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### COFFEE INNOVATION Tanamera Specialty Processing Model Upgrading Facilities and Processes for Scalable Quality



- 1. Inconsistency and lack of premium and specialty grade coffee in Indonesia. Farming practices are generally considered to be poor, resulting in low yields.
- 2. Transportation and typical trading practices are increasing the selling price of all Indonesian coffee, especially specialty.
- 3. Farming practices are generally poor, which results in lower quantity and quality of coffee production per harvest season.

#### QUALITY AND CONSISTENCY / TRANSPARENT AND INCLUSIVE BUSINESS MODELS

Continue to develop coffee farm and processing in Bali and use as an "open-case study" and subsequently aim to develop 100 coffee farms and processing plants across Indonesia. Introduce and promote contractual models with farmers on the quantity and quality purchased by Tanamera. The contract serves as an instrument to build quality and traceability.



Tanamera Coffee is sourcing, exporter, wholesale and cafe business with its main office located in Bali. Established in 2013 Tanamera's main products are roasted coffee, the brand of Tanamera Coffee and Cafés. Tanamera won 51 x Gold, Silver, Bronze International Coffee Awards since 2015.

NUMBER OF STAFF 140



#### COSTS

75,000 TO 115,000 EUR TO ACHIEVE 15T FIRST YEAR AND 30T/YR THEREAFTER EFFECTS ON REVENUE 2020 TOTAL REVENUE € 150,000

EFFECTS ON YIELD 45% INCREASE IN COFFEE VOLUME

MATERIALS & EQUIPMENT



#### TIMELINE

3-6 MONTHS DEPENDING ON LOCATION AND CONSTRUCTION EQUIPMENT AVAILABILITY

SEE IMPLEMENTATION - 2

### STAFFING REQUIREMENTS 10-15 PPL FOR CONSTRUCTION



#### TAKEAWAYS

- Replication at different places were a challenge to social distancing policies. Rain as this reduced the amount of cherries that could be sourced and processed at the beginning of the harvest. While expensive it is also why the project scope has been increased to include a dryer wherever possible to help mitigate the poor weather issues during harvest.
- In general, everything went to plan aside from COVID-related issues
- In future replications, we may install a mechanical dryer to ensure output will be achieved even with rain during harvest period.
- The right mental attitude and commitment from the Farmer is critical as the farmer must use the system correctly, eg. select red cherries, fermenting to the necessary timing, drying etc is still key the succes



### RESULTS

As a result of Tanamera's trial,





### 105

105 PEOPLE IN THE FARMER GROUP AND AROUND 40 HECTARES FOR THE 32 TONNES PRODUCED FOR THE MANIKLIYU PROCESSING SITE

45% INCREASED VOLUME FROM 22T TO 32T (45% INCREASE)

FACILITIES & WORKING ENVIRONMENT IMPROVED





Coffee quality increased (from working with farmer group on the coffee plants between harvests over the past 2-3years)

# **IMPLEMENTATION - PART 1**

To build a processing plant on the farm or close to the supply of coffee cherries, this is constructed once and will last for decades to come, the steps include:



	SITE SURVEY, CONSULTATION AND ALIGNMENT DISCUSSIONS FOR A CLEAR UNDERSTANDING OF WHAT IS REQUIRED BEYOND FACILITIES TO ACHIEVE PREMIUM AND SPECIALTY GRADE COFFEE PROCESSING
2	BUILD WATER RESERVOIR, WITH PUMPS AND PIPING
3	ENSURING THE ELECTRICAL NEEDS ARE MET BY UPGRADING GOVERNMENT POWER SUPPLY OR GENERATOR(S)
4	CONSTRUCT A ROOFED STRUCTURE TO COVER THE AREA FOR PROCESSING THE CHERRIES
5	CONSTRUCTION OF CERAMIC LINED WASH TANKS, WATER WAYS FOR WASHING AND FERMENTATION
6	INSTALL PULPER 800KG/HR MINIMUM

## **IMPLEMENTATION - PART 2**





SUPPLY INSPECTION TOOLS AND EQUIPMENT

### MATERIALS & EQUIPMENT

WATER SUPPLY, RESERVOIR, PUMPING & PIPING REQUIREMENTS:

• ELECTRICITY OR GENERATOR REQUIREMENTS

10

- ROOFED STRUCTURE TO COVER PROCESSING AREA HARD STANDING & LIGHTING
- CHERRY RECEIVING, WEIGHING AND INSPECTION AREA AND TESTING EQUIPMENT
  SOLAR DOME DRYING HOUSES
- WATER TANK STRUCTURE FOR RECEIPT WASHING & PULPING AND WASTE MANAGEMENT
- FERMENTATION TANKS AND CHANNELING, ALL TILED AND COMPLETE WITH NECESSARY PIPEWORK
- DRAINAGE AND WASTE MANAGEMENT AREA
- PATHS FOR MOVEMENT OF CHERRIES(PARCHMENT/BEANS) AROUND SITE
- COVERED RESTING AREAS (WITH GOOD AIR CIRCULATED CONDITION & LOW HUMIDITY)

- PULPER
- MECHANICAL DRYER
- HULLING MACHINE AND AREA
- SORTING AREA, TOOLS AND TESTING EQUIPMENT
- STORAGE/WAREHOUSE AREA

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#### MISSION

The Fund's objective is to increase profitability of small-holder coffee farmers, and foster greater, more equitable value distribution in the supply chain through promoting innovative farming systems, transparent and inclusive business models, and access to new markets.