



Quality & Conformity Fruit & Vegetables

# PIP Magazine

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## editorial

The performance of a company is conditioned by the quality of the resources it has at its disposal. This principle serves as the cornerstone of the PIP's Capacity Building component activities. To help private sector exporters successfully make their production comply with EU regulations the PIP has two important tools it can use. On the one hand, there are companies' control systems to guarantee essential tasks such as traceability, food safety, etc. On the other, there is the training programme that forms the basis for building the sector's capacity. It is when these capacities are external to the company that the Capacity Building component comes into play. It is comprised of players as varied as professional organisations, laboratories, consultants and public-sector support institutions. The aim is to ensure some consistency between the quality of services provided by these different service providers and the requirements companies will need to implement. The task is of size, but the PIP has limited resources. This is why a number of ACP working groups, known as task forces, have been created to help the Capacity Building component define its priorities and, more generally, give input on how best to defend the interests of PIP's partner sectors.

**Harry Lugros**  
"Capacity Building" component

## Building the capacity of the horticulture sector's support structures

**ACP producing/exporting states are generally endowed with considerable local expertise and knowledge in a variety of areas. However, these countries often lack structures which are adequately informed and trained. While it is important to help companies prove their day-to-day control of the production and export process, it is equally important to improve the quality of the support and services provided to them by local partners.**

The capacity building activities carried out by PIP with its private and public partners are meant to help sectors find economically viable solutions to their problems at the local level and to improve the capacity of stakeholders in the ACP horticultural sectors to anticipate these problems. Depending on the needs that PIP beneficiaries have identified, support programmes adapted to those needs are set in place to enhance the quality of services provided to ACP production and export companies. Within this perspective and according to the PIP's intervention principles, the private sector constitutes the programme's preferred partner. In Kenya, for example, the PIP provides support to two types of consultants, one in the area of instructor training, and

the other in improving Integrated Pest Management (IPM) techniques. In Senegal, PIP support has focused on improving the skills of local consultants, who, thanks to this intervention, have become the programme's main training relays for the entire sub-region. *"Some of these partners, whether private or public, look set, depending on needs, to become PIP relays in disseminating information and implementing training programmes. It is important to point out that a structure can only be considered a potential relay if its long-term viability seems guaranteed. In other words, it must be able to operate independently of the programme, so as to be able to relay the actions developed, beyond the lifespan of the PIP"*, explains Harry Lugros, head of the PIP Capacity Building component.

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# Building the capacity of the horticulture sector's support structures

## The private sector makes recommendations

The public sector can also become an unavoidable intermediary. When the socio-economic influence of the horticultural export sector in a country is important, the public sector can become an invaluable partner, but its capacity will likely need to be enhanced. It is not enough, however, for public entities to be present in the activities of a country's horticultural sector. The private sector must still validate the relevance of the support its public partners are intending to provide.

In Kenya, for instance, it is the private sector that steered the PIP towards supporting the Kenyan Pest Control Products Board (PCPB), the body charged with registering and approving pesticides. In Senegal, it was the private sector that recognised the importance of the support the Plant Protection Directorate (DPV) could offer small growers.

This pattern is repeated in Cameroon, where support for small-scale pineapple growers is provided by technical consultants of the producers' association CETAM (Pineapple Technical Support Centre of Moungo) who are financed by the State.

More generally, when capacity building concerns public support structures, such as approval services, these are often faced with problems related to mastering procedures and disseminating information to users. In this area, the PIP experts follow the example set by the European Union. Accordingly, a priority action can consist in setting up pesticide data bases at local level, improving the structure's communication system and especially training consultants, with PIP proposing a short-term training course for such consultants in sanctioned organisations in Europe. If capacity building concerns rural support structures (e.g. DPV in Senegal or RADA - Rural Agricultural Development Authority - in Jamaica), which systematically provide

training for small growers, the PIP's action will also consist in helping them translate food safety monitoring techniques in laymen terms. Incidentally, these structures can take advantage of the instructor training programme developed by PIP (see PIP Magazine 2 and PIP Info 21).

Finally, another of PIP's concerns is to develop synergies with other donors' support mechanisms, in particular those aimed at capacity building. In Ghana, for example, the World Bank has kicked off a wider food safety programme: *"We are working closely with the leaders of this World Bank project to develop joint actions, among them the Ghana task force"*, notes Harry Lugros, head of the PIP Capacity Building component. Indeed, in the wake of the World Bank's decision to create a "food safety cluster" in the country, the private sector has suggested that the objectives of this working group be carried out by the PIP Task Force, thereby avoiding overlapping competences.

## Encouraging new partnerships

At the end of 2003, capacity building files were opened for 58 ACP beneficiaries, some 15 of which have already lead to the signing of a memorandum of agreement with COLEACP-PIP, corresponding to a PIP commitment



## PIP Task Forces: defending the common interest

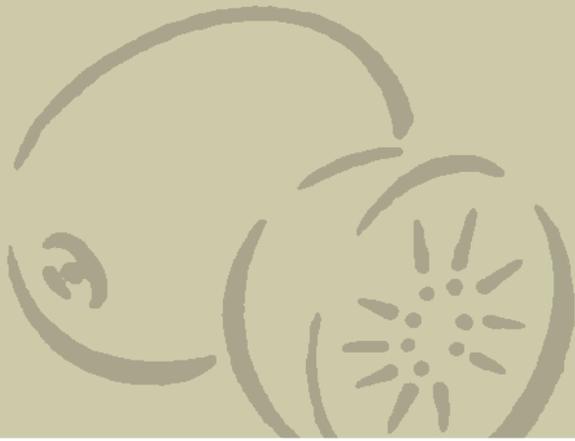
The PIP is busy in setting up task forces in the ACP countries, with structures already up and running in Kenya, Senegal, Ghana and Jamaica. These consultation bodies bring together the PIP partners - private and public - directly concerned by compliance issues. Each task force comprises a core group that includes professional organisations that are programme beneficiaries, as well as public support institutions that can also serve as capacity building partners. The task force,

moreover, can turn on a one-off basis to resource persons from the sector (trainers, other fund donors, service providers, goods suppliers, etc.).

With its cross-sector position in the programme, the PIP Capacity Building (CB) component holds an ongoing dialogue with the task force. What are the capacity building needs of common interest? How can priorities be identified? What local

resources can be mobilised and how? The task force can help answer these questions.

Each task force organises its work according to criteria developed jointly with the PIP CB component. If necessary, the PIP can provide support for enhancing the human resources available to the task force secretariat and its logistical means.



of some €1.65 million. Other applications are still being reviewed and are expected to be signed some time in 2004. PIP's capacity building partners include 25 permanent or one-off intermediary structures (professional organisations, task forces, etc.). Other partners include laboratories (8), consultants (12), public support bodies (11) and training centres (2).

In 2004, new projects will get under way in Benin, Ethiopia, Mali, Togo, the Dominican Republic and other Caribbean States (except Jamaica). Finally, the possibility of PIP interventions in Zambia is being studied.

### Towards a wider role?

The national task forces should, over the long term, be part of the process of evolving regulations and marketing requirements. This is one of the ideas suggested at the fifth COLEACP-PIP Consultative Committee, held in Brussels on 10 December 2003. The head of the PIP Capacity Building component discussed new prospects for extending the work of the national task forces to other levels, particularly at the regional level, so that such regional task forces could have real powers of representation and negotiation for

### Building Capacity within the PIP

The PIP programme has set up four components, two of which provide direct support to ACP horticultural operators: the "Good Company Practice" (GCP/see PIP Magazine 2) and "Capacity Building" (CB) components.

The first step the CB component has to take is to understand how the sector works, an objective that supposes active collaboration with intermediary structures. Indeed, the latter are the programme's preferred partners. These intermediary structures can be permanent, such as exporters' professional organisations (PO), or simply ad hoc groups such as task forces (see box), where both

private sector players and public partner representatives participate.

These public support structures are composed of: 1) pesticide registration and approval services; 2) rural support structures (in particular crop departments, rural development services, etc.); 3) research, analysis and training bodies (among them national laboratories, agronomy research centres, etc.). Finally, as already mentioned, the PIP is developing synergies with support mechanisms operated by other fund donors – cooperation projects, non-governmental organisations (NGOs), etc.

all issues of common interest. In time, these regional task forces could be grouped together to form a central representative structure for big export markets. At the same Consultative Committee, a representative of DG Trade at the European Commission observed that ACP horticultural exports must not only comply with plant health regulations, but they must also meet the often stricter marketing requirements imposed by

buyers and large distribution groups in the importing countries. In the face of this sizeable challenge, he explained that the task forces initiated by the PIP could also play a role in identifying the difficulties encountered by ACP horticultural exporters. In addition to technical consulting, the activities of the task forces could be envisaged within the broader context of trade negotiations.

### "We know that there is a long road ahead..."

Sicily Kariuki, Chief Executive Officer of FPEAK, Kenya

In June 2003, the Kenyan professional organisation FPEAK (Fresh Produce Exporters Association of Kenya) signed a memorandum of agreement with COLEACP-PIP on capacity building. The programme developed with the PIP will enable the organisation to help its members bring their production in line with international Good Agricultural Practice (GAP) standards; improve communication to exporters and disseminate information on European regulations or marketing requirements

relating to MRLs and food safety in general. PIP support also concerns the development of training tools specially adapted to small growers.

"All the players in the sector are learning about and better understanding compliance requirements. Each one must continue its efforts in this direction", notes Sicily Kariuki, Chief Executive Officer of the Kenyan PO. "FPEAK has already

provided operators with modern information dissemination tools, which have considerably improved our operational efficiency. But we know that there is a long road ahead and that we still have a lot of work to do, especially to implement other activities foreseen under the Capacity Building programme."

# → News

## COLEACP signs partnership agreement with Bayer

In November 2003, COLEACP-PIP signed a partnership agreement with the pesticide manufacturer Bayer. The agreement, which centres on a programme of field trials, is expected to result in new crop protocols being drawn-up and Tolerance Import applications prepared. COLEACP-PIP has signed similar agreements with other pesticide manufacturers, notably Syngenta, DuPont and Dow AgroSciences.

► <http://www.bayer.com>

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5<sup>th</sup> Consultative Committee of the PIP - Brussels, Belgium

## 5th Consultative Committee meeting held

The COLEACP-PIP Consultative Committee, whose members are representatives of ACP fruit and vegetable exporters/importers, the European Commission, the ACP States and PIP experts, met for the fifth time in Brussels on 10 December 2003. In addition to reviewing the progress of the programme's activities over the previous six months, the committee discussed the role of Task Forces within the general context of the PIP programme and considered the ways in which small-scale producers in ACP countries could be efficiently organised.

As regards task forces, a participant expressed his concern that the institutionalisation of these structures

would restrict their existence to that of the PIP. Extending the work of task forces to the regional and local levels and creating a European Task Force were also discussed.

The Consultative Committee expressed the hope of seeing large distributors more closely involved in the expansion of the horticulture sector in ACP countries, especially as regards the production of small-scale growers. Indeed, small-scale producers are finding it difficult to satisfy large distributors' commercial requirements. Committee members agreed that standards applied in Europe should not be developed without taking into account the local context of ACP countries, but they acknowledged that the introduction of new quality measures will inevitably require bringing local production and export structures into conformity.

Last but not least, Mr Canice Nolan, of the European Commission's Health and Consumer Protection Directorate General, reviewed the regulatory developments in the area of pesticide residues. He explained that a decision is expected in May 2004 on the new Regulation that will replace the four existing pesticide residue Directives.

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## Field trials in full swing

The PIP's programme of field trials was first kicked off in November 2003 in Senegal for green beans and cherry tomatoes. Field trials were subsequently carried out in Côte d'Ivoire for pineapple, Ghana and Côte d'Ivoire for papaya, and then in Kenya for green beans and avocado.

Field trials constitute an important part of the process to establish or amend crop protocols. They enable experts to analyse the level of residues of a given pesticide found in fruit and vegetables at various stages of their growth process. Based upon the results of the field trials the crop protocols are revised as required to achieve compliance with EU MRLs without threatening the efficiency of the pesticide. Producers and farmers are then able to use the information contained in the

revised protocols to know the maximum pesticide doses they may use on their crops to achieve optimum residue levels.

In addition to the crops already mentioned, the campaign of field trials will in due course cover other crops such as okra, passion fruit, mango.

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## PIP creates Training Unit

Following the successful completion of the pilot phase (2003) of its training programme, the PIP has created a Training Unit that will be in charge of implementing its training agenda for 2004-2005. The unit will put into practice PIP's training strategy, organise all training sessions, draw-up the teaching materials, and ensure the quality of the sessions. The overall responsibility of the Training Unit has been assigned to the Agronomy Faculty of Gembloux, Belgium.

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## PIP extends its actions to new countries

In late 2003, PIP experts travelled to the Dominican Republic, the Comoros, Mauritius and the French overseas Department of Reunion in an attempt to raise awareness of changing EU regulations on food safety and traceability. In the Dominican Republic, the experts presented the programme to companies and professional organisations and informed prospective candidates on how they may receive support from the PIP. In Comoros, Reunion, and Mauritius the focus of the mission was to study with local and regional intermediary organisations the type of support PIP could provide to various local projects designed to develop the local horticulture sectors.

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# Burkina Faso: Training growers and improving agricultural working practices



Vincent Kinda, Vice-President APEX

Burkina Faso exports just over 2,000 tonnes of fruit and vegetables to the European Union (EU), most of which go to France, Belgium/Luxembourg, and Italy. Green beans make up the bulk of these exports (just over 1,300 tonnes in 2002), making Burkina Faso the eighth largest ACP exporter of green beans to the EU.

Complying with EU regulations on food safety and traceability is imperative for producers and exporters of fruit and vegetables in Burkina Faso if they wish to continue exporting to the European Union. The Pesticides Initiative Programme (PIP) was created with that specific aim in mind.

## Adapting working practices

In light of changing European regulations on food safety and traceability, producers in ACP countries are facing the difficult task of adapting their cultural practices. Yet, some companies, such as GE-PREST, are taking the challenge in stride. *"I knew that at some point we would have to improve our practices,"* says Denise Ouedraogo, the General Manager of GE-PREST, one of the five companies from Burkina Faso to have signed a memorandum of agreement with PIP. *"I think that what the European Union is expecting from us is perfectly normal."* She also believes that abiding by the new EU regulations will not only improve the safety of produce available to domestic consumers, but it will also bring better working conditions for African farm workers.

A producer and exporter of green beans from Burkina Faso, GE-PREST began exporting to the EU two years after becoming operational in 1999. By 2002, it was exporting a total of 88 tonnes of green beans a year. The company does not have fields of its own, but rents 35 hectares of land about 75 kilometres from the

capital Ouagadougou. At the busiest time of the year, during the harvest season in late December and beginning of January, GE-PREST employs a total of 60 field hands, all of them women.

*"When the PIP experts came to Burkina Faso they told us that they were there to help us with training,"* says Mrs. Ouedraogo. *"That's really important for us because we have never had any sort of training in the field for our technical staff and workers."*

The Vice-President of the Professional Association of Exporters in Burkina Faso (APEX), Mr. Vincent Kinda, echoes Mrs. Ouedraogo's comments but points out that training is made difficult due to low literacy rates in the country. He adds, *"for this training to be worthwhile, we also need to teach small producers to read and write in their native language."*

Mr. Kinda also believes that the mentality of small growers in his country must change. They should cease to passively accept practices being imposed on them to enthusiastically complying with European norms. *"I would like as many of them as possible to be trained. That way their thinking may evolve; they will come to realise that what they used to produce was worth little, but that now they can eat good quality produce and sell some of it."*

Having a qualified staff is an important step in companies' quest to comply with European regulations.

And by adapting her practices in compliance with European norms Mrs. Ouedraogo hopes *"to be able to produce more, grow good quality products, and - most importantly - sell them for more. We are therefore going to invest in the hope that we will benefit in the long-run."*

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Denise Ouedraogo, General Manager GE-PREST

## "Traceable" green beans for Europeans

From the fields of Burkina Faso to European consumers' plates, the short life cycle of green beans is now recorded in detail. Traceable production is a necessity for exporting to Europe, but these requirements can be burdensome for local producers, who often cannot read or write.

Compared to the vegetable gardens surrounded by a simple fence that can be seen all over Burkina Faso, the women's market garden in Sourgou, 100 km from Ouagadougou, seems like a fortress. Wire fencing and a metal gate protect its vegetables from hungry wandering animals. And annotated records can be seen on each plot of green beans.

In the middle of the field, around 10 women carefully sort the green bean harvest, which will be delivered the same evening to the cold rooms of the Burkina Faso Union of Agricultural and Market Garden Cooperatives, UCOBAM, for packaging and export to Europe. The women discard those with spots, or those that are twisted or not yet ripe. The cartons are filled in neat rows of only the finest, crisp green beans. Though they are indistinguishable from others in terms of appearance or taste, these green beans nonetheless have a "plus": traceability.

Alizèta, the president of the group, puts it in her own words: *"This green bean has a mother. We know how often it was nursed, how it was fed and cared for. Frankly, the history of this green bean is better known than that of a village child."* The historian of the Sourgou green beans is Seydou Zongo, a UCOBAM representative. Assisted by secretaries from the group, who have been taught to read and write in French, he keeps records on each plot, assigns a number to each woman, notes the variety planted, in this case Tania, indicates the fertiliser and pesticides used, the date and number of harvests, and so on. *"Every batch of green beans we export to Europe is numbered. We can trace it to the site where it was grown, the grower, the conditions, the products used, etc."*, explains, with a hint of pride, Rodolphe Djiguemé, head of UCOBAM's Sales, Quality and Traceability service, who is currently visiting the Sourgou site.

### More work without extra earnings

Traceability, namely following a product "from farm to table", is a requirement imposed by the European Union. UCOBAM has been dealing with this requirement since 1999. It has established contacts with the PIP, with a view to setting up an action plan. The PIP is

already training local managers, an aspect of the plan in the making.

Introducing such strict monitoring in Africa takes some considerable effort. In Burkina Faso, agriculture rests on the shoulders of small growers, most of whom are illiterate and incapable of keeping day-to-day records of their production process. *"We ruled out from this experiment sites where we had no supervisory staff and those where we felt an obvious resistance to change"*, explains Mr Djiguemé. Afterwards, the hard facts had to be explained to the producers of the seven selected sites. *"If you do not adopt these measures from January 2005, you will no longer be able to export to Europe"*, was the warning issued by the head of UCOBAM's sales service on all his rounds.

When the operation was launched, even in Sourgou -reputed to be a "favourable zone"- disbelief was the rule. Very quickly, though, common sense got the upper hand. *"If it were up to us alone, we wouldn't grow green beans. Why should we? No one here eats them"*, explains Alizèta. *"But since the European customers*

*are demanding all these changes, we have to follow."* So the women braved the deprivation of the Muslim fasting periods and the difficulty of the cereal harvest, which coincided with the start of the market garden season, to apply the supervisor's instructions to the letter. Seydou Zongo is dumbfounded: *"They never used to take anything seriously. Now, there is more discipline."*

Traceability requires much more work, explains Djiguemé, *"but, at present, the green beans monitored step by step are no more expensive than others on the European market. Our efforts are not factored into our prices."* They are simply making it possible to stay on the market.

To date, producers in Burkina Faso are keeping track of half of the country's 600 hectares of green beans. To bolster their exports, these measures will have to be extended to all their sites.

**Souleymane Ouattara**  
InfoSud - Syria

## Useful sites and links

### Agenda

17-19 March 2004

Nairobi (Kenya), HORTEC 2004, 9th International Exhibition of Suppliers to the Horticulture Industry

4-5 April 2004

London (United Kingdom), Organic Products Europe 2004 - International Fair

6 to 9 April 2004

Dakar (Senegal), 3rd International Fair of Technical and Agribusiness Industries

21-22 April 2004

Rome (Italy), FAO-ISEAL Conference on sustainable agricultural production

April/May

Regional information workshops in Jamaica

2-4 June 2004

Venice (Italy), FRESH 2004

3 June 2004

Brussels (Belgium), 6th PIP Consultative Committee

## Kenya

### November 2003

▪ A PIP expert met the representatives of companies interested in obtaining support from the programme. Their intervention applications were reviewed and adapted.

### January 2004

▪ From 10 to 24 January, experts were in Kenya to analyse and put in place intervention requests received from local organisations, such as KEPHIS, a laboratory that specialises in pesticide residue analysis. The experts also met with members of the Kenya Task Force.

### January-March 2004

▪ Between 15 January and 15 March local consultants conducted in-company training sessions for Kenyan companies. A training session on techniques for training outgrowers was also carried out in February.

## Indian Ocean

### November 2003

▪ From 2 to 15 November, several PIP experts travelled to Madagascar, Reunion, the Comoros and Mauritius. The aim of the mission was to discuss the contribution PIP could provide to projects aimed at building the capacity of their horticulture sectors.

## Madagascar

### January 2004

▪ PIP experts travelled to Madagascar to follow up on the work carried out during the pilot phase of the traceability system for lychees. Contact was also made with growers, exporters, service providers, and intermediary bodies on problems related to other crops such as vanilla, potato, green beans, pickles and mange-tout.

## Senegal

### January 2004

▪ From 9 to 14 January, a local PIP computer expert visited Senegalese companies which have signed protocols with the PIP that wish assistance in implementing a traceability system.

▪ From 18 to 25 January, a PIP expert travelled to Senegal to follow-up on field trials conducted on green bean and cherry tomato crops. The mission also served to identify growers and service providers who could take part in the mango field trials planned for 2004.

## Tanzania

### January 2004

▪ From 10 to 24 January, experts were in Tanzania to analyse and put in place intervention requests received from local companies.

## Cameroon

### January 2004

▪ An expert travelled to Cameroon to analyse and finalise the intervention requests recently received by the PIP. The expert met with local representatives to discuss setting up a Task Force. The expert also met with local consultants to follow up on the work done on the creation of a grower/exporter database for the pineapple industry.

## Mali

### January 2004

▪ A mission was conducted in Mali to analyse and finalise intervention requests received hitherto. The mission sought to identify local service providers that could take part in PIP actions in the field. Meetings were also held with the Delegation of the European Commission in Mali and APROFA (Agency for the promotion of the Agricultural Industries).

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## Useful sites and links

### Selected sites on rural development

- Agren (in English only), the Agricultural Research and Extension Network:
  - ▶ <http://www.odi.org.uk/agren/>
- Sustainable agriculture is one of the main subjects treated on the World Bank site, which also contains information on reform of agricultural advisory services:
  - ▶ <http://inweb18.worldbank.org/ESSD/ardext.nsf/26ByDocName/SustainableAgriculture>
- The site of the GTZ (Deutsche Gesellschaft für technische Zusammenarbeit), or German cooperation office, has a section on reform of agricultural services. It contains (in English) definitions, documents that can be downloaded (in particular a newsletter) and many links to agricultural services. The "Areas of Work" section gives an overview, divided into the following sub-headings: institution building, types of services, market services and institutional mechanisms.

### What's new on the COLEACP-PIP site?

The PIP internet site (<http://www.coleacp.org/>) has two new sections:

- the "PIP Magazine" section where you can download our new quarterly in PDF format;
- the "Crop Protocols" section currently presents the protocols for avocados and green beans, along with technical advice for papaya. These three documents are available in English and can be downloaded in PDF format. The crop protocol for green beans is also available in French and can be downloaded from the French version of the site. This section will also be regularly updated, adapted and enhanced as new information becomes available;
- Finally, the new list of EU authorised, notified or withdrawn active substances can also be consulted on the site. Updated to end November 2003, the list covers all fungicides, herbicides and insecticides coming within the scope of Directive 91/414/EEC.

## Jamaica

### November/December 2003

▪ From 26 November to 6 December 2003, PIP consultants met with a local expert specialised in software development that is developing a web-based surveillance and warning system based on traceability techniques for Jamaican companies. The consultants visited the company Trout Hall to analyse its intervention application and met with representatives of two professional organisations. The mission also identified local service providers who could become PIP partners.

## Dominican Republic

### December 2003

▪ PIP experts met with companies, intermediary bodies, professional organisations and representatives of development projects. They presented the Pesticides

Initiative Programme, discussed the needs of operators and explained how local companies could request support from the PIP.

## Uganda

### December 2003

▪ From 5 to 12 December, a PIP expert was in Uganda to organise in-company training on hygiene and the safe use of pesticides. A local consulting firm provided the training.

### January 2004

▪ From 10 to 24 January, experts were in Uganda to analyse and put in place intervention requests received from local companies. The experts met with horticulture industry representatives to discuss setting up a Task Force in Uganda.

## Statistics

### PIP intervention requests<sup>1</sup>

Country	Signed protocols	Protocols under review	Tonnes exported <sup>2</sup>	No. of producers
Kenya	13	11	38 714	7 287
Uganda	10	8	2 492	798
Ghana	10	3	15 230	365
Côte d'Ivoire	9	6	146 130	2 277
Senegal	8	13	10 970	1 106
Burkina Faso	5	7	1 599**	4 132
Cameroon	5	2	1 600	205
Jamaica	2	4	3 000	2
Guinea	2	4	1 765	381
Tanzania	2	1	1 383	78
Madagascar	1	4	2 700	7 500
Mali	1	2	525	180
Congo Brazzaville	0	1	NA*	NA*
Dominican Republic	0	5	1 412	232
	<b>68</b>	<b>71</b>	<b>227 520</b>	<b>24 543</b>

Source: PIP Management Unit, February 2004

\*Not available

\*\*Corrigendum: in the previous edition of the PIP Magazine (Number 2, December 2003) figures for Burkina Faso's exports to the EU mistakenly took into account the production of tomatoes for the local market. The current figure only includes exports from Burkina Faso to the EU.

1 - Producers, exporters, professional organisations, intermediary structures.

2 - For producers and exporters which have signed a protocol or have applied for PIP support. Professional organisations and intermediary structures not included.

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