

Foreword

Near the end of 2013 PUM Netherlands Senior Experts, The Hague, asked Hein-Willem Leeraar, Raerd, to carry out a feasibility study, concerning a case in Western Ethiopia. An existing dairy farm wants to be transformed into a model farm, where as part of the transformation a processing unit will be put into operation. The farm produce will be then processed, but just as well the milk of the members of the local cooperative will be bought in for the same purpose. Dutch investors have shown interest. These investors have asked PUM to select an expert to carry out the study.

Max Kooijmans, Wommels, has visited the farm and the area before to carry out a market survey for the products from the processing line, i.e. pasteurized milk, yoghurt and cheese. His earlier report shows no doubt, as far as the possibilities of sales are concerned. In this business plan Mr.Kooijmans is responsible for the photography and without his knowledge of computer software the report would have looked differently.

We thank PUM for the assignment. Also we are grateful to Dr.Tesfa, Naqamte, the entrepreneur and to her nephew and successor Dr.Aberra from Helsinki, for opening up their farm and ambitions, both literally and figuratively.

For unto whomsoever much is given, of him shall be much required: and to whom men have committed much, of him they will ask the more.

Lucas 12:48

Consideration

For converting the foreign currency an exchange rate is taken of 26 Ethiopische Birr = € 1

This report has been put together with utmost care, based upon information handed over by the customer and her advisors, as well as upon the (market-) information collected from a diversity of sources. Although we have checked the information with the reality outside the farmyard marginally, we cannot vouch for this information. Of course developments can occur, that we do not know of now or cannot know of at present. This report and the attachments ought to be considered as one.