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USAID-MASHAV-MOANR Ethiopia Joint Technical Cooperation Program

Small holder Horticulture Program (SHP)



Report on Export of Avocado

August, 2016

1. Introduction

The Smallholder Horticulture Program (SHP) was a joint USAID-MASHAV-MoANR Ethiopia program implemented in six woredas, namely Mecha, Basona Worena, Guto Gida, Meskan, Boloso Sore and Raya Alamata woredas. The SHP was redesigned and extended for a year since May 2015, and provided support for nursery development, seedling supply, and extension service development to smallholder farmers, capacity building and other technical assistance. The SHP's long-term aim was to improve the livelihoods of smallholder farmers through support the establishment of sustainable, smallholder tropical and temperate fruit production, and establish a vibrant smallholder fruit and horticulture sector in Ethiopia. In response, the project has established five and one nursery centers to provide technical support and planting materials on tropical and temperate fruits respectively.

2. Avocado Export

The small holder horticulture project (SHP) joint program has made Avocado Export on August, 2016. The objective of the export is establishing Avocado Export base in Ethiopia, in the years to come, to convert Ethiopian Farmers with international investor to become international leader of Avocado Exporter.

As it is known that, In August, 2015 the project introduced export piloting program of Avocado with a link created by SHP from farmers to Europe market in collaboration with Israeli company MAHDRIN and Avocado fruits were sent to Europe Market (France) and the result were very encouraging and this year August, 2016 SHP collected a total of 12.4 tone of Avocado Fruits from farmers and nurseries mainly from Butajira and Bahirdar Area and some from Hossahna area. The detail no of fruits collected from each area is shown below:-

| | Variety | No of fruits collected in Kg. | No of fruits collected in Tone |
|-----------------|---------|-------------------------------|--------------------------------|
| Butajira | Hass | 5,358 | 5.3 |
| Bahirdar | Hass | 6,060 | 6.0 |
| Hosahna | Hass | 1,125 | 1.1 |
| Total | | 12,543 | 12.4 |

Avocado collection from farmers plot at Butajira



1st grade sorting at koga veg. cold house in piccolo

Out of the total collected fruits after sorting made at koka, (Ethio-Veg-Fru) sorting and packing house, the net amount of fruits sent to Europe is described in a table as follows:-

| No. of Fruits in one carton | Size of each fruits in gram | Total no. of Carton in each size |
|-----------------------------|-----------------------------|----------------------------------|
| 16 | 243- | 53 |
| 18 | 203 - 243 | 520 |

| | | |
|---|-----------|--------------|
| 20 | 184 - 217 | 456 |
| 22 | 165 - 196 | 454 |
| 24 | 151 - 175 | 257 |
| 26 | 144 - 157 | 446 |
| 28 | 134 - 147 | 154 |
| 34 | 107 - 122 | 130 |
| Total No. Carton | | 2,470 |
| <ul style="list-style-type: none"> • Net Weight in Kg = 9,880 • Net Weight in Tone= 9.8 | | |
| <ul style="list-style-type: none"> • Gross Weight in Kg = 10,802 • Gross Weight in Tone= 10.8 | | |

NB: Total No. of Pallet = 19

One Pallet Contains 130 Cartons

One Carton Weighs 4 Kg.



Sorting and Packing of Avocado Fruits at koka (Ethio-Veg- Fru)

ACCOUNT SALE

21/09/2016 20:45
Supplier –Ethio Vegfru
OUR Ref—PO-0833
Arrival Day—19/08/2016



SALES CURRENCY €

| | TOTAL BOXES | TOTAL € |
|----------|----------------|-------------|
| QUANTITY | 2,470 | € 23,316.00 |

COSTS

| | |
|------------------------|-------------------|
| Port Exp. + Forwarder | € 319.00 |
| Transport to Warehouse | € 91.00 |
| Cold Storage | € 145.00 |
| Transport to clients | € 440.00 |
| Netting+ Rippingening | € 2,279.60 |
| Clients Rebate | € 260.00 |
| MTEX COMMISSION 6% | € 1,398.96 |
| | |
| | |
| TOTAL COSTS | € 4,933.56 |

RETURNS

| | |
|-------------------|-------------|
| NET AMOUNT TO PAY | € 18,382.44 |
|-------------------|-------------|

- Challenges encountered during the export process: - Hail was one of the major problems occurred in bahirdar area, most fruits were damaged by hail and lack of sorting and box formation machine was also a big problem observed during this process. To perform such activities manually was very much hectic and time taking, especially since the project is planning to send the fruit in a large quantity in the future by container, it was very much discouraging.

- It is recommended from the project to change harvesting period to march, April at Bahirdar in order to avoid hail problem and plan to facilitate and work in collaboration with Amhara region to import sorting machine from Israel in order to solve the problem on sorting process.
- In general it was found to be encouraging to see farmers involved in such export activities, and it is expected to work more in the future and the project expects more cooperation from the regions to fulfill the objective of the project to make Ethiopian farmers international leader of Avocado Exporter.



