

# FARMLINK



**FARMLINK: Artisan of Kampot Pepper**  
**Fair-trade partner and exporter since 2006**

## **FARMLINK: a story of true passion**



In 2006, small Kampot pepper's farmers lacked suitable infrastructures in order to cultivate and sell their crops in a coordinated, competitive and sustainable market. Pepper world prices were too low and producers could no longer expect sufficient profitability: their traditional and artisanal activity could therefore no longer be sustained.

In this context, Sébastien Lesieur (manager of FARMLINK) set the following challenges for his Cambodian based company: to centralize the small producers' harvests, to assist them in a quality approach, and finally to help them enhance the fruits of their labour through artisanal manufacturing techniques going beyond international quality standards' requirements.

The cooperative firm aims to recover the top-quality of the Kampot pepper product, which had sharply declined following the dark years of the Khmers Rouge Regime, having led to many years of crop destruction and/or negligence. Indeed, from its inception, FARMLINK has implemented a partnership between French finest pepper experts and Kampot's in order to improve pepper quality and to optimize its production. The implementation of a unique protocol to treat the Kampot Pepper, from the natural sterilization and the traditional sun drying to the ultra selective hand-sorting, allows FARMLINK to produce a very unmatched pepper.

## **FARMLINK: over 10 years of expertise with Kampot Pepper**

Each peppercorn is hand-sorted. Using big tweezers, each pepper stem is carefully removed.

The 30 permanent skilled FARMLINK' workers thoroughly perform a genuine work of craftsmanship.





## **FARMLINK: other products:**

FARMLINK is launching a new range of Cambodian traditional products with unique organoleptic characteristics.

### **Palmyra Palm sugar:**

In Kampong-Speu, located in the West of Cambodia, farmers produce an entirely natural sugar from Palmyra Palm tree (*Bolussus Flabellifer L.*), not to be confused with its far cousin the palm tree, from which palm oil is extracted. Palmyra Palm tree grows naturally all over Cambodia, which counts more than 2 millions of them. Palmyra Palm sugar is obtained from the juice of the Palmyra Palm flower. Palmyra Palm sugar is unrefined, therefore maximizing the preservation of its natural minerals and trace elements, essential for the human body. As Palmyra Palm sugar does not contain any glucose, it does not trigger insulin production. Palmyra Palm sugar contains potassium, magnesium, vitamin C and amino acids such as glutamine and arginine, known for their great health benefits. The Palmyra Palm sugar contains 87% of saccharose, which ensure its natural conservation, and balances perfectly with the fructose content. Its glycemic index of 30 is exceptionally low.

### **Kampot Flower of Salt**

Kampot Flower of Salt is a natural product originating from the South of Cambodia. Harvested manually from the surface of Kampot's salt fields, Kampot Flower of Salt is unrefined and free from additives. Its marine origin and the harvest techniques provide the Flower of Salt with high level of bio-available magnesium, potassium and trace elements. Unlike coarse salt, the Flower of Salt must be used after the cooking process in order to preserve all its natural benefits. Used on fresh products, its natural crispiness will highlight their delicateness, whether it is in combination with a fresh tomato or with an outstanding foie gras. Its delicate spangles, of an immaculate white, highlights both meat and fish flavours. Composition: 100% Salt Flower.



## **New products:**

### **Fermented pepper:**

In order to offer European consumers the freshest form of Kampot pepper, FARMLINK has developed a process of lacto-fermentation enabling its pepper to travel abroad in its most perfect form. A delicate touch of Flower of Salt is added to the final product to provide it with the most optimal quality. Available for green and red pepper.

### **Spices mix for gravy :**

The trilogy of Cambodian spices is designed to be used as a cold dip, once mixed with lime juice, with any type of grilled meat or fish, as well as with shrimps in a wok, for instance. Charm your palate through the sweet and sour Asian flavours, featuring 3 exceptional locally sourced Cambodian ingredients: Kampot Pepper, Kampong Speu Palmyra Palm sugar and Kampot Flower of Salt. Only add half lime juice to 3 tablespoons of the KADODE mix powder to obtain a delicious cold dip.



# F A R M L I N K

## CATALOGUE

### BLACK KAMPOT PEPPER, *premium grade, hand-sorted.*



*\*Green berry harvested before maturation, soaked few seconds in boiling water.*

Aromatic note:

Its fruity roundness is delicately balanced by green thyme and eucalyptus notes

Qualitative references: :

- density: >600g/L
- colour: dark brown/black
- humidity: <12%
- external products: 0,01%
- size of the pepper berry: >4mm

### RED KAMPOT PEPPER, *premium grade, hand-sorted.*



*\*Red berry harvested at its full maturation, soaked few seconds in boiling water.*

Aromatic notes:

Its flavour is very complex and recalls the taste of dry red fruits, pineapple and gingerbread.

Qualitative references:

- density: >550g/L
- colour: red/rust
- humidity: <12%
- external products: 0,01%
- size of the pepper berry: >4mm

### DARK-RED KAMPOT PEPPER, *premium grade, hand-sorted.*



*\*Red berry harvested at its full maturation, stocked for 24 hours and soaked for a few seconds in boiling water.*

Aromatic notes:

Dark brown/red pepper with very hot flavours. Captivating citrus fruits and toasty bread's flavours.

Qualitative references:

- density: >550g/L
- colour: dark brown/black
- humidity: <12%
- external products: 0,01%
- size of the pepper berry: >4mm

### WHITE KAMPOT PEPPER, *premium grade, hand-sorted.*



*\* Red berry harvested at its full maturation, soaked for 20 minutes in hot water*

Aromatic notes:

Charm your palate with delicate fresh aromatic herbs and citrus fruits' flavours, end on subtle taste of nutmeg and cedar.

Qualitative references:

- density: >650g/L
- colour: white/yellow
- humidity: <12%
- external products: 0,01%
- Size of the pepper berry: >4mm



# F A R M L I N K

## CATALOGUE

### LONG RED PEPPER, *premium grade, hand-sorted.* Origin: KAMPOT



*\* "Piper longum" catkins harvested at full maturity and soaked in boiling water.*

#### Aromatic notes:

Spontaneously recalls gingerbread flavour. Its olfactory range is extremely wide, with notes of dried tomatoes, mild tobacco, saffron, liquorice, some elements of old roses, and last but not least, ending on cloves and cinnamon tones.

#### Qualitative references:

-density: >400g/L  
-colour: red/rust  
-humidity: <12%  
-external products: 0,01%  
-size of the pepper berry: >3cm

### Red Pearls of LONG RED PEPPER, *premium grade, hand-sorted.* Origin: KAMPOT



*\*Catkins harvested while red on the pot, thoroughly hand-sorted in order to leave the thin pericarp, providing the pearls with their red colour.*

#### Aromatic notes:

Identical to long catkins, its pearl declination allows for another gustatory and gastronomical experience.

#### Qualitative references:

-density: >650g/L  
-colour: red/rust  
-humidity: <12%  
-external products: 0,01%  
-size of the pepper berry: >1mm

### LONG BLACK PEPPER, *premium grade, hand-sorted.* Origin: KAMPOT



*\* "Piper longum" catkins harvested before reaching full maturity and soaked in boiling water.*

#### Aromatic notes:

Warm and sweet notes recalling gingerbread, cinnamon and fresh vegetal notes.

#### Qualitative references:

-density: >400g/L  
-colour: dark brown/black  
-humidity: <12%  
-external products: 0,01%  
-size of the pepper berry: >3cm

### White Pearls of LONG RED PEPPER, *premium grade, hand-sorted.* Origin: KAMPOT



*\*Catkins harvested while red on the pot, entirely hand sorted*

#### Aromatic notes:

Surprising earthy-toned and vegetal aromas, recalling root-vegetable scents with menthol and aniseed notes as well as liquorice roots and tobacco leaves flavours. Amiable cacao and ripped fruits trails are also specific to pearls of white pepper.

#### Qualitative references:

-density: >650g/L  
-colour: red/rust  
-humidity: <12%  
-external products: 0,01%  
-size of the pepper berry: >1mm



# F A R M L I N K

## CATALOGUE

### PALMYRA PALM SUGAR, premium grad. Origin: Kampong-Speu PGI



#### Aromatic notes:

With its subtle and delicate fragrance, Palmyra Palm Sugar does not smell like sugar, rather like sweets and pastries, which makes it extremely addictive. The aromatic notes are fresh and floral, with delightful caramelized nuances.

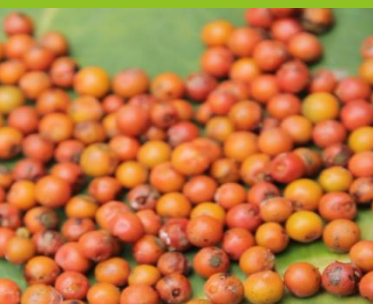
### SALT FLOWER, premium grade. Origin: KAMPOT



#### Aromatic notes:

A fine salt with exceptional gustatory qualities. Used on fresh products, its natural crispiness will highlight their delicateness, whether it is in combination with a fresh tomato or with an outstanding foie gras.

### GREEN AND RED FRESH FERMENTED PEPPER, premium grade, hand-sorted.



#### Aromatic notes:

Very close to the taste of freshly harvested pepper. Its fresh taste is long lasting in mouth. Its spiciness is not aggressive, rather incisive and long lasting. As Flower of Salt is added to the product to allow for its optimal conservation, green and red fresh fermented pepper should be rinsed off thoroughly with water before being used.

### TRYLOGIE OF CAMBODIAN SPICES, mix for spicy dip: Tukmerik sauce



#### Aromatic notes:

The natural brown Palmyra Palm sugar allows some great balance with the acidity brought by the limejuice, intensified by the spiciness of the Kampot Pepper, declining strong green and woody aromas. The delicate spangles of Kampot Flower of Salt enhance the whole mix.

