



Cooperative Agraria Cafetalera „El Quinacho“ Ltda

Since 2004 PRONATEC has been working closely with the “Cooperativa Agraria Cafetalera El Quinacho” cooperative and has helped it to achieve organic and Fairtrade certification. Since then, we have been buying the entire organic cocoa harvest from El Quinacho.

The powerful and formidable coca cultivation industry is still ever-present in the remote Apurimac Valley. There’s no doubt that cultivating the crop is a lucrative business, but the coca farmers suffer the effects of the intensive use of chemicals and the violent environment surrounding drug trafficking. This is why it is all the more important to give small farmers a long-term and alternative livelihood – the cultivation of organic and Fairtrade cocoa.

Organic farming isn’t easy in this humid region and takes a lot of knowledge and hard work. Earnings per hectare are meagre and in a vast area with just a handful of well-developed roads, central processing is impossible. The small farmers therefore not only have to cultivate the cocoa plantations on their own, but are also tasked with the skilled fermentation and drying of the fresh cocoa beans straight after the harvest.

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The El Quinacho cooperative was established in 1970 around bananas, coffee and a small general store. Today the cooperative’s most important crop is organic and specialty cacao. El Quinacho’s dedicated team of experts supports the small farmers on the ground to improve the earnings per hectare and enhance the quality of their cocoa. The fermented and dried cocoa beans are checked, sorted and prepared for export in five regional centres of the cooperative.



Founded	1970
Villages	22
Members	approx. 247 associates (88 females / 159 males)
Farm size	on average and range 3.2 ha (3 - 10 ha)
Products	organic and specialty cocoa
Cultivable land	799ha
Production	approx. 400 - 700kg/ha
No. cocoa trees	approx. 20'000

Certificates

Bio Suisse, EU-Bio, NOP (USA) FLO Fairtrade, Rainforest Alliance





Fairtrade premiums

The members of the cooperative El Quinacho decide collectively how to use the Fairtrade premium. In the last years the Fairtrade premium has been invested in the following community projects:

- social prevention fund for members and workers
- technical assistance
- organic fertilizers, tools and material
- certification costs organic and fairtrade

Our partnership with El Quinacho

In 2004 PRONATEC began to work working closely with El Quinacho, helping them to achieve organic and Fairtrade certification. Since then PRONATEC has been buying the entire organic cocoa harvest. The premiums for organic and Fairtrade certification are very important to value the dedicated work of the small farmers and provide a decent living in the long term.

The cocoa

The cocoa from Peru has a balanced mix of cocoa, fruity and acid flavours with slightly bitter and sweet notes.

We offer cocoa from El Quinacho in the following products:

- Cocoa beans
- Cocoa powder
- Cocoa mass
- Chocolate bars



Victoria Paredes, member of El Quinacho



Santos Ramirez Galvez, member of El Quinacho

