



SOURCING CASE STUDY: EFICO

Founded in 1926, EFICO is a green coffee trading company with strong family values and passion for the product. EFICO is committed to quality, sustainability and transparency in its business activities as well as maintaining a personalized approach. EFICO strongly believes that innovation and quality go hand in hand while minimizing any negative environmental impact. Their ambition towards a sustainable supply chain is reflected in their state-of-the-art green coffee warehouse, SEABRIDGE, their EFICO Foundation, their strong belief in the ten principles of the UN Global Compact, to which it was the first coffee trader to sign up to in 2003, and their commitment towards the Sustainable Development Goals.

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Sourcing Commitment

EFICO will source 40% of their volume verified or certified against sustainability standards. By 2025 this commitment is projected to reach at least 50%. EFICO will continue to invest in solid and long-term business relations and win-win partnerships. By 2020, more than 80% of EFICO's volume will be sourced from cooperatives or local exporters, positively impacting local development, decent work and economic growth.

TARGET DATE: 2020

Partners in Sustainable Sourcing

EFICO works together with their customers to provide support in responsible consumption and advisory services with options for sustainable sourcing in their supply chains. EFICO also works alongside its private foundation – The EFICO Foundation - to support and improve the daily lives of those living in coffee communities. The EFICO Foundation partners with over 60 organizations.

Business Case

According to EFICO, sustainability is in the group's DNA; it is a part of who they are. EFICO has a personal relationship with their suppliers, which allows them to source at least 80% of coffee directly from cooperatives, unions, or local exporters. To EFICO, it is important to have strong partnerships and be locally present in order to connect with the farmers.

Strategy

EFICO sources via local partners and has offices in origin. They keep their customers and key stakeholders informed about the importance of sustainable sourcing and have a direct leverage with their EFICO Foundation to positively impact coffee families' livelihoods and prosperity.

Progress

EFICO takes pride in the achievements they have made whether it be on their sustainably sourced supply, sustainable investments in a state-of-the-art warehouse to store coffee, or in their foundation that makes a difference in the daily lives of coffee families.

In 2017, they have already crossed the first milestone in sustainably sourcing: 51% of the sourced volume is certified or verified against sustainability standards and 87% is sourced via local exporters, cooperatives and unions. They anticipate that as clients are demanding more sustainable coffees, they will be able to become more ambitious.

Monitoring & Evaluation

In early 2016, EFICO formulated its commitment towards 5 SDGs, amongst which SDG 8 (Decent Work & Economic Growth) and SDG 12 (Responsible Consumption and Production) are directly linked with their strategy. EFICO states that they are still in an early phase of evaluating long term impact. In 2017, 8 projects over 3 continents within the EFICO Foundation result in direct improvement of livelihood

and prosperity of 810 individuals, and indirectly of over 2,200 coffee families. EFICO acknowledges the importance of keeping focus, measuring results and working towards those SDGs where their commitments derived from.

Key lessons

- Sourcing approach must be implemented in a holistic manner
- Stay true to the company's values
- Make sure to create a link between the coffee farmer and your clients

Advice to Others

EFICO advises companies in the coffee industry to listen to the voice of the coffee farmer. Transparency within the supply chain and creating win-win partnerships are essential to make coffee the first sustainable commodity worldwide. Leading with ambition and focus while staying authentic and true to your company's values and ethical stance is key.



“Knowledge transfer, climate smart agriculture and sustainable income increase for farmers are essential to enhance the transition to a more sustainable coffee future.”

–EFICO Group CEO Michel Germanès
