green coffee beans. It applies to the following categories of coffee: a) Arabica coffee; Wet processed; Dry processed; b) Robusta coffee; Wet processed; Dry processed
- **EAS 221: 2001, Woven bags (100 percent sisal) for clean coffee beans – Specification.** This East African Standard specifies the requirements for woven bags (100 per cent sisal) for clean coffee beans
- **EAS 105: 2019, Roasted coffee beans and roasted ground coffee – Specification.** This East African Standard prescribes the requirements and methods of sampling and test for roasted coffee beans and roasted ground coffee.

Tanzania Coffee Standards

The following are the Tanzanian Coffee Standards, which can be purchased from the Tanzania Bureau of Standards (TBS).

Roasted Coffee Standards
■ TZS 417: 2009(E): Roasted and ground coffee – Specification
Instant / Soluble Coffee Standards
■ TZS 414: 2009(E): Instant (soluble) coffee powder – Specification.

Packaging

Packaging is a vital component of export success and includes not only the materials used to package the product, but also all of the packaging-related processes along the supply chain. Packaging machines and equipment, transportation and storage, whether at a production centre, distribution centre or at the point of sale, all influence the success of a packaging system. Moreover, the disposal of packaging material after final use or consumption of the product must also be considered.

Packaging serves two main purposes – to ensure the integrity of the product until sale and to entice consumers to purchase the product over other options. Packaging protects its contents from external threats including spoilage, breakage and damage from external environmental conditions until the product reaches the end user. Non-compliance with regulations such as those pertaining to food contact materials can result in outright rejection of goods at the port of entry in the destination market.

There are generally three layers of packaging that need to be considered for most products: primary, secondary and tertiary:

- Primary packaging is that which comes into immediate contact with the product and is the smallest unit of distribution.
- Secondary packaging envelops the primary packages and serves as an added layer of protection, such as a case or carton.
- Tertiary packaging is the third layer of packaging, which is generally used during transportation or shipping, such as a palletized load of secondary packages.

Different importers/buyers will have different packaging requirements, depending on their point in the supply chain. The exporter must thus ensure that their packaging systems fit the market expectations and requirements.

For the coffee sector, no product-specific packaging requirements exist for green coffee beans within EU regulations. Different importers/buyers will have different requirements regarding what they expect in terms of packaging. The following should however be borne in mind:

- Food contact materials - Regulation (EC) No 1935/2004 lays out rules regarding materials that come into contact with food products, such as packaging. Thus, only materials which are suitable for contact with food are used and that they will not endanger human health, cause an unacceptable change in the composition of the food or cause deterioration in the sensory characteristics of the food. The packaging must be free from substances that could damage the food, fungal contamination, insect infestation and undesirable or bad odours.
- Green coffee beans are sensitive to water absorption. They are therefore packaged in woven bags made from natural fibre (jute or hessian) to allow free air circulation. Bulk coffee is often packed in container-sized bulk flexi-bags, which hold roughly 20 tonnes of green coffee beans. The rest of the green coffee is transported in traditional 60-kilo jute sacks.
- During transport, green coffee beans are perishable and thus cannot be stored indefinitely without degrading quality. It is important to preserve coffee bean quality during transport. Cargo needs to be protected from moisture during loading and appropriate temperature/humidity controls must be observed. Proper ventilation during transport is also a very important factor. Containers should be clean, free from pests and protected from external contaminants. Containers should be handled and transported in a way that protects them from rain, sun and other sources of heat, objectionable odours, and contamination. Storerooms need to be dry, free from objectionable odours, sealed off from entry by insects or rodents, protected from the sun, rain and excessive heat. Ventilation in storage should also be controlled.

Labelling

Labelling is one of the main reasons that export food consignments are rejected at the point of entry. When the labelling does not comply with international requirements or requirements of the importing country, the goods may be rejected, or there may be delays in its release until corrective action is taken or new labelling is applied. In either case, trade is disrupted and could even lead to spoilage of the whole consignment if the conditions are not ideal, incurring significant financial losses. Most countries have laws stipulating how foods are to be labelled and what information labels must contain. It is therefore essential that exporters familiarize themselves with the food labelling requirements of importing countries.

The Codex Alimentarius Commission has deemed eight key elements as mandatory for consumer-ready packaged foods within Codex Standard 1-1985 (General Standard for the Labelling of Pre-packaged Foods). These elements serve as the basis for many national regulations on labelling; however, they are only a starting point, as there are many other factors to consider. For example, labels will differ for primary, secondary and tertiary packaging. There will also be different barcodes used for primary, secondary and tertiary packaging. Requirements will also vary from one region of the globe to another and will differ depending on if the product is to be sold in bulk or retail format.

Effective retail labelling goes beyond the mandatory particulars and also serves to differentiate a product and appeal to the customer. Its success depends on many other factors such as materials, design elements, different bar codes and QR codes that provide additional information to the consumer. As a rule of thumb, the labelling information must be easy to understand, easily visible, clearly legible and indelible, using a minimum font size. Labelling information must appear in the official language(s) of the Member State where the product is marketed. English is often used for transportation labels when shipping internationally. In addition, labels or any direct printing must not contain any toxic ink or glue. EU labelling legislation forbids misleading consumers with false claims about the product. This includes mandatory information as well as any voluntary information that is included on the label.

Coffee labelling requirements differ with the kind of product being packaged, as follows:

- **Pre-packaged labelling requirements:** EU regulations on labelling such as those found in Regulation (EU) No. 1169/2011 apply to pre-packaged food intended for sale directly to consumers. Packages (or labels attached to pre-packaged coffee) must display:
 - NAME UNDER WHICH THE PRODUCT IS SOLD. Unless specific EU or national provisions apply, the name should be a customary name or a description. A trademark, brand name or fancy name may be used in addition to the generic name. You must also include the coffee's physical condition or specific treatment undergone (roasted, soluble, etc.), if its omission could be misleading for consumers.
 - LIST OF INGREDIENTS, INCLUDING ADDITIVES. Exception: foods consisting of a single ingredient, where the name of the food is identical to the name of the ingredient or enables the nature of the ingredient to be clearly identified. You must always indicate any substances that might cause allergic reactions.
 - NET QUANTITY MINIMUM DURABILITY DATE. Format: "best before DD/MM/YYYY"
 - SPECIAL CONDITIONS FOR STORAGE OR USE NAME OR BUSINESS NAME AND ADDRESS of the manufacturer, packager, or seller established in the EU.
 - PLACE OF ORIGIN OR PROVENANCE, where its omission could be misleading for consumers.
 - LOT MARKING on pre-packaged foodstuffs. Format: "L..."

■ **Coffee extract, soluble or instant coffee – specific labelling requirements**

- Markings such as `Coffee extract©, `soluble coffee extract©, `soluble coffee© or `instant coffee© mean that the package contains concentrated product obtained by extraction from roasted coffee beans using only water as the medium of extraction and excluding any process of hydrolysis involving the addition of an acid or a base.
- Coffee extract must contain only the soluble and aromatic constituents of coffee – apart from insoluble substances technically impossible to remove, and insoluble oils derived from coffee.
- The term “concentrated” may only appear on the label if the coffee-based dry matter content is more than 25% by weight.
- The term “decaffeinated” must appear if the anhydrous caffeine content does not exceed 0.3% by weight of the coffee-based dry matter.
- This information must be within the same field of vision as the sales description.
- The above requirements do not apply to café torrefacto soluble.

■ **Coffee extract – solid or paste**

- To be considered “coffee”, dry matter content must not be less than 95% by weight (dried coffee extract) or 70% to 85% by weight (coffee extract paste).
- Must not contain substances other than those derived from the extraction of coffee.
- Label must indicate minimum coffee-based, dry matter content (% by weight of the finished product).

■ **Coffee extract – liquid**

Dry matter content must be between 15% and 55 % by weight. If containing sugars (roasted or not), the proportion must not exceed 12% by weight. Label must include the terms `with', `preserved with', `with added' or `roasted with' followed by the name(s) of the types of sugar(s) used.

■ **Labelling of food contact materials**

According to Regulation (EC) No 1935/2004, articles intended to come into contact with foodstuffs, including packaging materials and containers shall be labelled `for food contact' or shall bear the symbol with a glass and fork.

■ **Labelling of food additives and flavourings**

If food additives and/or flavourings are used in food products, they must always be labelled on the packaging by their category (anti-oxidant, preservative, colour, etc.) along with their name or E-number. Other provisions on labelling of additives sold as such to food producers and consumers are laid down in Regulation (EC) No 1333/2008 and Regulation (EC) No 1334/2008.

EU Market Preferences

As a leading importing and consuming market for coffee globally, the EU market is constantly evolving, with specialty coffees, organic coffees, single-serve methods and ready-to-drink coffees growing in popularity. Below we present some of the main trends and preferences in the European market.

a) **The European coffee consumers is increasingly demanding and discerning:**

The EU coffee market has over the years undergone various trends and changes in preferences, characterized by popularization of coffee (from 1960 – 1990s); a shift to higher quality coffees and the advent of chains like Starbucks (mid 1990s to around 2000) and a trend from the new millennium onwards characterized by **'growing demand for high-quality coffees that focus on particular taste attributes — a 'coffee-like-wine' consumer attitude — and direct trade, usually traceable to farm level'**.¹⁷ In addition, there is increasing interest in 'the science of coffee', especially at the high-end segment of the European coffee market, where consumers seek to **understand the intrinsic characteristics of the coffee bean and the influence of its preparation on its taste**. At the global level, the trend is leaning towards sustainable coffee business, which responds to the needs of today's coffee consumer.¹⁸ Understanding the changing trends in this main market for Rwandan coffee is important as it helps you as a SME exporter to profile your products in a more targeted manner.

b) **Appreciation and demand for specialty coffee continues to grow as a high-end segment:**

Specialty coffee is graded according to its cupping profile. Fragrance, flavor, aftertaste, balance, acidity, sweetness, uniformity and cleanliness are important topics in the grading process. Adding a cupping score to your export lets the buyer know the quality you are offering. Although there is no exact definition of specialty coffee within the coffee industry, the Coffee Quality Institute and the cupping protocols of the Specialty Coffee Association (SCA) consider coffees graded and cupped with scores below 80 as standard quality and not specialty. Nevertheless, the exact minimum scores defining specialty coffee differ per country and per buyer. Some buyers consider 80 too low and demand a cupping score of 85 or higher. **Although overall the market for coffee remains a general coffee mass market, according to research by the CBI, the specialty coffee segment is most pronounced in North West Europe, which is marked by high income levels and consumer awareness, as well as a more developed coffee culture.** In Nordic countries, where out of home consumption has grown in recent years, specialty coffee in coffee shops has also grown.¹⁹ Small coffee roasters interested in serving the coffee market, usually engage in direct trade with suppliers from producing countries such as Rwanda, with whom they build trust and relationships to mutual benefit. This is one of the opportunities that SMEs can tap into.

c) **There is increased availability of certified coffee production**

The growth of certified coffee has been in response to concerns amongst EU consumers about the social and ecological impacts of their consuming habits. This has led to popularity of sustainability standards and their certification. The major certification schemes in coffee are Fairtrade, organic, Rainforest Alliance-UTZ and 4C (Common Code for the Coffee Community). There are other smaller certification schemes for niche markets, including the SMBC bird-friendly certified coffee; Demeter, which looks at biodiversity; Forest Garden Products (Analog Forestry), Símbolo de Pequeños Productores (smallholder), CU Fair Choice and Fair for Life (social and fair-trade standards).²⁰

17 <https://www.cbi.eu/market-information/coffee/trends>

18 Ibid.

19 <https://www.cbi.eu/market-information/coffee/trade-statistics>

20 <https://www.cbi.eu/market-information/coffee/trends>

The section below elaborates the main certification schemes in Rwanda:

- **Common Code for the Coffee Community (4C):** This is a sustainability standard for the entire coffee sector, aiming at anchoring sustainability in coffee production and processing in three broad dimensions: economic, social, and environmental. 4C sustainability principles and criteria are set out in the 4C Code of Conduct, which comprises²¹:
 - 12 principles across economic, social and environmental dimensions based on good agricultural and management practices as well as international conventions and recognized guidelines accepted in the coffee sector
 - 45 criteria, entailing specific check-points to be controlled during the audit in order to verify compliance with the respective criteria
 - 3 compliance levels, allowing for a smooth entry into certification and ensuring the continuous improvement of the certified producers.

Compliance can be demonstrated through the 4C Certification System and the 4C Certificates that are subsequently issued. Only 4C system users are allowed to assess compliance.

- **Fairtrade:** Fairtrade certified products serve a niche market. The market for Fairtrade coffee is largest in the United Kingdom and Germany. The fastest growing markets for Fairtrade coffee are Ireland, Finland and Denmark, which grew at average annual rates of 36%, 35% and 25% respectively between 2016 and 2017. The standards setting and certification body for Fairtrade is the Fairtrade Labelling Organizations International (FLO). Products which carry the Fairtrade label indicate that producers are paid a Fairtrade Minimum Price. The current minimum prices and premiums for coffee, whether organic-certified or conventional, can be found in the Fairtrade Minimum Price and Fairtrade Premium Table available on <https://www.fairtrade.net/standard/minimum-price-info>. The Fairtrade Africa secretariat is located in Nairobi, Kenya and reachable on <https://fairtradeafrica.net>

Key objectives of the Fairtrade Standards

- Ensure that producers receive prices that cover their average costs of sustainable production
- Provide an additional Fairtrade Premium which can be invested in projects that enhance social, economic and environmental development
- Enable pre-financing for producers who require it
- Facilitate long-term trading partnerships and enable greater producer control over the trading process
- Set clear core and development criteria to ensure that the conditions of production and trade of all Fairtrade certified products are both socially and economically fair as well as environmentally responsible

Source: <https://www.fairtrade.net/standard/aims>

- **Rainforest Alliance – UTZ:** Approximately 15% of all coffee in the world was Rainforest Alliance-UTZ certified in 2017, totaling 1,758 thousand tons in 2018, an increase of 24%. Reaching large-scale operations and mainstream markets in Europe, an estimated 49% of the Rainforest Alliance-UTZ coffee production was actually sold as certified coffee in 2018. In the case of UTZ, that means an increase of 10% from 2016. Although UTZ and Rainforest Alliance merged in 2018, they do not offer a mutual recognition yet. According to CBI research, UTZ-certified coffee products are most widely available in the Netherlands, Germany, Italy, Switzerland and Nordic markets. The market for Rainforest Alliance-certified coffee products is largest in the United Kingdom, Germany, the Netherlands and France.

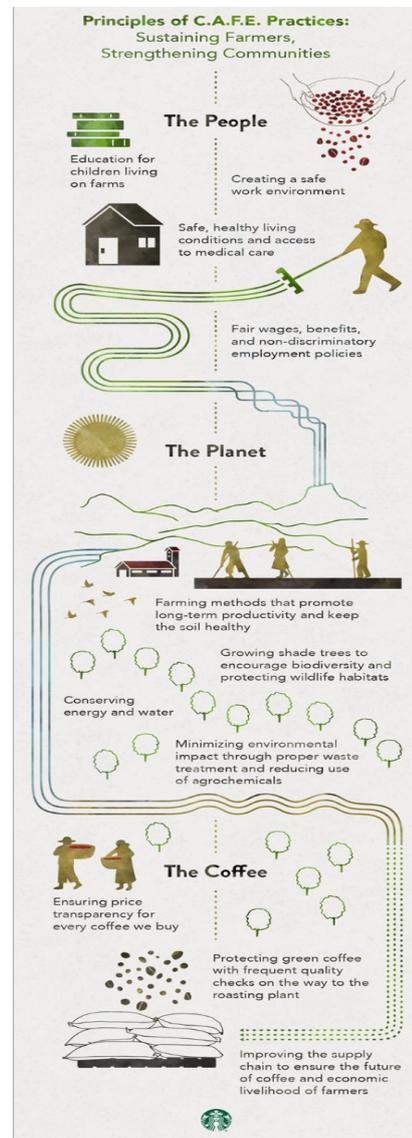
21 <https://www.4c-services.org/>

■ **Coffee and Farmer Equity (C.A.F.E.) Practices:** a certification scheme owned by Starbucks and which currently has over 400,000 coffee farmers in 28 countries, including Rwanda. The Practices cover four broad areas:

- **Product Quality:** All coffee must meet Starbucks’s standards for high quality.
- **Economic Accountability and Transparency:** Suppliers must submit evidence of payments made throughout the coffee supply chain to demonstrate how much of the price that Starbucks pay for green coffee gets to the farmer.
- **Social Responsibility:** Measures evaluated by third-party verifiers help protect the rights of workers and ensure safe, fair and humane working and living conditions. Compliance with minimum-wage requirements and prohibition of child and forced labor is mandatory.
- **Environmental Leadership:** Measures evaluated by third-party verifiers help manage waste, protect water quality, conserve water and energy, preserve biodiversity and reduce agrochemical use.

Although the market for certified coffee continues to grow, SMEs should be cautious before taking up any of these standards, as evidence on the ground suggests that supply of certified coffee greatly outstrips demand. A 2018 study by the Center for Global Development indicated that the relationship between certification and issues of profitability, productivity and sustainability is not always a clear-cut positive one. Evidence on the ground also suggests that there is more certified coffee available than is sold. According to the Coffee Barometer, about 55% of total global coffee production is certified, but only 20% of it is purchased as certified, meaning that 80% of producers of certified coffee are not able to sell all their certified coffee at a premium price.

Figure 8, Principles of C.A.F.E. Practices



Sources: <https://stories.starbucks.com/stories/2017/sustainability-is-at-the-heart-of-starbucks-coffee-sourcing/>

Where to find additional / updated information

Additional information on the requirements to export to the EU or to any other market, can be found from the following organisations:

- Tanzania Trade Development Authority (TTDA) is the government body tasked with promotion of domestic and international trade. The TTDA avails many resources useful to traders including regulations, standards and help for SMEs. See <https://www.tantrade.go.tz/>
- Tanzania Coffee Board (TCB) which is the main organization in charge of regulation and promotion of the coffee industry in Tanzania. See <https://www.coffeeboard.or.tz/>
- EU Pesticide Database: the database contains details of all allowed pesticides, as well as those that are banned. <https://ec.europa.eu/food/plant/pesticides/eu-pesticides-database/>
- The Codex Alimentarius Commission (CAC) maintains a pesticide database that outlines MRLs for different foods and food categories. Countries sometimes refer to this database in lieu of establishing their own MRLs within food safety regulations. <http://www.fao.org/fao-who-codexalimentarius/committees/cac/about/en/>
- The EAC Quality for Trade Platform, an initiative of the ITC under MARKUP. The Platform contain the EAC Quality Compass, a tool that offers users quality-related guidance for specific products in select markets. Discover and learn about quality requirements for your product, whether they are related to mandatory legal requirements, key standards, or preferences in the market. Read more on <https://un-consulting.ch/eac/compass>
- EU Export Health Desk – provides product specific requirements, as well as import related procedures. See www.trade.ec.europa.eu/tradehelp



Chapter 3: Step by Step Procedures for Exporting Coffee in Tanzania

Overview and Objectives of Chapter 3:

This Chapter presents the whole gamut of business processes and regulatory activities required to export coffee in Tanzania for a first time exporter – from registering as an exporter, going through the various state entities to obtain various certifications and approvals, to releasing the coffee at the port for ship-ment – the Port of Dar es Salaam (Port of Dar).

Several important points to note in reading this chapter:

- As part of implementing the WTO Trade Facilitation Agreement (WTO-TFA), these measures have been mapped and documented as part of the EAC Regional Information Trade Portal, which brings together National Trade Portals. The information in the chapter is drawn from the Tanzania Trade Portal (<https://trade.business.go.tz/>).
- As part of implementing the WTO TFA, which calls for simplifications of trade procedures, as well as other measures meant to regulate the sector, these procedures may change from time to time. It is therefore important that exporters regularly check the Tanzania Trade Portal to ensure they are well acquainted with the current procedures at the time of exporting.
- The chapter currently maps procedures as at 10th July 2020. It presents ALL the procedures a first-time exporter would go through, meaning that for SMEs that are already established, some of the steps may not be necessary.

The **key objectives** of this Chapter are:

- To provide the Tanzanian coffee SME with both a summary and an elaboration of the whole coffee export process in Tanzania; from the document requirements, involved institutions, the costs and the time to meet all the requirements.
- To provide Tanzanian TSIs with an understanding of the overall regulatory burden for coffee exporters
- To point the Tanzanian coffee SMEs and TSIs to sources of credible information on the coffee exporting process in Tanzania

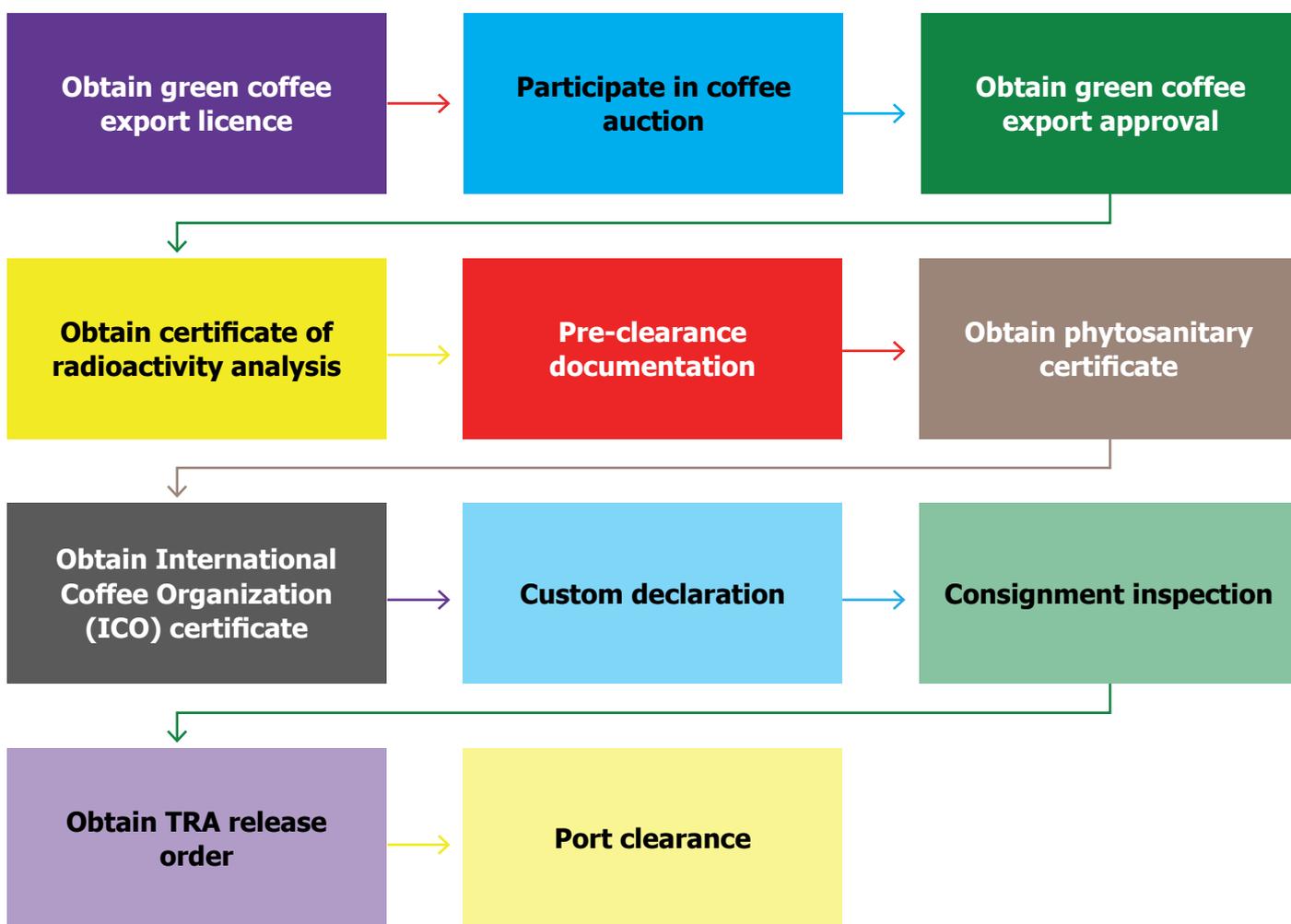
Summary of Procedures for Coffee Exports from Tanzania through the Port of Dar es Salaam

Exporting coffee in Tanzania through the Port of Dar es Salaam involves 40 steps, that fall into 11 procedures. Overall, 46 documents are required at various parts of the export process, which are obtained from 15 institutions. To complete the full export process a first time exporter would require about 9 days minimum, but may take up to 29 days due to various procedures like inspection of premises, whose duration depends on time to organise the visit as well as the size of the premises / land to be inspected. The cost of all the government processes (meaning excluding those offered by private sector like freight clearing / forwarding or carriage by ship) is about TZS 3,745,240.53

Figure 9, Summary of procedures and required documents, institutions, time and cost to export coffee in Tanzania

Full Export Process	11 Procedures, comprising 40 steps
Documents Required	46 documents required
Institutions Involved	15 insitutions
Estimated Time	9 day minimum, up to 29 days maximum
Estimated Cost	TZS 3,745,240.53

The figure below summarises the 11 procedures that a trader must complete in order to export coffee.



Step by Step Procedures for Coffee Exports from Tanzania through the Port of Dar es Salaam

The following are the summary of procedures for coffee exports from Tanzania, through the Port of Dar es Salaam as at July 2020.

Procedure 1: Obtain green coffee export licence

What are the steps involved	<p>There are 3 steps required to Obtain a green coffee license, as follows:</p> <ol style="list-style-type: none"> 1. Register and apply for license 2. Inspection of office 3. Obtain a green coffee export license
Which Institutions do you go to	<p>To register and apply for license, to obtain a green coffee export license:</p> <ul style="list-style-type: none"> ■ Agricultural Trade Management Information System, Tel: +255 222 835 642, Email: ps@kilimo.go.tz <p>For inspection of office:</p> <ul style="list-style-type: none"> ■ Tanzania Coffee Board (TCB), Railway street, P.O Box 732, Moshi , Kilimanjaro, Tel: +255 272 752 324, Email: info@coffeeboard.or.tz, Website: www.coffeeboard.or.tz
Which documents are needed	<p>To register and apply for license:</p> <ul style="list-style-type: none"> ■ Certificate of incorporation (Simple copy) for companies which are incorporated in Tanzania or Business registration certificate (Simple copy) for registered business name ■ Memorandum and articles of association (Simple copy) for the company ■ Business licence (Simple copy), Trading licence ■ Tax Identification Number certificate (Simple copy) for companies or registered business name ■ Contract of approved coffee trader (Simple copy), endorsed with power of Attorney ■ Agreement/letter naming a licenced coffee liquorer (original), approved by TCB ■ Coloured passport size photo (2 original) of Directors, attested by a Notary Public ■ Contact details of the applicants <p>For inspection of office:</p> <ul style="list-style-type: none"> ■ Building information, Type of walls, roofing, floors, lighting and ventilation ■ Site location, Plot no, street, town ■ Physical presence of the owner or representative
What is the legal basis for these requirements	<ul style="list-style-type: none"> ■ The Coffee Industry Act, 2001, Sections 12, 14 ■ Coffee Industry Regulations, 2013, Sections 26, 27 ■ Coffee Industry Regulations, 2013, Section 49 ■ The Coffee Industry Act, 2001, Sections 18, 19 ■ Coffee Industry Regulations, 2013, Sections 26, 31
Fees	<ul style="list-style-type: none"> ■ None
Processing time for full task	Min 2 days – Max 5 days
Contact info	Tanzania Coffee Board (TCB), Railway street, P.O Box 732, Moshi , Kilimanjaro, Tel: +255 272 752 324, Email: info@coffeeboard.or.tz , Website: www.coffeeboard.or.tz
What document do you receive	<ul style="list-style-type: none"> ■ After registration and application for license – Submission notification ■ After inspection of office – Coffee exporters office inspection report ■ After obtaining green coffee export license – Green coffee export license
Additional information	<ul style="list-style-type: none"> ■ The trader will be informed by the nearest TCB officer on the time and date for inspection. ■ In addition to the documents required for inspection of office, the trader is also required to have coffee trading facilities like furniture, computers and fax machines as well as liquoring facilities like: roasting and grinding machines, cups for coffee tasting and coffee display trays.

Procedure 2: Participate in coffee auction

What are the steps involved	<p>There are 7 steps required to participate in coffee auction, as follows:</p> <ol style="list-style-type: none"> 4. Obtain coffee sample invoice 5. Pay coffee sample fee 6. Obtain coffee catalogue 7. Collect coffee auction samples 8. Participate in the auction (bidding) 9. Pay for coffee purchased at auction 10. Collect post-auction coffee samples
Which Institutions do you go to	<ul style="list-style-type: none"> ■ Tanzania Coffee Board (TCB), Railway street, P.O Box 732, Moshi, Kilimanjaro, Tel: +255 272 752 324, Email: info@coffeeboard.or.tz, Website: www.coffeeboard.or.tz <p><i>To pay coffee sample fee, to pay for coffee purchased at auction:</i></p> <ul style="list-style-type: none"> ■ Bank. <p>Pay to; Tanzania Coffee Board Account NO. 02J1038998900 CRDB BANK</p> <p>or</p> <p>Tanzania Coffee Board Account NO. 0070014182 EXIM BANK</p>
Which documents are needed	<p>To pay coffee sample fee:</p> <ul style="list-style-type: none"> ■ Coffee sample fee invoice (original) <p>To participate in the coffee auction:</p> <ul style="list-style-type: none"> ■ Coffee catalogue (Simple copy) ■ Physical presence of the owner or representative <p>To pay for coffee purchased at auction:</p> <ul style="list-style-type: none"> ■ Auction sale invoice (original)
What is the legal basis for these requirements	<ul style="list-style-type: none"> ■ Coffee Industry Regulations, 2013, Sections 42, 43 ■ The Coffee Industry Act, 2001, Section 30 ■ Coffee Industry Regulations, 2013, Section 23 ■ Coffee Industry Regulations, 2013, Sections 23, 42, 43(1) ■ The Coffee Industry Act, 2001, Sections 5, (2d) ■ Auction Manual ■ The Coffee Industry Act, 2001, Section 30 ■ 2.Coffee Industry Regulations, 2013, Section 21 ■ Coffee Industry Regulations, 2013, Section 42(3)51
Fees	<ul style="list-style-type: none"> ■ USD 1,500 Coffee sample fee <p>Payment methods: credit cards, check, Tanzania Inter-bank Settlement System (TISS)</p> <p><i>To pay for coffee purchased at auction:</i></p> <ul style="list-style-type: none"> ■ USD 0 - 0.38 % goods-value <p><i>Fee for research cess to Tanzania Coffee Research Institute</i></p> <ul style="list-style-type: none"> ■ USD 0 - 1 % goods-value Export fee <p>Payment methods: cash, check, Tanzania Inter-bank Settlement System (TISS)</p>
Processing time for full task	Min 2 days – Max 8 days
Contact info	Tanzania Coffee Board (TCB), Railway street, P.O Box 732, Moshi, Kilimanjaro, Tel: +255 272 752 324, Email: info@coffeeboard.or.tz , Website: www.coffeeboard.or.tz

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What document do you receive	<p>After obtaining coffee sample invoice:</p> <ul style="list-style-type: none"> ■ Coffee sample fee invoice <p>After paying coffee sample fee:</p> <ul style="list-style-type: none"> ■ Stamped bank deposit slip ■ Online bank statement (TCB) <p>After obtaining coffee catalogue:</p> <ul style="list-style-type: none"> ■ Coffee catalogue <p>After participating in the auction:</p> <ul style="list-style-type: none"> ■ Auction sale invoice <p>After paying for coffee purchased at the auction:</p> <ul style="list-style-type: none"> ■ Stamped bank deposit slip
Additional information	<ul style="list-style-type: none"> ■ A trader can also pay coffee sample fee through online TCB banking. The fee is paid once for coffee available within the crop season. ■ The invitation and catalogue can be found in the Tanzania coffee board website or can be sent to the coffee trader by email upon request being made to the Board. ■ Buyer is given all the coffee samples which are in coffee catalogue seven days before the auction. ■ Coffee auctions are conducted every week on Thursdays during the season (usually 9 months). Licenced exporters come to the auction and buy coffee from suppliers who can be individual farmer, cooperative and estates. ■ The trader will obtain post-auction coffee samples for only the coffee lots he/she has purchased in the auction.

Procedure 3: Obtain green coffee export approval

What are the steps involved	<p>There are 2 steps to obtain coffee export approval, as follows:</p> <ol style="list-style-type: none"> 11. Apply for green coffee approval 12. Obtain green coffee approval
Which Institutions do you go to	<p>Tanzania Coffee Board (TCB), Railway street, P.O Box 732, Moshi , Kilimanjaro, Tel: +255 272 752 324, Email: info@coffeeboard.or.tz, Website: www.coffeeboard.or.tz</p>
Which documents are needed	<ul style="list-style-type: none"> ■ Application form for a permit to export coffee (original)
What is the legal basis for these requirements	<ul style="list-style-type: none"> ■ The Coffee Industry Act, 2001, Section 14 ■ Coffee Industry Regulations, 2013, Section 44(1-4)
Fees	<ul style="list-style-type: none"> ■ None
Processing time for full task	<p>Min 0.5 day – Max 1 day</p>
Contact info	<p>Railway street, P.O Box 732, Moshi, Kilimanjaro, Tel: +255 272 752 324, Email: info@coffeeboard.or.tz, Website: www.coffeeboard.or.tz</p>
What document do you receive	<p>Coffee export approval</p>
Additional information	<ul style="list-style-type: none"> ■ Coffee export approval is valid for two months.

Procedure 4: Obtain certificate of radioactivity analysis

What are the steps involved	<p>There are 4 steps to obtain a certificate or radioactivity analysis, as follows:</p> <ol style="list-style-type: none"> 13. Apply for certificate of radioactivity analysis 14. Pay and obtain sample label 15. Submit samples 16. Obtain certificate of radioactivity analysis
Which Institutions do you go to	<p>To apply for certificate of radioactivity analysis, To obtain certificate of radioactivity analysis:</p> <ul style="list-style-type: none"> ■ Online RAC application, Tel: +255 272 970 050, Email: vibali@taec.go.tz, Website: https://taec.go.tz/, https://taec.go.tz/taec-offices/ <p>To pay and obtain sample label:</p> <ul style="list-style-type: none"> ■ Mobile E payment <p>To submit samples:</p> <ul style="list-style-type: none"> ■ Tanzania Atomic Energy Commission-Dar es salaam zonal office, Ministry of Education building, wing B, P. O. Box 80479, Kivukoni , Dar es salaam, Tel: +255 737 879 759, Email: dsm@taec.go.tz, Website: http://www.taec.go.tz
Which documents are needed	<p>To apply for certificate of radioactivity analysis:</p> <ul style="list-style-type: none"> ■ Commercial invoice (Simple copy) ■ Contact details for business and individual ■ To pay and obtain sample label - Control number (TAEC) (original)
What is the legal basis for these requirements	<ul style="list-style-type: none"> ■ The Atomic Energy Act, 2003, Sections 30, 31 ■ Tanzania Atomic Energy Commission Service Charter ■ The Protection from Radiation (control of radiation contaminated food stuff) Regulations, 1998, Section 4 ■ The Atomic Energy (Fees and Charges) Regulations, 2011, Article Fifth schedule Category A ■ The Protection from Radiation (control of radiation contaminated food stuff) Regulations, 1998, Section 7
Fees	<ul style="list-style-type: none"> ■ TZS 35,000 - Certificate of radiation fee for consignment with FOB value inferior to TZS 20 million ■ or TZS 0 - 0.2 % Free On Board (FOB) - Certificate of radiation fee for consignment with FOB value superior to TZS 20 million and inferior to TZS 1 billion ■ or TZS 2,000,000 - Certificate of radiation fee for consignment with FOB value superior to 1 billion <p>Payment methods: cash, Mobile money</p> <p>The minimum amount of fee is Tshs. 35000 and maximum is Tshs. 4 million regardless of the value obtained from 0.2% of FOB value. Payments is done through mobile money platforms: For Mpesa, Dial *150*00# . For Tigopesa, Dial *150*01#. For Airtel money, Dial *150*60#. For Halopesa, Dial *150*88#. Select government payment. Payments can also be made through CRDB and NMB banks. Payment number will be the control number obtained from TAEC.</p>
Processing time for full task	Min 3 days – Max 5 days
Contact info	Tanzania Atomic Energy Commission-Dar es salaam zonal office, Ministry of Education building, wing B, P. O. Box 80479, Kivukoni , Dar es salaam, Tel: +255 737 879 759, Email: dsm@taec.go.tz , Website: http://www.taec.go.tz
What document do you receive	<p>After applying for certificate or radioactivity analysis:</p> <ul style="list-style-type: none"> ■ Control number (TAEC) <p>After paying for and obtaining sample label:</p> <ul style="list-style-type: none"> ■ Sample label ■ Mobile money text as proof of payment <p>After completing procedure:</p> <ul style="list-style-type: none"> ■ Radioactivity analysis certificate

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Additional information	<ul style="list-style-type: none"> ■ Food samples submitted must have a sample label ■ The trader will receive tracking number and access code from TAEC through email or mobile phone number after applying for certificate of radioactivity analysis. ■ Once payment is done, the trader will be informed through email or mobile phone that sample label has been sent through online RAC application ■ Sample submission can be done at any Tanzania Atomic Energy Commission (TAEC) Offices ■ The certificate is valid for three months only.
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Procedure 5: Pre-clearance documentation

What are the steps involved	<p>There are 2 compulsory steps and 1 optional step involved in pre-clearance documentation, as follows:</p> <p>17. Contracting a clearing agent</p> <p><i>Obtain TRA self-assessment document (optional)</i></p> <p>18. Book shipping space with shipping line</p>
Which Institutions do you go to	<p><i>To contract a clearing agent:</i></p> <ul style="list-style-type: none"> ■ Clearing agent. The list of licensed clearing agents in 2020 is available here: https://trade.business.go.tz/media/LISTOFLICENCEDCFA_2020.xls <p><i>To obtain a TRA self-assessment document:</i></p> <ul style="list-style-type: none"> ■ Tanzania Custom Intergrated System, Tel: +0800 750 075 / +0800 780 078, Email: info@tra.go.tz, Website: https://customs.tra.go.tz <p><i>To book shipping space with shipping line:</i></p> <ul style="list-style-type: none"> ■ Shipping agent. The list of TASAC licensed shipping agents is available here: https://trade.business.go.tz/media/List%20of%20Shipping%20agents.pdf
Which documents are needed	<p><i>To contract a clearing agent:</i></p> <ul style="list-style-type: none"> ■ Clearing agent's authorization letter for customs (original) written to TRA to prove the appointment of the clearing agent ■ Commercial invoice (original) ■ Packing list (original) of the consignment to be exported ■ Tax Identification Number certificate (Simple copy) for companies or registered business name <p><i>To obtain a TRA self-assessment document:</i></p> <ul style="list-style-type: none"> ■ Clearing agent's authorization letter for customs (Simple copy) ■ Packing list (Simple copy) ■ Commercial invoice (Simple copy) ■ Tax Identification Number certificate (Simple copy) for companies or registered business names <p><i>To book shipping space with shipping line:</i></p> <ul style="list-style-type: none"> ■ Commercial invoice (Simple copy) ■ Packing list (Simple copy) <p><i>Additionally, for clearing and forwarding agent</i></p> <ul style="list-style-type: none"> ■ Clearing agent's authorization letter for shipping line (original)
What is the legal basis for these requirements	<ul style="list-style-type: none"> ■ East African Community Customs Management Act, 2004 (Revised Edition 2019), Sections 73, 74, 75, 76, 82, 145, 146, 147, 148, 181, 187, 188, 189 ■ The Tanzania Harbours Regulations, 1991, Section 304 ■ East African Community Customs Management Regulations, 2010, Sections 40, 89
Fees	<ul style="list-style-type: none"> ■ USD 0 - 3 % goods value as clearing agent fees <p>Payment methods: cash, check</p> <p>The cost depends on the value of consignment and negotiations between the trader and the clearing agent.</p> <p>Processing time for full task</p>
Processing time for full task	<p>Min 25 min – Max 50 min</p> <p style="text-align: right;">Continues>></p>

Contact info	<ul style="list-style-type: none"> ■ Tanzania Revenue Authority-Headquarters, Mapato house, Edward Sokoine Drive, Mchafukoge, Ilala CBD, P.O. Box 11491, Dar Es Salaam, Tel: +255 222 119 591, Fax: +255 222 126 908, Email: info@tra.go.tz, Website: www.tra.go.tz ■ Tanzania Shipping Agency Corporation (TASAC), P. O. Box 989, PPF House, Ohio Street , Dar es salaam, Tel: +255 222 127 314 / 0800 110 101, Fax: +255 222 127 313, Email: info@tasac.go.tz, Website: https://www.tasac.go.tz/
What document do you receive	<ul style="list-style-type: none"> ■ Contract ■ Self-assessment document (TRA) ■ Shipping order
Additional information	<ul style="list-style-type: none"> ■ TRA self-assessment document is required when applying for phytosanitary certificate for plant products. For products which do not require phytosanitary, it is not mandatory to apply for TRA assessment document before clearance process commences.

Procedure 6: Obtain phytosanitary certificate

What are the steps involved	<p>There are 4 steps involved in obtaining a phytosanitary certificate, as follows:</p> <ol style="list-style-type: none"> 19. Register and apply for licence 20. Pay fees 21. Consignment inspection 22. Obtain phytosanitary certificate
Which Institutions do you go to	<p>To register and apply for license:</p> <ul style="list-style-type: none"> ■ Agricultural Trade Management Information System, Tel: +255 222 835 642, Email: ps@kilimo.go.tz, Website: https://atmis.kilimo.go.tz <p>To pay fees:</p> <ul style="list-style-type: none"> ■ Mobile E payment <p>For consignment inspection and to obtain phytosanitary certificate:</p> <ul style="list-style-type: none"> ■ Plant Health Services (PHS), Ministry of Agriculture, P.O. Box 9071, Kilimo road, Temeke , Dar es Salaam, Tel: +255 222 835 642, Fax: +255 222 865 642, Email: phs@kilimo.go.tz, Website: http://www.kilimo.go.tz/index.php/en
Which documents are needed	<p>To register and apply for license:</p> <ul style="list-style-type: none"> ■ Business licence (Simple copy), Trading licence ■ Certificate of incorporation (Simple copy) for companies which are incorporated in Tanzania, or Business registration certificate (Simple copy) for registered business name, or Certificate of compliance (Simple copy) For foreign companies (companies incorporated outside Tanzania mainland and they come in the country as branches of such foreign companies.) ■ Tax Identification Number certificate (Simple copy) for companies or registered business name ■ Self-assessment document (TRA) (Simple copy) ■ Plant import permit (Simple copy) from importing country ■ Commercial invoice (Simple copy) ■ Contact details of the applicants <p>To pay fees:</p> <ul style="list-style-type: none"> ■ Control number (phs) (original) <p>For consignment inspection:</p> <ul style="list-style-type: none"> ■ Self-assessment document (TRA) (original) ■ Plant import permit (original) ■ Commercial invoice (original) ■ Consignment ■ Physical presence of clearing agent
What is the legal basis for these requirements	<ul style="list-style-type: none"> ■ The Plant Protection Act, 1997, Section 15, 21, 33, 34 ■ Plant Protection Regulation, 1998, Sections 58, 63, 64 Schedule https://www.tasac.go.tz/16 ■ The Plant Health Act, 2020, Sections 34, 35, 38, 39

Continues>>

Fees	<ul style="list-style-type: none"> ■ Cost USD 102 <p>This is an estimate based on a series of assumptions which you can modify to calculate your own costs Payment methods: cash, check, Mobile money</p> <p>For Mpesa, Dial *150*00#. For Tigopesa, Dial *150*01# . For Airtelmoney, Dial *150*60#. For Halopesa, Dial *150*88#. Select government payment, payment number will be the control number. The payment number for both platforms is the valid control number obtained from the Ministry of Agriculture (PHS). Payments can also be made through NMB bank Account name: Revenue collection retention account, Account number: 20101000069 using the control number.</p>
Processing time for full task	Min 1 day – Max 3 days
Contact info	Plant Health Services (PHS), Ministry of Agriculture, P.O. Box 9071, Kilimo road, Temeke, Dar es Salaam, Tel: +255 222 835 642, Fax: +255 222 865 642, Email: phs@kilimo.go.tz , Website: http://www.kilimo.go.tz/index.php/en
What document do you receive	<p>After registering and applying for license:</p> <ul style="list-style-type: none"> ■ Submission notification ■ Control number (phs) <p>After paying fees:</p> <ul style="list-style-type: none"> ■ Mobile money text as proof of payment <p>After consignment inspection:</p> <ul style="list-style-type: none"> ■ Stamped self-assessment document (TRA) <p>After completing procedure:</p> <ul style="list-style-type: none"> ■ Phytosanitary certificate
Additional information	<ul style="list-style-type: none"> ■ None

Procedure 7: Obtain International Coffee Organization (ICO) certificate

<p>What are the steps involved</p>	<p>There are 6 steps required to obtain an International Coffee Organization (ICO) certificate, as follows:</p> <ol style="list-style-type: none"> 23. Submit documents 24. Pay ICO fee 25. Obtain ICO serial number 26. Obtain TRA approval 27. Submit documents for TCB approval 28. Obtain ICO certificate
<p>Which Institutions do you go to</p>	<ul style="list-style-type: none"> ■ Tanzania Coffee Board (TCB) (Dar es Salaam Office), Tanzania Coffee Board, Godown No.13B, Pamba Godowns (Off Bandari Road), P.O. Box 3437, Kurasini, Dar es Salaam, Tel: +255 222 129 847, Email: tcb.dsm@coffeeboard.or.tz, Website: www.coffeeboard.or.tz ■ To pay ICO fee: ■ NMB Bank Dar es Salaam. The list of branches is available here: https://trade.business.go.tz/media/NMB%20CONTACT%20DETAILS.pdf ■ To obtain TRA approval: ■ Tanzania Revenue Authority-Headquarters, Mapato house, Edward Sokoine Drive, Mchafukoge, Ilala CBD, P.O.
<p>Which documents are needed</p>	<p>To submit documents:</p> <p>Green coffee</p> <ul style="list-style-type: none"> ■ Coffee export approval (original + Simple copy) <p>Premium green coffee</p> <ul style="list-style-type: none"> ■ Coffee export approval (original) ■ Permit of direct coffee export (original) ■ Export quality certificate (original) <p>Instant coffee</p> <ul style="list-style-type: none"> ■ Licence for instant coffee export (original) <p>To pay ICO fee:</p> <ul style="list-style-type: none"> ■ Control number (tcb) (original) <p>To obtain ICO serial number:</p> <ul style="list-style-type: none"> ■ Typed International Coffee Organization (ICO) (original) ■ Stamped bank deposit slip (original) <p>To obtain TRA approval:</p> <ul style="list-style-type: none"> ■ Typed International Coffee Organization (ICO) with serial number (original + 5 simple copies) ■ Self-assessment document (TRA) (2 simple copies) ■ Coffee export approval (Simple copy) ■ Draft bill of lading (2 simple copies) <p>Documents for TCB approval:</p> <ul style="list-style-type: none"> ■ Endorsement form (original + Simple copy) ■ Typed International Coffee Organization (ICO) certificate of origin with TRA stamp (original + 5 simple copies) ■ Coffee export approval with TRA stamp (2 simple copies) ■ Self-assessment document with TRA stamp (2 simple copies) ■ Draft bill of lading (2 simple copies)
<p>What is the legal basis for these requirements</p>	<ul style="list-style-type: none"> ■ Rules for the application of a system of certificate of origin
<p>Fees</p>	<ul style="list-style-type: none"> ■ TZS 40,000 for ICO certificate fee <p>Payment methods: cash, check, Mobile money</p> <p>For Mpesa, Dial *150*00#. For Tigopesa, Dial *150*01# . Select government payment, payment number will be the control number. The payment number for both platforms is the valid control number obtained from the Tanzania Coffee Board.</p>

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Processing time for full task	Min 0.5 day – Max 2 days
Contact info	<ul style="list-style-type: none"> ■ Tanzania Coffee Board (TCB), Railway street, P.O Box 732, Moshi , Kilimanjaro, Tel: +255 272 752 324, Email: info@coffeeboard.or.tz, Website: www.coffeeboard.or.tz ■ Tanzania Revenue Authority-Headquarters, Mapato house, Edward Sokoine Drive, Mchafukoge, Ilala CBD, P.O. Box 11491 , Dar Es Salaam, Tel: +255 222 119 591, Fax: +255 222 126 908, Email: info@tra.go.tz, Website: www.tra.go.tz
What document do you receive	<p>After submitting documents:</p> <ul style="list-style-type: none"> ■ Endorsement form ■ Blank International Coffee Organization (ICO) certificate of origin form ■ Stamped coffee export approval (TCB) ■ Control number (tcb) <p>After paying ICO fee:</p> <ul style="list-style-type: none"> ■ 1.Stamped bank deposit slip <p>After obtaining ICO serial number:</p> <ul style="list-style-type: none"> ■ Typed International Coffee Organization (ICO) with serial number ■ TCB receipt (Dar es salaam) <p>After obtaining TRA approval:</p> <ul style="list-style-type: none"> ■ Typed International Coffee Organization (ICO) certificate of origin with TRA stamp ■ Coffee export approval with TRA stamp ■ Self-assessment document with TRA stamp <p>After completing procedure:</p> <ul style="list-style-type: none"> ■ Typed International Coffee Organization (ICO) certificate of origin
Additional information	<ul style="list-style-type: none"> ■ After submitting documents, the trader will be given blank ICO to fill by typewriting.

Procedure 8: Custom declaration

What are the steps involved	<p>There are 2 compulsory steps and 1 optional step required for custom declaration, as follows:</p> <p>29. Lodge custom documents (TRA)</p> <p>Pay charges (optional)</p> <p>30. Obtain Tanzania Single Administrative Document (TANSAD)</p>
Which Institutions do you go to	<ul style="list-style-type: none"> ■ Tanzania Custom Intergrated System, Tel: +0800 750 075 / +0800 780 078, Email: info@tra.go.tz, Website: https://customs.tra.go.tz ■ Any banking institution in Tanzania.
Which documents are needed	<ul style="list-style-type: none"> ■ To lodge custom documentation (TRA): ■ Typed International Coffee Organization (ICO) certificate of origin (Simple copy) ■ Phytosanitary certificate (Simple copy) ■ Coffee export approval with TRA stamp (Simple copy) ■ Radioactivity analysis certificate (Simple copy) <p>To pay charges:</p> <ul style="list-style-type: none"> ■ Assessment document (TRA) (Simple copy) or Payment note (original)
What is the legal basis for these requirements	<ul style="list-style-type: none"> ■ East African Community Customs Management Act, 2004 (Revised Edition 2019), Sections 38, 73-75, 76, 82, 123, 125, 127, 129, 187, 188 ■ East African Community Customs Management Regulations, 2010, Sections 88, 89, 131 ■ ariff book of port dues and charges (TPA) Clause 29
Fees	<p>Optional fee of:</p> <ul style="list-style-type: none"> ■ TZS 0 - 1 % Custom value - Wharfage charges ■ TZS 0 - 1.5 % Custom value - Railway development levy <p>Payment methods: cash, Mobile money</p> <p>For Mpesa, Dial *150*00# . For Tigopesa, Dial *150*01#. For Airtel money, Dial *150*60#. For Halopesa, Dial *150*88#. Select government payment, payment number will be the control number. (The payment number for both platforms is the valid control number obtained from the Tanzania Revenue Authority (TRA). Payments can also be made through banks using the control number.</p>
Processing time for full task	Min 15 min – Max 20 min
Contact info	<ul style="list-style-type: none"> ■ Tanzania Revenue Authority-Headquarters, Mapato house, Edward Sokoine Drive, Mchafukoge, Ilala CBD, P.O. Box 11491 , Dar Es Salaam, Tel: +255 222 119 591, Fax: +255 222 126 908, Email: info@tra.go.tz, Website: www.tra.go.tz
What document do you receive	<p>After lodging custom documents:</p> <ul style="list-style-type: none"> ■ Assessment document (TRA) ■ Control number (TRA) ■ Payment note
Additional information	<ul style="list-style-type: none"> ■ Exports are free of duty and taxes except for three items; raw hides and skins, raw cashew nuts and wet blue leather.

Procedure 9: Consignment inspection

What are the steps involved	<p>There are 2 steps required for consignment inspection, as follows:</p> <ol style="list-style-type: none"> 31. Request for consignment inspection 32. Consignment inspection and stuffing
Which Institutions do you go to	<ul style="list-style-type: none"> ■ Tanzania Revenue Authority-Headquarters, Mapato house, Edward Sokoine Drive, Mchafukoge, Ilala CBD, P.O. Box 11491, Dar Es Salaam, Tel: +255 222 119 591, Fax: +255 222 126 908, Email: info@tra.go.tz, Website: www.tra.go.tz
Which documents are needed	<p>To request for consignment inspection:</p> <ul style="list-style-type: none"> ■ Tanzania Single Administrative Document (TANSAD) (original) ■ Shipping order (original) <p>Consignment inspection and stuffing:</p> <ul style="list-style-type: none"> ■ Tanzania Single Administrative Document (TANSAD) (Simple copy) ■ Typed International Coffee Organization (ICO) certificate of origin (Simple copy) ■ Coffee export approval with TRA stamp (original) ■ Phytosanitary certificate (original) ■ Radioactivity analysis certificate (original) ■ Shipping order (Simple copy) ■ Packing list (original) ■ Commercial invoice (original) ■ Consignment for inspection ■ Physical presence of clearing agent
What is the legal basis for these requirements	<ul style="list-style-type: none"> ■ East African Community Customs Management Act, 2004 (Revised Edition 2019), Section 41 ■ East African Community Customs Management Regulations, 2010, Sections 44, 45, 46, 50, 53 ■ The Tanzania Harbours Regulations, 1991, Sections 239, 241
Fees	<ul style="list-style-type: none"> ■ None
Processing time for full task	Min 40 min – Max ½ day
Contact info	<ul style="list-style-type: none"> ■ Tanzania Revenue Authority-Headquarters, Mapato house, Edward Sokoine Drive, Mchafukoge, Ilala CBD, P.O. Box 11491 , Dar Es Salaam, Tel: +255 222 119 591, Fax: +255 222 126 908, Email: info@tra.go.tz, Website: www.tra.go.tz
What document do you receive	<p>After request for consignment inspection:</p> <ul style="list-style-type: none"> ■ Notification of inspection <p>After consignment inspection:</p> <ul style="list-style-type: none"> ■ Coffee export approval with release stamp ■ Phytosanitary certificate with release stamp ■ Radioactivity analysis certificate with release stamp ■ Sealed container
Additional information	<ul style="list-style-type: none"> ■ The verification officer will witness the stuffing (loading) of the container. Upon successful verification, a customs seal is used to lock the container and the verification officer will give the consignment an online release on TRA TANCIS system.

Procedure 10: Obtain TSA release order

What are the steps involved	There are 2 steps required to obtain TSA release order , as follows: 33. Submit stamped documents 34. Obtain release order
Which Institutions do you go to	To submit stamped documents: <ul style="list-style-type: none"> ■ Tanzania Custom Intergrated System, Tel: +0800 750 075 / +0800 780 078, Email: info@tra.go.tz, Website: https://customs.tra.go.tz To obtain release order: <ul style="list-style-type: none"> ■ Tanzania Revenue Authority-Headquarters, Mapato house, Edward Sokoine Drive, Mchafukoge, Ilala CBD, P.O. Box 11491, Dar Es Salaam, Tel: +255 222 119 591, Fax: +255 222 126 908, Email: info@tra.go.tz, Website: www.tra.go.tz
Which documents are needed	Stamped documents to be submitted: <ul style="list-style-type: none"> ■ Coffee export approval with release stamp (Simple copy) ■ Phytosanitary certificate with release stamp (Simple copy) ■ Radioactivity analysis certificate with release stamp (Simple copy)
What is the legal basis for these requirements	<ul style="list-style-type: none"> ■ East African Community Customs Management Act, 2004 (Revised Edition 2019), Sections 41, 73, 74, 75, 76, 82, 187, 188, 189 ■ East African Community Customs Management Regulations, 2010, Sections 40, 89
Fees	<ul style="list-style-type: none"> ■ None
Processing time for full task	½ day
Contact info	<ul style="list-style-type: none"> ■ Tanzania Revenue Authority-Headquarters, Mapato house, Edward Sokoine Drive, Mchafukoge, Ilala CBD, P.O. Box 11491, Dar Es Salaam, Tel: +255 222 119 591, Fax: +255 222 126 908, Email: info@tra.go.tz, Website: www.tra.go.tz
What document do you receive	After submitting stamped documents: <ul style="list-style-type: none"> ■ TRA notification After completing procedure: <ul style="list-style-type: none"> ■ Release order
Additional information	None

Procedure 11: Port clearance

<p>What are the steps involved</p>	<p>There are 6 steps required for port clearance, as follows:</p> <ol style="list-style-type: none"> 35. Lodge cargo clearance documents (TRA) 36. Pay port charges 37. Obtain TPA receipt 38. Create truck or driver announcement 39. Obtain gate in ticket 40. Obtain gate out permission
<p>Which Institutions do you go to</p>	<p>To lodge cargo clearance documents (TRA):</p> <ul style="list-style-type: none"> ■ TPA Intergrated Electronic Payment System Portal, Tel: 0800-110032/47, Email: customercare@ports.go.tz, Website: www.tpapayments.com/, <p>To pay port charges:</p> <ul style="list-style-type: none"> ■ Bank. The Tanzanian authority bank account details are available here: https://trade.business.go.tz/media/TPA%20accounts.pdf <p>To obtain TPA receipt, obtain gate in ticket, obtain gate out permission:</p> <ul style="list-style-type: none"> ■ Tanzania Ports Authority-Dar es salaam,, Bandari road, P.O.Box 9184 , Dar es salaam, Tel: +255 222 113 642, Fax: +255 222 113 646, Email: pmdsm@ports.go.tz, Website: www.ports.go.tz <p>To create truck or driver announcement:</p> <ul style="list-style-type: none"> ■ Cargo System, Email: customercare@ports.go.tz, Website: http://appl.tanzaniaports.com/CargoSystemWeb/frmHome.aspx
<p>Which documents are needed</p>	<p>To lodge cargo clearance documents (TRA):</p> <ul style="list-style-type: none"> ■ Release order (Simple copy) ■ Shipping order (Simple copy) <p>To pay port charges:</p> <ul style="list-style-type: none"> ■ TPA payment note (original) <p>To obtain TPA receipt:</p> <ul style="list-style-type: none"> ■ Stamped bank deposit slip (original) <p>To create truck or driver announcement:</p> <ul style="list-style-type: none"> ■ Truck details- Registration and chassis number ■ Driver details- Name and licence number <p>To obtain gate in ticket:</p> <ul style="list-style-type: none"> ■ Release order (original) ■ Shipping order ■ TPA receipt (Simple copy) ■ Stamped bank deposit slip (original) ■ Truck registration card (Simple copy) ■ Driving licence (original) ■ Coffee export approval with release stamp (original) ■ Stamped radiation certificate (TCB) (original) ■ Stamped International coffee certificate of origin (ICO) (original) ■ Loaded truck ■ Physical presence of a driver <p>To obtain gate out permission:</p> <ul style="list-style-type: none"> ■ None. Just an empty truck
<p>What is the legal basis for these requirements</p>	<ul style="list-style-type: none"> ■ The Tanzania Harbours Regulations, 1991, Section 212, 222, 252, 274, 275, 276, 277, 278, 279, 284, 286, 287 ■ East African Community Customs Management Act, 2004 (Revised Edition 2019), Sections 73, 75, 76, 82, 123, 187, 188 ■ East African Community Customs Management Regulations, 2010, Sections 88, 89 ■ Tariff book of port dues and charges (TPA), Article Clause33.35 But the whole tariff book shows Tanzania ports charges. ■ The Port Service Charges Act, Section 8

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Fees	<ul style="list-style-type: none"> ■ USD 240 as port charge <p>Payment methods: cash, credit cards, check, Maxmalipo and mobile money For Mpesa, Dial *150*00#. For Tigopesa, Dial *150*01#. Select government payment, payment number will be the control number. (The payment number for both platforms is the valid control number obtained from the Tanzania Ports Authority (TPA). Payments can also be made through banks using the control number. Stevedore means loading or unloading the cargo.</p>
Processing time for full task	Min ½ day – Max 2 days
Contact info	<ul style="list-style-type: none"> ■ Tanzania Ports Authority-Dar es salaam, Bandari road, P.O.Box 9184 , Dar es salaam, Tel: +255 222 113 642, Fax: +255 222 113 646, Email: pmdsm@ports.go.tz, Website: www.ports.go.tz
What document do you receive	<p>After lodging cargo clearance documents (TRA):</p> <ul style="list-style-type: none"> ■ TPA payment note <p>After paying port charges:</p> <ul style="list-style-type: none"> ■ Stamped bank deposit slip <p>After obtaining TPA receipt:</p> <ul style="list-style-type: none"> ■ TPA receipt <p>Create truck or driver announcement:</p> <ul style="list-style-type: none"> ■ Truck announcement <p>After obtaining gate in ticket:</p> <ul style="list-style-type: none"> ■ Gate in ticket <p>Obtain gate out permission:</p> <ul style="list-style-type: none"> ■ Get out permission
Additional information	<ul style="list-style-type: none"> ■ National Micro finance Bank (NMB) and Tanzania Investment Bank bank (TIB) Dar es salaam ports branches work 24 hours 7 days. ■ A trader can print the TPA receipt from the system or obtain one from the TPA accounts office. ■ The clearing agent is required to upload to the system the details of mode of transportation expected to be used to deliver the cargo to the port.



Chapter 4: Coffee Import Procedures in the EU

Overview and Objectives of Chapter 4:

This chapter discusses some of the import procedures in the European Union. While the importer in the EU member country is ultimately responsible for ensuring that the importing requirements have been met, in this Chapter we shall discuss some of the key procedures and requirements where the exporter has a role to play.

Several important points to note in reading this chapter:

- The Chapter assumes that the importing company is already registered in the given EU Member country and has the 'Economic Operator Registration and Identification (EORI) number that required by the Customs Authority in the EU to among others, lodge a customs declaration and make an entry summary declaration (ENS) and an exit summary declaration (EXS)
- The information in the chapter is mainly drawn from the EU Help Desk <https://trade.ec.europa.eu/tradehelp/myexport>
- The chapter contains information that is valid as at 20 August 2020. Procedures and requirements however change. As a rule of thumb, the exporting SME should always check with the importer the current requirements before any shipment is done.

The **key objectives** of this Chapter are:

- To provide the Tanzania coffee SME with a consolidated and simplified reference to the mandatory requirements for exporting coffee to the EU;
- To provide the Tanzania coffee SME with an overview of EU coffee market preferences and trends that the SME may tap into;
- To provide Tanzania's TSIs with a reference point for the requirement SMEs must fulfill in order to tap into the EU Market; and,
- To point the Tanzania coffee SMEs and TSIs to sources of credible information on requirements and market preferences for coffee exported to the EU.

Summary of Procedures for Coffee Imports into the EU from Tanzania:

The figure below depicts the procedures for importing goods into the EU.



Below we elaborate the steps further:

Step 1: Entry Summary Declaration (ENS)

The ENS is lodged by the carrier of goods entering the customs territory of the EU, in advance of the goods arriving in the EU. For container marine cargo, the ENS should be launched 24 hours before commencement of loading in the foreign load port, while for bulk marine cargo, at least 4 hours before arrival. The ENS can also be lodged by the importer -consignee or a representative of the carrier or importer.

Part of the information that the carrier must include must include in the **ENS comes from documents originated by the exporter: bill of lading and commercial invoices, so it is crucial that these reach the party responsible for the lodging of the ENS in a timely and accurate manner.** As earlier noted the statement of origin must be indicated on the commercial invoice, as well as the delivery note, a packing list, or any other commercial document allowing to identify the goods and the exporter

The ENS declaration falls within the scope of the Import Control System (ICS) which became fully operational on 1 January 2011, as part of the Security Amendment laid down by Regulation (EC) No 648/2005 of the European Parliament and of the Council.

Step 2: Customs declaration - SAD (Single Administrative Document)

The placing of the goods under any customs approved treatment or use is done using the Single Administrative Document (SAD), which is a common form for all the EU Member States according to the Union Customs Code and the Transitional Delegated Act (Commission Regulation (EU) 2016/341) whereas a fully electronic customs environment is created.

The SAD can be presented to the customs authorities by the importer or his representative. The representation may be direct, where the representatives act in the name of, and on behalf of, another person; or indirect, where representatives act in their own name but on behalf of another person.

The SAD may be presented either by electronic means directly linked to the customs authorities (each Member State may have its own system); or by lodging it with the designated customs office premises. The declaration must be drawn up in one of the official languages of the EU, which is acceptable to the customs authorities of the Member State where the formalities are carried out.

The main information that shall be declared is:

- Identifying data of the parties involved in the operation (importer, exporter, representative, etc.)
- Custom approved treatment (release for free circulation, release for consumption, temporary importation, transit, etc.)
- Identifying data of the goods (Taric code, weight, units), location and packaging
- Information referred to the means of transport
- Data about country of origin, country of export and destination
- Commercial and financial information (Incoterms, invoice value, invoice currency, exchange rate, insurance etc.)
- List of documents associated to the SAD (Import licenses, inspection certificates, document of origin, transport document, commercial invoice etc.)
- Declaration and method of payment of import taxes (tariff duties, VAT, Excises, etc)

The SAD set consists of eight copies; the operator completes all or part of the sheets depending on the type of operation. In the case of importation generally three copies shall be used: one is to be retained by the authorities of the Member State in which arrival formalities are completed, other is used for statistical purposes by the Member State of destination and the last one is returned to the consignee after being stamped by the customs authority.

Documents associated to the SAD

- For coffee, the documents that need to be presented together with the SAD are include:
- Documentary proof of origin (Through the certificate of origin)
- Certificate confirming the special nature of the product
- Transport Document
- Commercial Invoice
- Customs Value Declaration
- Inspections Certificates (Health, Plant Health certificates)
- Import Licenses (if applicable)

Step 3: Goods are placed under temporary storage situation

Goods imported into the EU customs territory must be accompanied by a summary declaration, which is presented to the customs authorities of the place where they are to be unloaded. Goods are then placed under the temporary storage situation (not exceeding 90 days in any case), which means that they are stored under customs supervision until they are placed under any of the following customs procedures or re-exported:

Release for free circulation

Goods are 'released for free circulation' when the conditions relating to importation into the EU have been duly fulfilled (payment of tariff duties and other charges, as appropriate, application of non-tariff commercial policy measures and completion of the other formalities related the import of the goods). Release for free circulation confers on non-Union goods the customs status of 'Union goods'.

Once the mentioned duties as well as the value added tax (VAT) and any applicable excise duties have been paid, goods are 'released for consumption', as they have satisfied the conditions for consumption in the Member State of destination.

Special procedures

Goods may be placed under any of the following categories of special procedures:

- Transit, which comprises external and internal transit:
 - External transit: non-Union goods may be moved from one point to another within the customs territory of the Union without being subject to import duties, other charges related to the import of the goods (i.e. internal taxes) and commercial policy measures, thereby transferring customs clearance formalities to the customs office of destination.
 - Internal transit: Union goods may be moved from one point to another within the customs territory of the Union, passing through a country or territory outside that customs territory, without any change in their customs status.

- Storage, which comprises customs warehousing and free zones:
 - Customs warehousing: non-Union goods may be stored in premises or any other location authorised by the customs authorities and under customs supervision ('customs warehouses') without being subject to import duties, other charges related to the import of the goods and commercial policy measures.
 - Free zones: Member States may designate parts of the customs territory of the Union as free zones. They are special areas within the customs territory of the Union where goods can be introduced free of import duties, other charges (i.e. internal taxes) and commercial policy measures, until they are either assigned another approved customs procedure or re-exported. Goods may also undergo simple operations such as processing and re-packing.
- Specific use, which comprises temporary admission and end-use:
 - Temporary admission: non-Union goods intended for re-export may be subject to specific use in the customs territory of the Union, with total or partial relief from import duty, and without being subject to other charges like internal taxes and commercial policy measures. This procedure may only be used provided that the goods are not intended to undergo any change. The maximum period during which goods may remain under this procedure is 2 years.
 - End-use: goods may be released for free circulation under a duty exemption or at a reduced rate of duty on account of their specific use.
- Processing, which comprises inward and outward processing:
 - Inward processing: goods are imported into the Union in order to be used in the customs territory of the Union in one or more processing operations, without being subject to import duties, taxes and commercial policy measures. . The customs authorities shall specify the period within which the inward processing procedure is to be discharged. Where finished products are not finally exported, these shall be subject to the appropriate duties and measures
 - Outward processing: Union goods may be temporarily exported from the customs territory of the Union in order to undergo processing operations. The processed products resulting from those goods may be released for free circulation with total or partial relief from import duties.

Step 4: Inspection of goods under Temporary Storage:

This is a control measure at the point of entry. In addition to undergoing inspections prior to export in the origin country, according to **Regulation (EU) 2017/625**, food imported into the European Union is subject to potential controls at points of entry. These are performed to ensure that all food introduced into the EU market is safe and complies with all regulations. There are different types of official controls:

- Documentary controls: These are geared towards verifying that all the required documents (Health Certificate, bill of lading, etc.) are present. In terms of frequency, this is always done, for all consignments.
- Identity controls: undertaken to verify that the content and labelling of the consignment tally with the documents presented. In terms of frequency, this is systematic for plant health and random for food safety (except in case of increased controls)

Physical controls: undertaken to verify that the imported goods are meeting the applicable requirements of the EU food legislation and may include inspections of packaging or sampling the product for laboratory analysis. In terms of frequency, they are systematic for plant health and random for food safety (except in case of increased controls).

These controls may happen at EU borders or even once on the market, but most frequently occur at the point of entry. The laboratory analyses may target pesticide residues, heavy metals or other contaminants. If a shipment is refused for non-compliance with EU legislation, the responsible party of the shipment has three options: a) Destroy the products in question; b) Re-dispatch these products to a non-EU country; or c) Return the products to the originating country. The latter 2 must happen within 60 days. Where the non-compliance implies a food safety concern, a RASFF notification must be issued. Where the non-compliance implies a plant health concern, a Europhyt notification must be issued.

In certain situation, there may be a temporary increase of import control may be necessary for the following reasons:

- due to a known or emerging risk (e.g. high number of RASFF alerts),
- or because there is evidence of widespread serious non-compliance with the EU agri-food chain legislation (e.g. as highlighted in an audit report from DG SANTE-F) concerning certain goods, from certain non-EU countries, and in relation to a specific risk (hazard).

The temporary increases are laid down in Annex I of Regulation EU 2019/1793 and they concern the identity checks, and the physical checks.

Emergency control measures may also be applied as laid out under Annex II of Regulation EU 2019/1793 that lays down special conditions governing the entry of such goods in the EU. These may include certain food, originating from certain non-EU countries may present a high risk for human health because of:

- contamination by mycotoxins, in particular aflatoxins, and OTA
- contamination by pesticide residues, contamination by pentachlorophenol and dioxins, or
- microbiological contamination from Salmonella.

In cases of emergency control, each consignment of the food under emergency control must be accompanied by an additional form that gives that consignment an identification code, accompanied by the **results of sampling and analyses performed by the relevant competent authorities, and an official certificate.**

Documents for Customs Clearance

Commercial Invoice:

The commercial invoice is a record or evidence of the transaction between the exporter and the importer. Once the goods are available, the exporter issues a commercial invoice to the importer in order to charge him for the goods. The commercial invoice contains the basic information on the transaction and it is always required for customs clearance.

Although some entries specific to the export-import trade are added, it is similar to an ordinary sales invoice. The minimum data generally included are the following:

- Information on the exporter and the importer (name and address)
- Date of issue
- Invoice number
- Description of the goods (name, quality, etc.)
- Unit of measure

- Quantity of goods
- Unit value
- Total item value
- Total invoice value and currency of payment. The equivalent amount must be indicated in a currency freely convertible to Euro or other legal tender in the importing Member State
- The terms of payment (method and date of payment, discounts, etc.)
- The terms of delivery according to the appropriate Incoterm
- Means of transport

No specific form is required. **The commercial invoice is prepared by the exporter according to standard business practice and it must be submitted in the original along with at least one copy.** In general, there is no need for the invoice to be signed. In practice, both the original and the copy of the commercial invoice are often signed. The commercial invoice may be prepared in any language. However, a translation into English is recommended.

Customs Value Declaration

The Customs Value Declaration is a document, which must be presented to the customs authorities where the value of the imported goods exceeds EUR 20 000. This form must be presented with the Single Administrative Document (SAD). The main purpose of this requirement is to assess the value of the transaction in order to fix the customs value (taxable value) to apply the tariff duties.

The customs value corresponds to the value of the goods including all the costs incurred (e.g.: commercial price, transport, insurance) until the first point of entry in the European Union. The usual method to establish the Customs value is using the transaction value (the price paid or payable for the imported goods).

In certain cases, the transaction value of the imported goods may be subject to an adjustment, which involves additions or deductions. For instance, the internal transport (from the entry point to the final destination in the Community Customs Territory) must be deducted. The customs authorities shall waive the requirement of all or part of the customs value declaration where:

- the customs value of the imported goods in a consignment does not exceed EUR 20 000, provided that they do not constitute split or multiple consignments from the same consignor to the same consignee, or
- the importations involved are of a non-commercial nature; or
- the submission of the particulars in question is not necessary for the application of the Customs Tariff of the European Communities or where the customs duties provided for in the Tariff are not chargeable pursuant to specific customs provisions.

Freight Documents (Transport Documentation)

Depending on the means of transport used, transport documents are filled in and presented to the customs authorities of the importing European Union (EU) Member State upon importation in order for the goods to be cleared.

For goods transported by sea, the transport document is the Bill of Lading, which is a document issued by the shipping company to the operating shipper, which acknowledges that the goods have been received on board. In this way the Bill of Lading serves **as proof of receipt of the goods by the carrier obliging him to deliver the goods to the consignee**. It contains the details of the goods, the vessel and the port of destination. It **evidences the contract** of carriage and conveys **title to the goods**, meaning that the bearer of the Bill of Lading is the owner of the goods.

Freight Insurance

The insurance is an agreement by which the insured is indemnified in the event of damages caused by a risk covered in the policy. Insurance is all-important in the transport of goods because of their exposure to more common risks during handling, storing, loading or transporting cargo, but also to other rare risks, such as riots, strikes or terrorism.

There is a difference between the goods transport insurance and the carrier's responsibility insurance. The covered risks, fixed compensation and indemnity of the contract of transport insurance are left to the holder's choice. Nevertheless, the hauler's responsibility insurance is determined by different regulations. Depending on the means of transport, indemnity is limited by the weight and value of the goods and is only given in case the transporter has been unable to evade responsibility.

The insurance invoice is required for customs clearance only when the relevant data do not appear in the commercial invoice indicating the premium paid to insure the merchandise.

Packing List

The packing list (P/L) is a commercial document accompanying the commercial invoice and the transport documents. It provides information on the imported items and the packaging details of each shipment (weight, dimensions, handling issues, etc.) It is required for customs clearance as an inventory of the incoming cargo. The generally included data are:

- Information on the exporter, the importer and the transport company
- Date of issue
- Number of the freight invoice
- Type of packaging (drum, crate, carton, box, barrel, bag, etc.)
- Number of packages
- Content of each package (description of the goods and number of items per package)
- Marks and numbers
- Net weight, gross weight and measurement of the packages

No specific form is required. The packing list is to be **prepared by the exporter according to standard business practice and the original along with at least one copy must be submitted**. Generally, there is no need to be signed. However, in practice, the original and the copy of the packing list are often signed. The packing list may be prepared in any language. However, a translation into English is recommended.



Chapter 5: Export Support Facilities

The Tanzanian government is committed to increasing exports from Tanzania. Several organisations play various role in actualising this goal. In this Chapter, we shall list organisations in Tanzania, as well as those outside of Tanzania that may be of interest to an SME.

Key Export Support Facilities in Tanzania:

- **Tanzania Trade Development Authority (TTDA):** an agency under the Ministry of Industry, Trade and Investment (MITI). TTDA's role includes providing market intelligence on various export markets, as well as capacity building for SMES. <https://www.tantrade.go.tz/>
- **Tanzania Coffee Board:** is the regulatory body for the coffee sector and officially the lead on all matters coffee. See <https://www.coffeeboard.or.tz/>
- **Tanzania Coffee Research Institute (TaCRI):** this is the research body which develops and disseminates appropriate technologies to improve coffee quality and productivity in Tanzania. <https://www.tacri.or.tz/>
- **Tanzania Coffee Association:** this is the umbrella body that represents the interests of coffee exporters to policy makers.
- **EAC Quality Compass:** provides comprehensive and very detailed requirements about the quality requirements for exporting coffee to the EU, both mandatory and voluntary. See <https://un-consulting.ch/eac/compass>

Key Support Facilities in Importing Markets

- **International Trade Centre:** a UN agency dedicated to supporting SMEs to export, the ITC provides market analysis tools; builds capacity of SMEs and supports policy advocacy among a host of other SME focused services. ITC also runs several programmes that SMES may be interested in joining, for example SheTrades. See more on www.intracen.org and register for free on <https://www.trademap.org> to access TradeMap, Market Access Map and other market tools.
- **The ITC Coffee Guide:** Provides extensive information on all aspects of international trade of coffee, including but not limited to production and sales statistics, contracts, logistics, e-trade, futures, hedging, quality issues, certifications, social aspects, environment and climate change, among others. Access it on <http://www.thecoffeeguide.org/>.
- **CBI:** the Centre for the Promotion of Imports from developing countries, is part of the Netherlands Enterprise Agency and are funded by the Netherlands Ministry of Foreign Affairs dedicated to increasing exports to the EU. CBI produces regular market reports on specific markets in the EU and specific products. CBI also works with trade promotion organisations. For coffee, see <https://www.cbi.eu/market-information/coffee>
- **International Coffee Organisation (ICO):** is the main intergovernmental organisation for coffee, bringing together exporting and importing Governments to tackle the challenges facing the world coffee sector through international cooperation. Its Member Governments represent 98% of world coffee production and 67% of world consumption. ICO provides useful global and country specific data and information on a range of issues, including but not limited to coffee production, quality issues, sustainability as well as other relevant news and trends in the coffee sector. See <http://www.ico.org>

- **EU Pesticide Database:** the database contains details of all allowed pesticides, as well as those that are banned. <https://ec.europa.eu/food/plant/pesticides/eu-pesticides-database/>
- **The Codex Alimentarius Commission (CAC):** also maintains a pesticide database that outlines MRLs for different foods and food categories. Countries sometimes refer to this database in lieu of establishing their own MRLs within food safety regulations. <http://www.fao.org/fao-who-codexalimentarius/committees/cac/about/en/>
- **EU Export Health Desk:** provides product specific requirements, as well as import related procedures. See www.trade.ec.europa.eu/tradehelp
- **The Specialty Coffee Association:** for all matters on specialty coffee, including new trends in the industry, cupping profiles, existing support activities, among others, see <https://sca.coffee/>