



Quality & Conformity Fruit & Vegetables

PIP Magazine

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Lending a hand to small outgrowers, an essential link in the ACP horticultural export chain

→ The tightening up of European food safety and traceability rules and the growing demands of the market – particularly in terms of certification – have a direct socio-economic impact on the entire horticultural sector in ACP States, and particularly on small outgrowers. In fact, they are no doubt in the toughest situation. This category of workers, whose role is nonetheless essential, lacks information, training, support and financial resources, and has no security.

editorial

This summer's demonstrations by French fruit and vegetable producers reminded us that the power struggle between growers and big distribution groups is increasingly unequal. There is now no question of negotiating: if they want to stay in the market, producers have no choice but to follow distributors' instructions to the letter: cut costs, produce goods that conform with the norm, respect delivery programmes, and so on. And all the while they of course have to provide a 100% guarantee of food safety and traceability! In this race, the aim of which is to supply a few big operators, no one can be unaware of the income of thousands of small outgrowers living in already very fragile economies. Their earnings are at risk today. Knowing this, do we really have to confine the production of these growers to "social" market niches, where volumes remain marginal? How does distributors plan to reconcile the struggle to outdo its rivals in terms of food safety with its stated objectives of sustainable development and fair trade? The PIP supports the efforts of outgrowers to bring their production into line with EU regulations. But once these regulatory imperatives have been met, will small-scale growers have the economic resources to stay in the race for certifications required by the powers that be?

Guy Stinglhamber
Project Manager



→ News

PIP actions in new countries bearing fruit

The missions conducted in March and June 2004 by PIP experts in Zimbabwe seem to have hit the nail on the head. Indeed, since March this year ten companies have submitted an intervention request, most of which concern mangetout, green beans and other various beans as well as passion fruit. The inroads made in Zimbabwe follow in the wake of a string of intervention requests from another recent arrival earlier this year to the PIP family, the Dominican Republic. Several intervention requests have also been received from new entrants Zambia and Benin.

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Field trials in Senegal prove successful

Results of field trials for cherry tomatoes and green beans carried out earlier this year in Senegal are very promising. Indeed, of the 26 selected active substances tested in the cherry tomato field trials all of them

yielded acceptable maximum residue limits (MRLs). For the active substances tested in the green bean field trials, a dozen substances will probably require import tolerance (IT) files for the sought-after pre-harvest intervals. However, thirty-two active substances will not require ITs as their residues fell within acceptable residue limits.

PIP training in full swing

Shortly after its creation earlier this year the activities of PIP's Training Unit began in earnest. In March the first of the "train the trainers" sessions was held in Senegal for soon-to-be trainers from Senegal, Ivory Coast, Guinea and Mali. As you may recall, the first step in PIP's training strategy is to train those who will be responsible for training food quality/safety and production managers. Since the PIP privileges the use of local service providers to carry out its training programme the aim of the "train the trainers" sessions is to make sure that these specialists are sufficiently prepared for the tasks they will be required to carry out in the field. To this end, in July a second session was held in Senegal covering the same countries as previously mentioned – save Guinea – with the addition of prospective trainers from Cameroon, Burkina Faso and Madagascar. Similarly, in Eastern Africa, a "train the trainers" session in August was organised in Uganda for representatives from Uganda, Ghana and Zambia.

Meanwhile, PIP collective training sessions have progressively moved forward. In the period from June to August some eight collective training sessions were carried out for growers from Burkina Faso, Cameroon, Senegal, Côte d'Ivoire and Ghana. Since certain growers are moving along at a faster pace than others the programme for collective training sessions has been divided into seven parts – known as "packs" – with each session containing material specifically targeting a particular category of manager and staff. In the period

mentioned only the first four packs were covered, namely those for company and crop protocol managers, packhouse managers, production and small outgrower managers.

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Restructuring at DG SANCO

The PIP was recently advised that Canice Nolan, an invaluable collaborator since the onset of the PIP programme, will be leaving the European Commission's Health and Consumer Protection Directorate-General (DG SANCO). He is appointed at the European Delegation in Washington, in order to strengthen the relationship between the EU and all US agricultural related institutions such as: USDA, FDA... Mr. Nolan was the Head of the Pesticide Sector at DG SANCO, the Directorate-General responsible for updating the list of active substances currently authorised in the European Union and for following up Maximum Residue Limits (MRL) and Import Tolerance (IT) requests. Following Mr. Nolan's departure the Pesticide Sector will be disbanded and its members integrated into the Chemical and Physical Risks and Surveillance Unit (D3) at DG SANCO.

Lending a hand to small outgrowers, an essential link in the ACP horticultural export chain

In Africa, a large share of total fruit and vegetable exports is produced by independent small-scale growers – families of farmers who sometimes work only a few patches of ground. Exporting firms thus often do not present a well-defined perimeter: they buy from a large number of outgrowers.

This way of working enables the exporter to obtain supplies without a big investment and to limit the risks connected with production and market variations. Also, in certain African countries, access to land is quite complicated, primarily for land tenure reasons. As a result, procuring supplies from small outgrowers is often the main possibility of growth for export businesses.

Under the "due diligence" principle, all export firms are obliged to prove that they are well versed in production and export processes. The companies that buy from outgrowers must provide them with technical support. In practice, they have to bear the costs of organising sanitary inspections and setting up traceability and, above all, of providing technical training for smallholders. In some countries though, the public services provide training and support assistance. On the whole however, and for the reasons mentioned above, some companies prefer not to buy from small outgrowers. Their aim is to reduce the risks of not complying with European regulations.

Proving the safety of production comes at a cost...

To continue to sell their production to companies that export to European markets, smallholders will be obliged to adopt production methods in conformity with sanitary rules in force in the European Union. This upgrading of methods can be organised by the exporter or can be the initiative of a group of outgrowers (e.g. Care International in Kenya).

Whichever arrangement is chosen, the difficulties encountered most often are: 1) organising the technical follow-up by producers; 2) the transmission of knowledge and know-how in matters of best practice; 3) the setting up of effective control systems. Obviously, all these actions entail additional costs (staff, teaching material, infrastructure, equipment, etc.). And these investments are not offset by higher prices on the market.

Keeping small-scale growers in the sector

Keeping small outgrowers in the export chain is a fundamental objective of the PIP. The participation of smallholders in the agricultural economy is crucial for redistributing economic benefits, alleviating poverty and combating rural depopulation. The exclusion of small-scale growers from the sector would thus have a negative impact on the economic and social structure of many ACP States. Indeed, for most rural societies, there are simply no alternatives in other economic sectors.

It is precisely to guarantee that small-scale farmers will be kept in the horticultural production system that the PIP has decided to invest in sustainable follow-up for such producers. The programme thus provides higher aid levels when working with the most vulnerable groups, particularly small outgrowers. Likewise, by strengthening the ties between export firms and outgrowers, by encouraging both sides to evolve based on partnership, the PIP aims to make its actions sustainable.



Continued on page 4 →

Viewpoint: Steve Jaffee, Senior Economist at the World Bank

The difficulties faced by small growers in meeting the requirements of food safety and traceability standards is not limited to EU-ACP horticultural exports. *"It is more global in relevance"*, says Steve Jaffee.

Mr. Jaffee states that the days in which exporters are able to operate in the absence of a traceability system are counted. When the day comes where complying with the requirements is compulsory, small growers will be faced with an insurmountable challenge. *"Small farmers can't solve all the transaction costs, the recordkeeping and inspections themselves,"* claims Steve Jaffee, *"but who is going to bear the costs?"* The issue entails social consequences and governments and donors will need to get involved. Yet, in the long run Mr. Jaffee doesn't believe that it should be something requiring long-term donor assistance.

"This is business, after all, and businesses have to operate within a certain regulatory and a commercial environment. It's the cost of doing business." He doubts though that EU supermarkets will want to make the required investments as long as they are able to get their supplies from other sources. According to Mr Jaffee, it will most likely end up being a shared cost between private, commercial as well as public interests.

A "social market"?

Mr Jaffee points out that there is definite scope for more collective action at the industry level within exporting countries. *"Nevertheless,"* claims Mr. Jaffee, *"for African exporters that can't be part of a traceability system there are still ample market opportunities for them in regional and domestic markets where the stringency required is substantially less. It's not all or nothing."* He also draws attention to the idea of creating a market where, much like the organic and

ethical markets, products coming solely from small farmers could be marketed under a "social market" banner with customers purchasing such produce knowing full well that they are paying for a "social" premium.

Interview with Nigel Garbutt, Chairman Eurepgap

"Open minded about how certification is achieved"

Small producers experience difficulties in trying to meet the requirements of Eurepgap certification. What is the official line of Eurepgap on this issue?

There are challenges for any producer, large and small. Our position is obviously that "the standard is the standard" and that it wouldn't be appropriate to have one standard for one part of the world and a standard for another. That would defeat the object of what we're trying to achieve. Everybody who is involved in Eurepgap, including those in ACP countries, realise that it wouldn't be right to have a developing country standard because the value of the reference standard is that it's the same for everybody.

The creation of groupings of small producers into some sort of structure requires less plots to be audited. Is such a solution acceptable to Eurepgap?

We are open minded about how certification is achieved. We very much want to accommodate small producers and we feel that it's definitely worth investigating the option of having groupings of small producers.



Would Eurepgap be also willing to accommodate small producers on the cost of certification itself?

Well, that can be negotiated. There is a competitive market for certification and with the significant number of certification bodies producers can actually shop around. As far as the cost of production and getting the product to the market is concerned exporters don't really say that certification is unrealistic in terms of cost. However, if any of the COLEACP members come forward with suggestions we are open to their ideas and experiences. We've already had some feedback from small producers from the train the trainer courses we've been conducting in Kenya.

The response that we're getting from producers is that it's attainable. At first the process seems daunting for producers but when they actually get into it they realise that it is achievable. Those who follow good agricultural practices do not find it difficult to achieve. In fact, once people get over the initial shock of meeting the certification standard they find that certification is really helpful because it instils rigour in the way they operate and in the end it increases the volume of their business.

Training small outgrowers, a key element of the PIP strategy

On the training side, the PIP has decided to give particular emphasis to smallholders and to develop information and training actions specifically for them. These training actions primarily target producers who work outside the umbrella of the export company.

This year, the PIP has decided to carry out training actions geared directly towards small outgrowers, as a supplement to its actions carried out through companies. The training aims to heighten small independent producers' awareness of the new European food safety standards. The PIP is in the process of identifying training centres that could play this role. *"The structures set to collaborate with the Programme will either be involved in training or providing follow-up for market gardeners, or will have capacities for setting up training programmes in the field"*, explains Pierre Van der Vaeren, the PIP analyst in charge of training for outgrowers. These can be national centres, projects run by non-governmental organisations, private or public structures, etc.

Burkina Faso is one of the countries the PIP has visited as part of its strategy for training small outgrowers. The PIP is set to get to work soon with the Albert Schweitzer Ecological Center, a Swiss NGO that offers training in market gardening, which works with this country's Plant Protection and Market Preparation Service (DPVC). The programme has also established contacts with other structures specialised in publishing teaching tools. These include GRAP (Groupe de Recherche pour l'Autopromotion des Populations, a public development research group), which develops work methodologies with farmer groupings and produces teaching material adapted to the needs of this target public. The association *"Paysan à Paysan"* ("Farmer to Farmer"), could also take on an important role in the production and distribution of teaching material. In addition, this not-for-profit association

trains instructors who work with farmers' organisations, the relays towards outgrowers: *"It is important for information on good agricultural practices to circulate within these organisations and then to be relayed towards outgrowers. Obviously, we cannot offer individual training to all smallholders. I believe the only valid option is to choose people within certain perimeters, who will be given training*

and will in turn go out and train others", confirms Pierre Van der Vaeren.

The task of identifying training centres in West Africa is already in an advanced stage. In the coming months, this work will be continued in other PIP intervention areas, notably in East Africa.



The conundrum of getting Eurepgap certification when working with 7,500 small-scale farmers

Based in Antananarivo, on the island of Madagascar, Lecofruit produces and exports hand-picked and hand-packed fresh vegetables. It exports some 2,700 tonnes a year of beans, mangetout and gherkins to the European Union. What is unique about Lecofruit is that it obtains its supplies from some 7,500 small-scale farmers located in the Antananarivo high plateau region and in the Antsirabe region 150 km further south. The outgrowers sign a contract with Lecofruit to work the plots they own. Lecofruit provides technical support, equipment, fertilisers and pesticides; the farmer is obliged to follow the technical recommendations and to deliver 100% of his production to a collection centre.

In 2003, Lecofruit applied for PIP support, in particular for assistance in obtaining Eurepgap certification. The PIP assigned Integra, an organisation accredited by Eurepgap, to conduct an audit in order to assess

the firm's chances of obtaining certification and the costs involved. It was immediately apparent that type I certification, i.e. individual control and certification of each of the 7,500 farmers, was impossible. On the other hand, type II certification, i.e. for a grouping of producers, seemed entirely feasible. According to Integra, *"Lecofruit can be thought of as a big cooperative, and each collection centre [Ed.: some 250] as a farmer."* Thanks to this type of arrangement, the costs of certification should be more reasonable and are expected to amount to around 16,000 euros a year. But these figures only concern the direct cost of inspections by an approved company. To solve problems of non-compliance with standards, Lecofruit will have to invest in infrastructure (construction and adjustments), purchase material and equipment, and train its staff, which will certainly cost it more than 100,000 euros.

Côte d'Ivoire: volume is not enough...



Charles Vallier, Production Manager for Katopé Côte d'Ivoire (CI)

Côte d'Ivoire, with annual exports of nearly 360,000 tonnes of fresh fruit to the European Union in 2003 (mostly bananas and pineapple), is the number one exporter of African origins. This leadership position wasn't easily won. Yet, Côte d'Ivoire's firms, like other ACP producers, still have a lot of work ahead of them to comply with EU regulations so as to continue to sell in Europe.

"It is a fact that until fairly recently, many companies were interested solely in the short-term profitability of exports. Volume was the all-important factor. Things are changing though. In any case, we have no choice if we want to keep our export activities

growing over the long term", notes Charles Vallier, Production Manager for Katopé Côte d'Ivoire (CI).

Katopé CI is a subsidiary of the Katopé International Group. It exports some 8,000 tonnes of pineapple grown annually by companies that are members of Katopé CI: on the one hand, SCGA and SP Badien, growers that form part of Katopé CI proper; on the other, Manvia, Adla, Yessod and Sidigi, some of which work in turn with small local outgrowers. The production of these outgrowers amounts to around 1,000 tonnes. Katopé CI's other important area of activity is mangoes. Some 2,300 tonnes of mangoes are grown yearly by two companies that are members of the Katopé CI group: SPEM (Société de production et d'exportation de mangues, a company producing and exporting mangoes) and Verger du Nord. The two firms work contractually with 250 small outgrowers. Katopé CI has a permanent staff of around 15, while another 400 or 500 people, mostly day labourers, work on the farms.



Côte d'Ivoire's fruit and vegetable sector

In 2003, Côte d'Ivoire exported 359,400 tonnes of fresh fruit and vegetable to the European Union (source: COLEACP). Bananas (206,000 tonnes) and pineapple (136,000 tonnes) accounted for the bulk of these exports. Next came mangoes and guava (7,200 tonnes) and papaya (230 tonnes). It is estimated that around 35,000 people are directly involved in fruit production in the country.

Two subsidiaries of multinationals account for the majority of banana production: SCB (Société de Culture Bananière / subsidiary of Groupe Compagnie Fruitière partner of Dole) and Groupe Banador (federation of a number of Côte d'Ivoire and French firms / subsidiary of Chiquita). The remaining banana production is in the hands of smallholders.

Pineapples are grown by a large number of small outgrowers who represent around 70% of production, while a few big industrial growers account for the rest.

OCAB (Organisation Centrale des producteurs-exportateurs d'Ananas et de Bananes) is the professional organisation (PO) that represents producers-exporters of bananas, pineapple and mango. It's responsibilities include organising inter-branch activity and defending its members' interests. OCAB also organises freight shipments to Europe.

Smallholders are basically organised into cooperatives that see to the collecting, packaging and transport of their production ahead of export.

The PIP in Côte d'Ivoire

Between November 2001 and June 2004, PIP experts carried out more than a dozen missions in Côte d'Ivoire, presenting the programme (to companies, professional organisations, fund donors and other institutional actors), preparing the revision of the "pineapple" crop protocol, and implementing action plans developed by programme beneficiaries trying to meet European product safety and traceability standards. Eleven memorandums of agreement have been signed so far with COLEACP-PIP and four other intervention applications are under review.

Training is not for managers alone

The COLEACP-PIP signed a memorandum of agreement with Katopé CI in June 2002. *"Our company's needs mostly concern training. There is a need to train technical managers in the correct use of pesticides not only because our products have to meet European MRLs (maximum residue limits), but also to ensure total safety for our staff and our entire network,"* summarises Charles Vallier. Katopé CI staff members participated in several PIP training sessions in 2003: some were held at the firm's premises while others were collective sessions held in Belgium and Senegal. *"But we cannot think of training as being for management alone. I think growers themselves also have to be involved in the drive to improve quality,"* he insists.

With support from the programme, this company is also setting into place a food safety system that includes product traceability (the PIP audited the traceability set-up in June 2004) and the upgrading of installations to standards. The PIP experts also visited Katopé CI as part of the "pineapple" crop protocol's revision.

Meeting European food safety and traceability standards is a long-term endeavour for agricultural companies from ACP States. Fruitière des Lagunes, in Côte d'Ivoire, has decided to take up the challenge.

Located some 7 kilometres from Bonoua, a pineapple-growing town 60 kilometres east of Abidjan, in Côte d'Ivoire, the pallet-loading station for the Fruitière des Lagunes (FDL) cooperative in Samo is calm this morning. After delivering their pineapples the day before, the growers have gone back home. Station manager Soukalo Drabo shows us around his office, the labelling room and the loading warehouse. He voices concerns about the future, about the lot of small outgrowers...

In the South-Comoé region, Fruitière des Lagunes represents some 600 producers of all sizes and produces 30,000 pallets of pineapple a year. The cooperative has decided to engage in the process of meeting European food safety and traceability requirements. Fofana Fodé, Chairman of the Board of Directors of FDL, explains that there is no other choice, *"otherwise we won't have access to European markets"*. To achieve its goal, FDL will be implementing a strategy entailing several phases. First, the firm will work to meet sanitary standards and set up

a traceability system with an initial group of growers. This decision, notes Mr. Fodé, aims to make the cost of the new policy bearable and to guarantee a certain return. The producers will be selected based on yield, equipment and experience. In a second stage, FDL will extend the process to another circle of producers, and so on. When all is said and done, FDL hopes to bring several hundred producers into this standards upgrading process.

Illiteracy and lack of financial resources

Since most planters are illiterate, explains Fofana Fodé, it is up to the cooperative to go out and get the information on complying with requirements and to spread it among producers, a huge job when working with a large number of growers. In addition to illiteracy, the problem of financial resources – e.g. for buying phytosanitary products – is acute. Lots of producers are already hard pressed to keep up with the costs of their activities,

particularly the cost of labour: those who cut and measure the pineapples, who put together the cartons and load them. *"Producers are not paid on delivery, but the workforce demands its pay once the day's work is done"*, explains one planter. Small outgrowers also have trouble getting credit, which they say is only available to big producers. This situation, regrets Ousmane G., a grower, *"forced me to cut back my production area from 6 to 3 hectares."*

Following a request from FDL, the PIP carried out a food quality needs identification mission at the cooperative in May 2004. Experts were also on hand in June of this year to help FDL evaluate its needs in terms of organisation and to set up an adequate traceability system. *"FDL needs the support of the PIP programme"*, declared Fofana Fodé, convinced of the need to heighten awareness among as many producers as possible. He is also convinced that if nothing is done over the next two to three years, there will be no more pineapple production in Bonoua.

Edmond Gomon

Practical information

Useful sites and links

Trade DG help desk

The European Commission's Trade DG has set up a new online help desk to make it easier for developing country exporters to gain access to European Union (EU) markets. The free help desk provides exporters/importers with details on regulations and practical information on customs tariffs, customs documents, rules of origin and trade statistics. The idea is to help companies become fully informed on access conditions so they can take advantage of the preferential tariffs available for their products in the EU. In a subsequent phase, the range of information covered will be extended to specific import conditions, such as sanitary and phytosanitary standards and marking and labelling requirements. The help desk currently operates only in English, though parts will be online in French by the end of 2004.

► <http://export-help.ec.eu.int>

PAN Africa

PAN Africa is an information and action network part of the Pesticide Action Network International, a world coalition of volunteers, non-governmental organisations, civil society, research institutes, universities and citizens working for the development of environmentally friendly and healthy techniques to replace the use of pesticides. PAN Africa publishes thrice yearly – in French and English – "Pesticides & Alternatives" a newsletter that covers issues on pesticides, alternatives to the use of chemicals, integrated agriculture and other sustainable agriculture techniques. Available online.

► <http://www.pan-africa.sn/>

Diary

26-29 October 2004

Dakar, Senegal: International Conference on agreements relating to chemicals

For more information: <http://www.pan-africa.sn/>

8-9 November 2004

Berlin, Germany: First public conference of the European Food Safety Authority (EFSA) Advisory Forum

25 November 2004

Brussels, Belgium: Sixth Pesticides Initiative Programme Consultative Committee

14-19 December 2004

Yaounde, Cameroon: African Continent International Agricultural and Livestock Raising Exhibition

For more information: www.siaeca2004.com

3-4 February 2005

Rome, Italy: International Food Safety Conference

For more information: <http://foodsafety2005.iso-intl.com/main.asp>

Dominican Republic

• Eleven intervention requests have been received by the PIP since January 2004, eight of which are from producers and three from professional organisations. All requests are currently being analysed.

Uganda

• From May onwards several missions were carried out in Uganda by PIP experts to lay down the foundation of a study that will lead to a comprehensive review of the traceability systems of the fourteen producers which have requested intervention from PIP. The missions focused on the three producers that were chosen to take part in the pilot phase of the study.

• In August a "train the trainers" session was held for Ugandan, Ghanaian and Zambian [future] food safety trainers. Three intervention requests have been received by PIP from service providers and the Ministry of Agriculture (MAAIF).

Ghana

• A need assessment analysis was carried out by a PIP expert in June to analyse the gap between current traceability and food safety control systems in force Ghana against the requirements of accepted international standards. Nine companies took part in the assessment analysis.

• In August, collective training sessions were held in the country for production and small outgrower managers. The training focused on crop protection, pest identification, safe use of pesticides, and spraying methods.

• Four intervention requests from producers are currently being analysed.

Zimbabwe

• Ten intervention requests from producers are under analysis.

Côte d'Ivoire

• In June several PIP experts travelled to Côte d'Ivoire to analyse the traceability systems used by the country producers' in an attempt to identify and subsequently remedy the deficiencies of the systems. The aim is to speed up producers' compliance with European requirements ahead of the January 2005 deadline.

Senegal

• The PIP Training Unit was rather busy in Senegal during the period from March to July 2004. In fact, Senegal was the seat of five training sessions during that period, three of which were collective training sessions and two geared towards trainers. The three collective training sessions were specifically intended for 1) production and small outgrower managers, 2) food safety and traceability managers, and 3) company and crop protocol managers, respectively.

• Four new intervention applications from producers are currently being analysed.

Burkina Faso

• Three collective training sessions took place in Burkina Faso in June-July, one for production and small outgrower managers, another for food safety and traceability managers and another for

company and crop protocol managers. Two studies are currently being conducted in Burkina Faso. The first is an analysis of the traceability systems used by some of the country's producers and the second consists in evaluating the capacities of a local laboratory with a view to bring it in line with accepted European standards.

Mali

• An audit of the traceability systems used by some of the country's producers is currently under way.

Kenya

• Capacity building activities in Kenya are in full swing. From May to August this year a number of missions were carried out by PIP experts, local and international, to reinforce the country's intermediary structures. The country is already well endowed in this respect and the activities of PIP in this area will serve to strengthen the capacity of the country's service providers in providing quality services to the country's producers. The recently created Task Force submitted an intervention application from PIP.

Caribbean

A PIP expert visited laboratories in 5 Caribbean countries to evaluate the facility most apt to serve as the region's pesticide residue analytical laboratory.

Statistics

PIP interventions requests¹

Country	Signed protocols	Protocols under review	Tonnes exported ²	No. of producers
Kenya	22	15	51 901	9 765
Senegal	19	10	11 508	1 128
Cote d'Ivoire	15	9	174 820	2903
Uganda	16	10	5 127	1 112
Ghana	12	4	17 190	390
Burkina Faso	8	7	2 327	4 193
Cameroon	6	2	1 980	241
Madagascar	6	7	6 490	9 030
Mali	3	5	660	180
Jamaica	2	6	3 000	2
Tanzania	3	1	1 383	78
Guinea	2	3	1 765	381
Dominican Republic	0	10	1 942	333
Zimbabwe	0	11	3 434	1 693
Zambia	0	2	3 700	5
Benin	0	2	NA*	NA*
Togo	0	1	1 200	394
Congo Brazzaville	0	1	NA*	NA*
Malawi	0	1	1 700	NA*
Mozambique	0	1	150	1
Mauritania	0	1	1 630	1
	114	109	291 907	31 830

Source: PIP Management Unit, August 2004.

*Not available

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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