



It's all about relationships

Athos

In 2010 we flew out to Brazil for the first time to meet with Athos and his family on the Gerezim farm in Minas Gerais. And every year since we have bought their coffee, improving prices, and helping them to maintain their excellent standards of care for their workers and the environment. It is a privilege to still be working with him, and our recent conversations about coffee, family, business and life in general have reminded me how important relationships are as the foundation of EA.

Indeed, some recent meetings and conversations with customers here in the UK have also been an absolute joy, reminding us of that core value of this business and life as a whole.



Jacutinga

It is in valuing and following these relationships we get to work with some fantastic people as customers and suppliers.

Through Athos and Demilson in Brazil we have started to work in

a the rural community of Jacutinga, Poco Fundo. Their coffee, grown around 4,000ft is excellent - sweet chocolate, with a little fruit and hazelnut. It has arrived and we will start roasting next week!



Nyakweri Forest

As you know we have also been working in East Africa for more than a decade, and through a new relationship there, Ian was invited to meet with the Maasai tribe about a forest conservancy project.

The Nyakweri forest has been devastated in the past few years for charcoal and farming, yet this is an important nursery forest for wildlife and their young.

Through a partnership of people and organisations EA is now helping to fund a conservancy led by the Maasai themselves.

All of this made possible by valuing the relationships we have and your continued support.



Coffee prices held

We are not increasing prices, as we have been able to offset higher costs and exchange rate turmoil against some savings in other areas.

Tea

We now have some fantastic loose leaf black and green tea from Usumbara Mountains in Tanzania - call for more info and prices.



Next time...

Ian will be back from Brazil with news from the farmers, and a new project in Jacutinga.

