

A yearly import of over 3000 tons gives MITKA the status of one of the big alternative German coffee importers. Sole Shareholder is Adelante e.V., an association which counts **nine members** ranging from organisations working solely through volunteers to big Fairtrade companies for whom coffee is only a part of what they sell.

El Salvador Coffee is imported in cooperation with the El Salvador Coffee Campaign.

The representatives of the members make the essential decisions during regular meetings. Voting power does not depend on the level of sales by individual members.

Import logistics are kept as simple as possible. MITKA is in charge of constant contact with the co-operatives, financing, import, local organic certification and responsible preparation and provision of green coffee beans.

Our coffee is gently and slowly roasted and subsequently transferred to the ownership of MITKA members. The distribution varies: coffee is sold via the internet and through solidarity shops and local supermarkets alike.

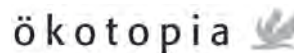
A team from MITKA travels on a regular basis to Central America for an exchange of information and views with our trading partners. Likewise, members of the cooperatives are invited to come to Germany by MITKA's members.

MITKA

Mittelamerika Kaffee Im- und Export GmbH

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MITKA imports
fairly traded coffee from
Nicaragua, El Salvador,
Guatemala, Honduras
and Mexiko
for



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MITKA

Mittelamerika Kaffee Im- und Export GmbH

In 1986, several solidarity groups got together to set up a collective for the direct import of solidarity coffee from Nicaragua and formed the "Mittelamerika Kaffee Im- und Export GmbH" (MITKA).

By trading with Nicaraguan coffee, MITKA supported the Sandinistas' Movement and informed customers about the political situation in Nicaragua. Being a purchasing group enabled smaller traders to directly import their coffee.

Today, our attention has shifted to the small producers in Central America who through a guaranteed price and by fair cooperation are enabled to produce sustainable high quality coffee and earn a living wage.

Because MITKA and the cooperatives work directly together, recognizing needs and problems is straightforward, making it simpler and faster to find solutions.

Together, we are striving to better trade relations and allow for a fairer trade.

: TRADING PRINCIPLES :

✺ **IMPORTING DIRECTLY FROM COOPERATIVES** : MITKA buys directly from the cooperatives. This practice allows smaller farmers to come together to sell their coffee preventing a middle man from skimming off profits.

✺ **MINIMUM PRICE** : MITKA buys coffee for a minimum price of 1.60 USD per pound of coffee. Were the price of coffee at the international stock market to raise, the minimum price would as well.

A premium of 30 US cents per pound of coffee is paid for certified organic coffee.

Furthermore, the cooperatives receive a fairtrade premium of 20 US cents to help better the quality of life for farmers. An additional five cents allows for the chance to improve the cooperative's infrastructure and finance micro-loans for farmers.

This price still reflects the unjust worldwide trading structures surrounding coffee. However, it provides for basic education and health services and ensures a high quality coffee: the highland Arábicas produced by our partners are among the best in Central America.

✺ **PRE-FINANCING** : Quite often the farmers become indebted to middlemen in order to be able to harvest the coffee. To prevent this exploitative practice, MITKA finances up to 60% of the buying price before the harvest.

✺ **NOT FOR PROFIT** : MITKA is not interested in making profits. The coffee is sold to its members at cost.

✺ **LONG-TERM COMMITMENT** : A long-term partnership gives the cooperatives a chance to invest in projects and form lasting relationships.

✺ **ENVIRONMENTALLY SUSTAINABLE** : MITKA supports the cooperatives with the transition to organic farming techniques. MITKA aided with the formation of the certifying organization Bio Latina who accounts for the local characteristics and replaces costly inspection by foreign inspectors for organic certification.

✺ **FAIRNESS AND TRANSPARENCY** : We place value on a democratic structure and an open exchange of information. Through regular visits we inform the farmers on the market situation in Europe so that they can assess our working environment and sales conditions. From the cooperatives we expect to know how their income is used and that everyone is fairly paid.

✺ **INFORMATION** : When selling coffee, MITKA's members provide information to the customers about the living and production conditions of the farmers and about the world trade

✺ **FAIR TRADE STANDARDS** : Through our way of operation, MITKA upholds all the minimum standards of the Fairtrade Labeling Organization and even goes above and beyond what's expected. MITKA foregoes a costly additional Fairtrade certification.

