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REPORT



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Within the framework of the project: “Increasing incomes and food security of small farmers in West and Central Africa through exports of organic and fair-trade tropical products” of the Food and Agriculture Organization of the United Nations, FAO.

And

The Ministry of Agriculture and Rural Development in Cameroon.

Under the sponsorship of the:
Government of the Federal Republic of Germany

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I. SUMMARY OF THE WORKSHOP

Since the end of the 80's, the export market demand of both organic and fair-trade produce is increasing in the international market. This niche market offers a real opportunity to small holders in developing countries. It is usually easier for small scale farmers to produce organically and organic and fair-trade markets offer them better prices.

Nevertheless, organic and fair-trade markets have specific constraints such as the compliance with **certification standards**; payment of certification expenses and **the conversion period** into organic farming. Small holders should be aware of these constraints prior to their decision.

The pilot project "Increasing revenues and food security of small farmers in West and Central Africa through exports of organic and fair-trade tropical products" aimed at identifying export opportunities and provide technical assistance to producers and export organizations so as to enable them to overcome these difficulties and take advantage of the increasing demand on both organic markets and fair-trade.

This project is financed by the German Government and implemented by FAO. The beneficiary countries are: Senegal, Burkina Faso, Ghana, Sierra Leone and Cameroon. Its lifespan is three years. The workshop is taking place two years after starting.

The common initiative group (CIG) Unité Agropastoral du Cameroun (UNAPAC) is the primary beneficiary of the project in Cameroon. Within the framework of the project this CIG receives assistance in fair-trade certification and organic pineapple production and marketing.

This workshop was organized on the 4th and 5th of October 2007. A working session was organized on the 4th of October 2007 at the SAWA Hotel in Douala. This was followed by a field visit to a plot under conversion at Nlohe (about 100Km from Douala on the National highway N°5) on the 5th of October 2007.

The present report presents the workshop objectives and the activities that were carried out during the workshop.

A. Workshop objectives

- Present a successful experience of a conversion activity of the CIG **UNAPAC** under the frame of the FAO project.
- Inform Cameroonian operators of certifiable supply chains in both agriculture and agro-Industrial sectors on existing opportunities in organic agriculture and fair-trade.
- Present organic certification steps and Fair-trade standards.
- Define strategies for the capitalization of the results of the project pilot phase.

B. Summary of the workshop

The official opening of the workshop was made by Mr. Thomas Syxtus NUZA, Director of Regulation, Food Quality Control and Norms in the Ministry of Agriculture and Rural Development (MINADER), representing His Excellency the Vice-Prime Minister in charge of Agriculture and Rural Development.

The first presentation was given by Mr. Jean Pierre IMELE, FAO national consultant for the project. His presentation was centred on the promotion of production, certification and marketing of organic produce. This was followed by presentations by ECOCERT experts respectively on organic certification (by Mr. Lazare YOMBI) and fair-trade certification (by Mr. Guy Jacques WAMBA)

The results achieved by the CIG UNAPAC under this project were presented by Jean Marie SOP, who is the UNAPAC Delegate.

The project Coordinator, Mrs Cora DANKERS presented a paper on organic produce market in Europe while Mr. Albert Willem TOOSE, Regional Director of AGROECO in West Africa (private organization in charge of backstopping in organic and fair-trade certifications) also presented a paper on fair trade.

The presentations led to discussions that revealed to participants the opportunities and constraints of organic agriculture development and fair-trade in Cameroon.

Over 60 rural development operators were present at the workshop and about 40 of them participated in the field visit at the experimental site at Nlohe where the workshop ended with the participation of the local community chief. In a speech made by the latter he underscored the important contribution of UNAPAC in improving the living standards of the local community.

1. First series of presentations: By Jean Pierre IMELE, Lazare YOMBI and Guy Jacques WAMBA

The first series of presentations by Jean Pierre IMELE, Lazare YOMBI and Guy Jacques WAMBA generated different reactions from participants. The debate which followed the presentations gave rise to questions and concerns from participants such as:

- What is the best inspector profile?
- Does the inspector have an obligation to vow?
- Where is he trained?
- Is it not too much to talk about absence of **organic waste** valorisation in agriculture in Cameroon?

The two resource-persons made an effort to give clear, precise and satisfactory answers to the questions and reacted to their remarks.

From the training of inspectors, it was retained that inspectors are persons selected (based on their CV) and trained on the field by the certification body. Each certification body develops its certification procedures, taking into consideration the common regulation that applies to the sector. It is accredited based on its certification procedure, as well as its method and content of the inspectors training).

As concerning pledging vows, it is worth noting that the field inspector is a consultant (most of the time free-lance) who is requested and paid per mandate (mission order). Its activities are evaluated both by the Operator (customer) and the person in charge of certification responsible within the certification body. The certification body is an accredited structure and is evaluated regularly. The survival of any certification body depends on the competence and independency of its inspectors. It's then clear that, without accreditation, the company is dead.

Organic wastes authorized for organic agriculture should be treated (from collection to full processing) based on existing regulations. Collection of urban wastes is prohibited in organic agriculture, because they could contain different objects such as: Heavy metals, synthetic chemical pollutants, etc.

Collection of household wastes in urban areas for composting could be done if sorting has started right from the kitchen. **This concept is not yet in application in Cameroon.**

Nevertheless, participants greatly appreciated Mr. IMELE's presentation which did sufficiently inform participants on the opportunities and main constraints to the organic agriculture development in Cameroon.

More specifically on Mr. Guy Jacques WAMBA presentation, participants were more concerned about:

- Although our (Cameroonian) producers are organized in CIG, associations, EIG, etc., up till now they have never exported a single kg of produce. What action can be undertaken to avoid such a situation?

Answer provided: It's not enough being organized in association, CIG or EIG to satisfy all the export requirements. It will be important for other backstopping Organizations and/or bodies (Ministry of Agriculture, FAO, NGOs, etc.) to prepare operators on good agricultural practices and other aspects of standards.

More particularly as concerning fair-trade market, it's important to understand that it is a social certification (rules on how groups function) and that environmental aspects are coming to help build sustainability of production. It's also important to understand that each step in the chain (from production to consumer) is a profession. It's not because you are a good producer, that you will automatically be a good exporter.

- Why did FAO wait for two years after the launching of the project to sensitize small holders about organic agriculture?

Answer given: The project in its' pilot phase did plan to organize a workshop at the end of the second year so as to present the results of the experimental plot.

- What criteria were used to select export companies within the framework of this FAO project?

Answer given: From a survey done by FAO one year before the launching of the project, UNAPAC presented the best profile for organic agriculture training and extension in favour of small producers with individual plots, communal plot (that could serve as experimental plot) and with a collective marketing of export products. Those were the reasons why GIC UNAPAC has been selected in Cameroon for the pilot phase of the project.

- Are gender concerns taken into consideration in the fair-trade market approach?

Answer given: Fair-trade pays a lot of attention to the participation and effective implication of women at all phases of the activities.

All these concerns and questions received answers from the experts and contributions from other participants.

The project Coordinator Mrs Cora DANKERS added that an important difference between Fair-trade and Organic agriculture is that fair-trade is based on private standards whereas organic labelling is guided by regulations (Law) in most industrialised countries.

2. Second series of presentations: By Mr. Jean Marie SOP

It's at 1:15PM, that the floor was given to Mr. Jean Marie SOP, GIC UNAPAC delegate for his speech on the topic: "Organic Agriculture and Fair-Trade in Cameroon: GIC UNAPAC case study".

Concerns and questions raised by the audience that followed this presentation were:

- Why was this successful experiment on organic agriculture under FAO sponsorship restricted to the French speaking area of Cameroon?

Answer given: FAO has activities in all the parts of Cameroon. For the backstopping that allowed us to have this workshop, we had to find one structure capable of hosting the project so as to enable us present the results to the entire community as is the case today.

- With respect to the GIC UNAPAC experience, can we talk about a profitable initiative?

Answer given: Up till now, profitability is promising.

- How does GIC UNAPAC succeed in processing and using vegetable matter?

Answer given: It's composting of packing centre wastes, coconut shield and poultry manure, and some authorised mineral fertilizers like Potassium Sulphate.

- We would have appreciated receiving the GIC UNAPAC handout experience before its presentation.

Answer given: It will be given to you right at the end of the presentation. And we shall still have time to come back to it during the second day or to continue discussions for those interested.

- Why is the GIC UNAPAC unknown in the Ministry of Small and Medium Size Enterprises?

Answer given: It's very difficult to answer, may be one could find out at the level of the local representative of this Ministry. But what is sure is that GIC UNAPAC exists and is active in the field.

- For how long is the Organic Agriculture Programme of the FAO?

Answer given: Three Years for the Pilot phase.

- How was the experience in other countries?

Answer given: Experiences vary from one country to another depending on the crop and the initial experience of the beneficiary group and the exporters. In Sierra Leone cocoa producers started rehabilitating their plantations with the support of a training programme called “farmer field schools”. Their association is in the process of fair trade certification. In Ghana, a group of pineapple producers and their exporter were organic certified and their sales volume tripled. For another group in Ghana, a feasibility study showed that current production does not justify the costs of organic certification. In Burkina Faso, two groups of mango producers were certified for fair trade and the project put in place a “farmer field school” training programme. In Burkina Faso, a club of three shea butter producer associations made an analysis of their accounts and increased the exportation of organic shea butter. Two associations of mango producers in Senegal are developing an internal control system for organic certification.

- What are the difficulties that UNAPAC is facing during implementation of this project in Cameroon?

Answer given: Difficulties in finding a recognised importer in fair trade who is registered with FLO.

To all these questions and concerns, the delegate and some of the resource-persons did provide answers. At 02:00PM, the moderation team did propose and obtained from participants a suspension of the session so as to have a lunch break.

3. Third series of presentations: by Mrs Cora DANKERS and Mr. Willem Albert TOOSE

After the lunch break which went up to 03:00PM, participants resumed work. Working session resumed with Mrs Cora DANKERS, Coordinator of FAO Project under the topic: “Development of the market at the International level”. This was followed by Mr. Willem Albert TOOSE’s presentation on the topic: “Export of Organic Certified Products and Biofach 2008 in Germany, Nuremberg”

These presentations provoked from participants some questions and preoccupations:

- Is the African producer not at the weak position as he has to produce and send his produce before being paid?

Answer given: Most of the time these sales are based on contracts. The rules in the sector are known by those who make investments. In most cases, given that we are dealing with fresh and perishable goods, the customer wants to be sure of the quantity and the quality of the produce before payment. For products such as coffee, cocoa, the exporter is generally paid after loading once the importer has received the transaction documents (usually they are sent by express service). In the fair-trade system, the importers of these products are required to pre-finance up till 60% of the contract value, if the exporting producer group asks for it.

- Is it not advisable for Cameroon to put in place its own organic system?

Answer given: It’s very important to understand that certification is mainly done for the consumers’ markets. Once a national legislation is in place, equivalences should be sought and established for the countries where the goods are sold. You should demonstrate your seriousness to respect the national legislation so as to encourage the customers to accept it and buy the certified produce. To achieve this, certifying

bodies should establish a very good reputation that will allow customers to have confidence in their certificate. It's important to note that there is a regulation under progress initiated by the Ministry of Agriculture and Rural Development. Discussions on this regulation took place with operators in Douala and Yaoundé.

- Is transportation not a cause of degradation of the Exported Organic product?

Answer given: Beyond the market quality of the produce that can deteriorate due to the vehicle, road, breaking of cooling system, long delays, etc., the mixed transport of organic and conventional produce could lead to declassification of the produce that could pass from organic (at the farm gate) to non-organic or conventional produce.

- Who will finance African producers' participation at Biofach 2008?

Answer given: Producers or operators will pay part and donors will pay the other part. That's the reason why so many letters were sent to organizations, public services that could accept to contribute so as to allow this initiative to become a reality.

For BIOFACH 2008, Cameroon participation will be restricted to GIC UNAPAC sponsored by the un-going FAO project. Participation of other groups will be made possible through the follow-up committee and ASPABIC who will explain and sensitize Public services about the advantages of participating in such event in economic, social and environmental aspects.

All these preoccupations and many others received answers during the discussions that went on till 05:00PM.

4. Field visit to GIC UNAPAC at Nlohe

The objective of the field visit that took place on the 5th of October was to see the experience of the UNAPAC CIG of its conversion from conventional to organic farming. On the two experimental plots, the technical adviser and Ecocert experts did provide answers to participants' questions.

Information needs of participants were focussed on:

- The conversion period
- Environmental protection
- The land preparation
- Fertilization
- Pest and disease control.
- Certification bodies' official inspections.

A cocktail was offered by GIC UNAPAC in its packaging centre premises; FAO staff seized the opportunity to encourage the CIG to continue with the project activities under the supervision of the national Consultant.

II. DIFFERENT PRESENTATIONS AND LECTURES

A. Allocution of the FAO representative in Cameroon

Presented by Mrs Felicitas ATANGA, FAO Assistant Representative / Programme

Summary of the Allocution

It's in July 2005 that FAO signed with the Cameroon Government the document of the project titled: "Increasing incomes and food security of small scale farmers in West and Central Africa through the export of tropical organic and fair-trade products"; a project financed by the German Government and implemented by FAO.

Organic agriculture is not well developed in Cameroon and in many other African countries.

African countries present a lot of advantages as far as organic agriculture is concerned. Since traditional agricultural production methods generally do not use chemical fertilisers, the reconversion period (1 to 3 years) necessary to obtain an organic certificate is reduced. It is therefore important to make use of this advantage in order to improve small scale farmers' revenue whose farming system can be easily adapted to this system of agricultural production.

FAO's mandate is to ensure global food security and within the framework of this mandate, it exploits all possibilities. This project falls in line with this mandate and aims to achieve the 1st objective of the Millennium Development Goal which is the eradication of extreme poverty and hunger by 2015.

The experience of UNAPAC, main beneficiary group of this project in Cameroon, should be extended to other organizations in the country and why not to the entire Central African sub-region. Given that Cameroon is the sole beneficiary of the project in the Central African sub-region; it is her duty to extend the experience gathered in the project to the sub-region.

B. Official workshop opening speech by the representative of the Vice-Prime Minister; Minister of Agriculture and Rural Development.

Presented by Mr. Thomas Syxtus NUZA, Director of Regulation, Food Quality, Control of Inputs and agricultural produce, representing His Excellency the Vice-Prime Minister in charge of Agriculture and Rural Development.

Summary of the speech:

Organic agriculture is based on four major principles:

- Health perspective: Organic agriculture should support and improve the health of the soil, plants, animals and human beings on earth considered as an indivisible entity;
- Ecological perspective: Organic agriculture should be founded on living ecological cycles and systems, which ensure sustainability.

- Equity perspective: Organic agriculture should be built on the relations that ensure equity with respect to the environment,
- With respect to precaution principle: Organic agriculture should be carried out in a careful and responsible way in order to protect the welfare of future generations and the environment.

Organic agriculture brings together producers and consumers around a common objective: That of promoting an agriculture that has a particularity of respecting nature without refusing progress.

Differences between organic agriculture and conventional agriculture are not as radical as they appear. Organic agriculture for instance recommends a certain number of management measures that are also valid for conventional agriculture, such as crop rotation. On the other hand, the use of chemical products is not totally forbidden in Organic agriculture. It is only more restrictive. Natural “pyrethrines” and Rotenone, two natural insecticides obtained from crops are authorized, and they both are rapidly bio-degradable.

Moreover, research has come out with several advantages of organic agriculture as compared to conventional agriculture. For example, one can briefly cite:

1. Vegetables from organic agriculture contain more minerals and essential micro-nutriments, as compared to vegetables from conventional agriculture.
2. Produce from organic agriculture contains more “alcaloides” and other “metabolites” essential for brain development, and necessary for the healthy maintenance of the functioning of the immune system. Produce from organic agriculture has a positive influence on tissue development and help the body to repair itself.
3. Organic food does not cause so many allergies as products from conventional agriculture do.
4. Linkages have been made between some agrochemicals used in conventional agriculture and the increase of the rate of brain tumour, “leukaemia”, intellectual weaknesses and many other disorders.

Like organic agriculture, fair-trade is also backed up by a certain number of principles.

- Maintain long term relations to allow development dynamics,
- Working with small scale farmers or disadvantaged producers;
- Guaranty a minimum purchase price that will satisfy elementary needs of workers and producers.
- Encourage environment friendly productions;
- Ensure transparency.

Due to their quality and the method of production that takes care of the environmental issues; organic produce should be marketed with a lot of fairness.

Indeed, the UN/FAO international conference of May 2007 on organic agriculture and food security came to the conclusion that, at global level, if supported by political willingness, Organic agriculture could:

- Contribute to food security, even for rich countries also threatened by fossil energy crisis, climatic changes and some weaknesses of the food chain;
- Mitigate the impact of new challenges (such as climatic change, thanks to enhanced soil carbon sequestration and a better “resilience”);
- Reinforce water security (water quality, decreased irrigation needs, restoration of organic matter in the soil , better yields in case of water stress due to climatic variability);
- Protect biodiversity and guarantee sustainable use;
- Enhances nutritional adequacy (increased diversification of organic food rich in micronutrients,
- Stimulate rural development (especially in areas where the only choice is labour input, through local resources and knowledge)

Cameroon is characterized by a diversified climate, dense stream network and a range of rich and fertile soils. This environment is suitable for a number of tropical and non-tropical crops such as: pineapple, cotton, peanuts, bananas, etc.

All these productions can contribute to the reinforcement of the autonomy of Cameroon with respect to food and economy. More over, this can allow ways for organic extensive animal husbandry that will lead to reinforcement of soil activities and consequently, promote organic agriculture.

Our organic agriculture should integrate itself in the vast global movement on ethics and equity in marketing, especially within the context of new economic partnership agreements.

C. General presentation of the project and the workshop objectives.

Prepared by Mrs Felicitas ATANGA, Assistant; FAO/Programme representative.

General information on the project:

Financing source: Federal Republic of Germany
Executing agency: FAO
Head office: Rome, ITALY
Beneficiary countries: Senegal, Burkina Faso, Ghana, Sierra Leone and Cameroon
Direct beneficiaries: Farmers' associations.

Crops per Country:

The Project different crops are:

Senegal: Mangoes
Burkina Faso: Mangoes and Shea butter.
Ghana: Pineapple and Mangoes
Sierra Leone: Cocoa
Cameroon: Pineapple

Project objectives:

Long term objective:

The project's long term objective is poverty reduction and food security in rural areas through the creation of income and employment by increasing exports of organic and fair-trade products.

Short term objectives:

Short term objectives are as follow:

- Elaborate optimal organic agriculture practices for the four selected crops and train beneficiary farmer groups on production and marketing,
- Increase the number of farmers' associations that grow selected crops in conformity with the required technical organic agriculture and Fair-trade norms or standards.
- Ensure that farmer groups and exporters become competent partners for the European market and export their produce.

Awaited results:

Awaited results at the end of this project are as follow:

- An extension manual on organic agriculture, fair-trade and certification is available and known to farmer groups, extension services and exporters,
- Farmers are trained on organic farming and fair-trade techniques on harvesting and Inspection, on export to European markets and quality of fresh and processed produce obtained from organic agriculture and fair-trade;
- Beneficiary groups respect organic norms and fair-trade standards.
- A substantial number of new farmers are in transition towards organic agriculture and fair-trade.
- Substantial increase registered in the export of organically certified products and and/or fair-trade.

- A “Tool box” is designed with normative instruments for certification, quality, marketing and communication to be used in beneficiary countries and elsewhere.

Workshop Objectives:

This workshop is taking place two years after project take off and a Year to its closure. The workshop objectives are as follow:

- Present the successful experience of GIC UNAPAC, primary beneficiary of the project in Cameroon.
- Inform national operators of certifiable supply chains on existing opportunities in organic agriculture and fair-trade.
- Present the various steps in organic certification and fair-trade standards.
- Put in place a working committee on organic agriculture and fair-trade.

D. Production, certification and marketing promotion for organic products.

Prepared by Mr. Jean Pierre IMELE, FAO national Consultant

1. Organic agriculture

Definition:

Organic agriculture uses agricultural practices that promote a natural equilibrium. Its techniques are based on freeing the production chain of synthetic chemicals and promoting soil fertility improvement through biological activity.

Organic agriculture uses natural resources as production factors. It encourages and allows the diversification of biological cycles within land use patterns, by respecting soil micro-organisms, flora, fauna, crops and animal husbandry.

It aims at maintaining and improving soil fertility in the long run, through such practices as: crop rotation, composting, simple fallowing and leguminous based improved fallowing.

Organic agriculture should avoid all kinds of pollution resulting from agricultural activities. It should take into consideration the impact of agricultural practices on the environment and the social fabric.

Organic agriculture does not use genetically modified organisms (GMO) (discussions are however on-going at IFOAM to determine the acceptable percentages that can be admitted from involuntary contamination).

Organic agriculture should not allow livestock to be submitted to lifestyles that are different from the fundamental aspects of their natural environment.

Organic agriculture is in essence not the agriculture that was practised by our grand parents, since it can be improved using new technology.

Organic agriculture is not easier than conventional agriculture. It entails understanding living phenomena, emphasizing on prevention rather than treatment and requires a more in-depth theoretical and practical knowledge, especially as external support is rare for small holders.

Organic agriculture is not only for poor, small farmers and/or disadvantage areas. Examples of large scale organic farming exist (more than 2000ha) in Argentina, USA and Canada.

Organic agriculture is not only agriculture for smallholders and specific sets of crops. There is an example in Africa (Ghana) where a multinational company has converted all its plots and that of its out-growers (more than 3000Ha) into organic agriculture for a complex crop such as palm oil.

On a social point of view, it's a way of live, respect of ones rights, that of others and of future generations.

Crop protection in Organic agriculture should be based on the principle that is contained in the word “biological” which means “related to life”.

In a biological equilibrium, healthy creatures that are well armed can grow very well. Organic protection as opposed to chemical protection reinforces plant health, cultural practices, varietal selection, care of the soil (some crops improve the soil structure, soil cover or mulching) with organic matter and a balanced organic fertilization which make it possible for the plant to develop resistant mechanisms and favours natural regulation processes.

According to the International Federation of Organic Agriculture Movements (IFOAM), organic agriculture is based on the principles of health, ecology, equity and precaution. IFOAM formulated basic norms for organic agriculture which constitute the reference used by certification organisations to develop detailed and certifiable norms. Annexe 7 presents more information on IFOAM.

2. The constraints for the development of the organic market

Technical constraints at the international level

- The European Commission regulation on organic agriculture¹, which spells out the conditions for any product that carries the organic agriculture label in Europe. Organic agriculture regulations
- Specific standards (these standards vary from country to country) impose on exporters the obligations of adaptation based on the requirements of the country of destination.
- Many standards co-exist; they define production conditions in a broad sense (agricultural production, processing, animal husbandry and fishing) but also forest management systems and norm for collection of wild fruits.
- Access to inputs in terms of availability and costs remains one of the determinants in the respect of standards.
- Membership to a professional organization that could enable the understanding of norms and the participation in their improvement (it's difficult to have access to international trade without a good knowledge of norms).
- Cameroon does not actually have a specific Organic agriculture regulation system nor standard. A draft law was prepared by the Ministry of Agriculture and Rural Development in collaboration with private operators. One of the duties of the follow-up committee that will be put in place during this workshop will be to contribute in setting up the operational regulatory framework on Organic Agriculture, through participation in the preparation and implementation of standards adapted for this method of production and the Cameroonian environment.
- To summarize, we can say that, in general, in Europe or the USA, the use of the organic agriculture label compels the trader to fulfil certain conditions namely:

¹ The text of the regulation can be found on: <http://eur-lex.europa.eu/en/index.htm>

The most recent consolidated text is the document: <http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=CONSLEG:1991R2092:20070101:EN:PDF>

- Notify public authorities of their activities (this notification will allow the identification of organic plots following organic agriculture methods.)
- Improve soil biological activity.
- Have a separate accounting system
- Commitment to follow production rules defined by the European commission (for those operating in Europe).
- Base their activity on the renewable resources.
- Submit their production to inspection and certification by an independent accredited body.

A required conversion period of two years before planting for annual crops and three Years before first harvest for perennial crops.

General marketing constraints

- Market research is an obligatory pre-requisite.
- Agreements and contracts with customers,
- Import authorisation from European traders
- Selling price determination,
- Documentation follow-up, bills and custom documents recording.
- Preparation of owed or outstanding bills when requested by customers,
- Rapid exchange of information related to owing document of customers in the production supply chain.

Specific Organic marketing constraints.

- Due to the fact that Cameroon does not have an Organic agriculture regulation and/or standards, Cameroonian traders in order to export should meet importing countries' standards as third party. For export to European countries for instance the traders have to respect regulation 2092/91, currently under review – the new version will come out in 2009.
- The Cameroonian producer / exporter is expected to send his organic agriculture conformity certificate to its European importer so as to enable him process the import authorization with the competent Ministry in the European Union member state.
- An original inspection certificate issued by a certification body should accompany the product during custom clearance.
- Organic certification requires a good and detailed traceability system.
- Conversion period: During this period, the operator will incur certification costs without taking advantage of organic market (no assurance of receiving higher prices as compared to the same conventional product).
- The absence of dedicated funds, especially to cover inspection costs during the transition period, does not favour the promotion of this mode of production.

Technical constraints at the national level

General technical constraints:

- Environmental constraints, especially in the absence of infrastructure. Power is not available at competitive prices to promote the processing of organic agricultural products.

Technical constraints specific to agriculture:

- Lack of specialised training institution.
- Lack of an organic association that could promote this production system.
- The fact that organic agriculture is not considered in the agricultural development plan in Cameroon is a major curb to the growth of this sector. Even if the potential exists supply is low, production is marginal, and there is no laboratory for pesticide analysis, no fruit terminal, very little extension work done by the Chamber of Agriculture or even the Ministry of Agriculture and Rural Development.
- No encouraging communication on organic production by the media and/or agricultural schools.
- Little or no cooperation between operators of the sector: they act individually and compete for the same customers. Offers are marginal and non-consolidated (low volumes, irregularity in both quantity and quality).
- Few organic input distributors, unknown import chain.

Constraints within companies and associations.

- The mastery of the internal control system within groups and associations.
- Lack of information for the creation of new products, as no state structure is training farmers at the moment in organic agricultural production (no training programme on organic agriculture in school curricula, nor extension service provided).
- The Association for the Promotion of Organic Agriculture in Cameroon, ASPABIC which was created in 1996 by a group of operators in organic agriculture in Cameroon, does not assume its role as conveyor of information in the sector.
- Poor training of personnel, regulation not known.

Advantages at the National level

- Some advantages exist at the national level: clear distribution of dry and rainy seasons; non polluted soils; important variety of fruits and vegetables.
- Bilingual country (French and English)
- Wide range of African climates.
- Proximity of consumer markets: 500 million potential consumers in the EU⁹ (5 hours flight, 12 days by ship)
- The existence of ASPABIC is an undisputed advantage since it suffices to redynamise it and ensures a good coordination to allow it to assume certain necessary functions such as sensitization, training and information of the masses.
- If ASPABIC cannot effectively promote organic agriculture, recourse to other NGOs or local consultancies could ensure this promotion (e.g. PRECIS – LEADER CONSEIL – INTERAGRI AFRIC, etc.)

⁹ EU : European Union

E. Certification in Organic Agriculture

Prepared by Mr. Lazare YOMBI, ECOCERT Inspector

1. Context

Nowadays, organic produce covers a full range of products: Fruits and vegetables, cereals, textile products, milk products, meats, drinks, preserved foods, etc.

The organic produce sector is therefore a sector under expansion and requires reliable verifications and guarantee.

The protection of consumers and operators (producers, processors, importers, exporters and traders) is vital for the future development of this sector of production. Therefore, a reliable certification system is important.

2. Basic notions

Organic Agriculture (OA): Organic agriculture is not the opposite of conventional agriculture. On the other hand, it is not a simplified agriculture, but that which sometimes uses more elaborate methods.

Organic agriculture is a method of production which distinguishes itself through the recourse to the use of cultural practices and animal husbandry which aim at respecting the natural equilibrium. The use of synthetic chemicals and GMO¹⁰ is therefore forbidden; and that of inputs limited. Cultivation is based on recycling natural organic material and crop rotation.

Organic product: An agricultural product or food stuff will carry the Organic label only after approbation by an accredited structure and after inspection/certification.

Inspection: Inspection is the verification of an operation (production, handling or export/marketing) in relation to a standard in order to form an opinion (take a decision).

Certification: Certification is a decision taken by a certification body indicating that an operation (production or handling, etc.) is in conformity with the organic agriculture standards. This decision is made visible by issuing a document such as the **certificate of conformity**. The certificate serves as security for the consumer or the user.

3. Certification prerequisite

Look for information concerning:

- The market (country of destination)
- Regulation (or standards)
- Certifying body (check its domain of intervention).

¹⁰ GMO: Genetically Modified Organism.

4 Standards or regulations

a. European Union (Regulation EEC 2092/91 modified)

Concerned products:

All the products from agriculture and wild collection, including natural fibre such as cotton fall within the cope of this regulation.

Only products such as rabbit, ostrich, fishes and wine are not covered.

Concerned Operators

All operations (from production, handling, processing and export for all the above mentioned products) and all the operators are concerned by the control activities.

Exceptions are: Distributors of packaged and labelled products destined for retail markets.

b- National Organic Programme (NOP)¹¹ (Chapter 7 of the Federal Regulation Code, section 205 (7 CFR 205))

Concerned Products:

All products from agriculture and wild collection, with the exception of fishery and aquaculture products (discussions are on-going on their inclusion).

Concerned Operators:

All producers and operators involved in the supply chain, with the exception of distributors and traders of packaged and labelled products and operators with organic annual turn-over of less than five thousand dollars (<5000,- USD) who are exempt from inspection/certification,.

c. Bio-Suisse (www.bio-suisse.ch/fr/documentation.php)

Concerned Products

- Raw vegetable foods and cultivated mushroom;
- Food-stuffs entirely or partially made up of raw material produced following Bio-Suisse standards.
- Inputs produced based on Bio-Suisse standards.

Concerned operators

- Producers (farmers and other producers of agricultural commodities) as well as processing and marketing enterprises that use the trade mark.
- Only traders living in Switzerland can request or pay for a Bio-Suisse certification.

d. Some control and certification institutions.

- AGRECO
- ECOCERT INTERNATIONAL
- IMO Switzerland
- CERTICIS

¹¹ NOP : National Organic Program (administered by USDA)

These institutions are accredited to certify in conformity with one or more of the above mentioned regulations

5. Some information on ECOCERT:

a. Scope of Intervention:

Control and certification, drafting of standards and professional training.

b. Accreditations:

- Ecocert is authorized by the (French) Institut National de l'Origine et de la Qualité.
- In Organic agriculture, ECOCERT¹³ SA is authorized for EU standards, NOP, JAS¹⁴, Bio-Suisse.
- ECOCERT inspects also for many other standards such as EUREPGAP (which has become GLOBALGAP) and the Organic Fair Trade label (or Bio Équitable label in France).

c. Areas of intervention: In many countries and continents of the world.

d. Human resources: Two types of workers: Full time workers and free lance Auditors/Inspectors.

e. Certification steps

1. Operators send their request to ECOCERT.
2. Cost estimate and contract (done by ECOCERT)
3. Evaluation / inspection (by ECOCERT Auditor or Inspector)
4. Audit / Inspection report (by ECOCERT Auditor/Inspector)
5. Certification proposal (person in charge of certification)
6. Decision (certification committee)
7. Acceptance of the Decision (Operator)
8. Transactions, follow up / Surveillance (Operator and ECOCERT)

Fundamental requirement for group certification: An Internal Control System (ICS) should be in place.

ICS is a set of measures put in place by small farmers organization (or a company that purchases its products from small farmers) in order to ensure the respect of standards internally among members of the organization and minimize the risk of deviating from the norms.

ICS can also be applied by any unit that wants to have control over quality and minimize risk.

Its characteristics:

- a) *Existence:* Audit within a group should start with the existence of the ICS, a responsible person in charge of internal control should be appointed with good job description and known by the members.

¹³ ECOCERT : Inspection and certification body authorized by COFRAC (French Committee of accreditation base on ISO 65 norms (EN 45011))

¹⁴ JAS: Japanese Agricultural Standard of Organic agricultural Products.

b) *Exhaustive*: Available information on the functioning of ICS service should be exhaustive. All aspects of the standards should be covered by internal control.

c) *Exploitability*: Collected data should be exploitable by the Organization and person in charge. After an internal control, one should be able to take the necessary action.

d) *Accuracy*: Provided data should be exact and should reflect a true picture of the company.

f. Main actors

- *The Operator*

- *The Inspector or Auditor*

- Ensures the respect of standards (audit procedures and practices)
- Points out and justifies any divergences
- prepares the report, but remains independent, impartial and competent.
- Guarantees data confidentiality
- Appreciates sociological aspects.

- *The Certification team*

It's a team in charge of issuing the certificate of conformity after the evaluation of the inspection report and validation of corrective actions.

g. Certification in Cameroon

Some organic certified companies

Operational Companies

BIOTROPICAL, TAM-TAM SOLEIL, AFRICA-BIO, GIC UNAPAC, FRUIT BIOCA, BIO SOLEIL

Companies in the process of certification

Ets NKOUAM & Fils, Export Agro, Terrespoir

Almost all the production is destined for export market

Under the initiative of BIOTROPICAL, one selling point was set up: BIONATURA in Bonaberi.

F. Certification against Fairtrade standards

Prepared by Mr. Guy Jacques WAMBA; Ecocert & FLO-Cert Auditor.

1. Principles and implications

The rules of international trade bring increasing pressure on disadvantaged small farmers and they do not have the means to fight against them. Fairtrade is an initiative in favour of small producers and salaried workers in the South, for whom the economic and/or social development is limited by the trade conditions (= "disadvantaged"). If an equitable access to the markets under better trade conditions can help them in their development, they can participate in Fairtrade. This trade guarantees to producers in developing countries the purchase of their products at a "just" price, sheltered from market fluctuations.

Fair-trade is based on five fundamental principles:

- Ensure a fair remuneration of the work of the most disadvantaged producers and craftsmen.
- Guarantee the respect of fundamental human rights (no child exploitation, no forced labour, no slavery, etc.)
- Institute direct, long-term and transparent relationship between partners,
- Promote environmental protection.
- Offer consumers quality products.

Fairtrade aims at achieving two main objectives:

- Create and favour conditions that enable producers from poor countries to develop sustainable and profitable economic activities giving them fair and access to consumer markets in developed countries, without speculative intermediaries. Fairtrade can be seen as a lever for economic development and an alternative to aid and humanitarian charity for people who are disadvantaged but are able to work.
- Raise awareness amongst consumers about their economic power as buyers, in order that they can, in their daily consumption, be actors of an alternative global economy favouring sustainable development, ethics, the respect of workers, the respect of the environment and the North – South dialogue..

2. How did the idea of Fair-Trade start?

By the end of the fifties, a British NGO named OXFAM (Oxford Committee for Famine Relief), wanted to support the local populations of third world countries and at the same time, protect their dignity, promote the sale of their handicraft products to ensure regular revenue for these people.

Simultaneous, in 1959, SOS, a charitable association named SOS, created by catholic youths in Southern Netherlands started a solidarity move importing products from third world countries.

In 1964, during the 1st United Nations Conference for Trade and Development (UNCTAD) meeting in Geneva, countries of the South insisted on the necessity for fair trade. Their slogan: "Trade not aid" illustrates the atmosphere.

During the eighties, the Dutch NGO SOLIDARIDAD (Christian action for Latin America) imported Mexican coffee through an alternative trade network. The success of this operation was so high that the market outlets became insufficient and Mexican coffee producers made the following request in 1986: "Help us sell our coffee in the market at a good price".

On the 15th of November 1988, the first coffee with Max Havelaar label was introduced in the Dutch markets in the normal retail channels. Since then, Fairtrade has registered an upward trend.

3. Fairtrade Labelling Organisations (FLO international)

FLO International e.V. is a non-governmental non-profit organizations that regroups national labelling initiatives (such as: Max Havelaar, Fairtrade Foundation, Transfair USA), producer organizations, traders and external experts.

FLO International has two main objectives:

- Develop Fair-trade standards to the benefit of small farmers and workers; promote sustainable production; guarantee Fair prices and social development premium. FLO standards go beyond a code of conduct as compared to other social labels. Apart from the minimum requirements that operators, traders and producers must fulfil in order to enter the Fairtrade system, FLO expects them to make sustained efforts to improve working conditions, meet environmental requirements and to invest in the development of producer and worker organisations.
- Producer Business Support: Through this support; FLO facilitates the understanding and implementation of standards by small farmers' organizations. FLO also provides them with information to strengthen their activities to enable them affront or get into new markets.

NB: For more on this topic, please visit the web site: www.fairtrade.net

In order to allow producers to join Fairtrade and market their products under the FLO label, a company that can meet the legal enterprise requirements and can make a profit (to be able to invoice for its' services) has been created under the name FLO-Cert GmbH. Despite the fact that this society belongs to FLO International; it acts as an independent certification body and conforms to the ISO 65 standard.

FLO-Cert GmbH: Its mission:

- Responsible to conduct audits in enterprises that request for it.
- Certification of enterprises; traders and/or organizations of producers against Fairtrade standards.
- Independence of audits aims to ensure that Fairtrade advantages (minimum price guarantee and premium) reach the due beneficiaries and ensures good

traceability of products (only certified products should be sold with the Fairtrade label).

NB: For more on this topic, please visit the web site: www.flo-cert.net

It's important to understand that contrary to organic agriculture, the term "fair trade" is not protected by a regulation or law. But the FLO logos and the terms Fairtrade / Max Havelaar / Transfair are registered as commercial trade marks and therefore these labels can only be used under FLO authorization. That means in practise that producers have to be certified by FLO-Cert and in the countries where the products are sold, a licence fee for the use of the label has to be paid.

4. Who can participate in Fairtrade and what are its advantages?

Small producers who are organised in groups can participate in Fairtrade (Cooperatives and other forms of organizations) who can contribute to the social and economic development of their members, their communities; and that are democratically run by members.

Workers can also participate in Fair-trade if they are normally organized in syndicates and if the enterprise for which they work is ready to promote the social conditions of the workers; and also to transfer to them extra revenues generated by Fairtrade.

NB: In FLO / FLO-Cert system; in order to avoid extra costs to operators, FLO-Cert requires that there exists a declaration of intent from a registered FLO importer to purchase their goods before the first inspection can take place.

The advantages of Fairtrade certification?

Fair-trade certification is first of all a social certification in which environmental aspects are taking more and more importance.

- Certified organizations expect: a minimum price guarantee (free of fluctuations as is the case with fruits and other primary agricultural products).
- At the end of the trading period, they receive from the importer a social development premium that allows them to initiate development projects in their communities.

5. Audits and certifications

Presently FLO – Cert can certify products and operators following FLO norms. FLO – Cert can subcontract inspection.

Figure 1: FLO labels



The auditor should check the conformity of the system with respect to FLO standards. Cases of non-conformities could be of several orders (Pre-conditions; Conditions; Corrective actions, etc.) Conformity deadlines exist for each type. The auditor should send his audit report to a commission that will decide whether or not to certify audited system.

Certification is done annually and in two phases:

- **Year 1:**
 - Full audit called “Initial audit”
- **Following years:**
 - Full renewal audits

FLO follows internationally recognized standards and conventions.

The standard consists of principles that are followed by **requirements, on the basis of which** producers are inspected. There are two types of requirements:

- **Minimum requirements** that all producer organizations must respect from the time they join the Fairtrade system or within a defined time limit.
- **Progressive requirements**, for which producer organizations should demonstrate continuously improvement. An evaluation report on the achievements vis-à-vis the progressive requirements should be written every year.

Minimum requirements should ensure that:

- Fairtrade benefits reach small producers and/or workers.
- The small producers and/or workers’ organization demonstrate a development potential.
- Fairtrade materials should bring results which otherwise would not have been achieved.

The degree of progress that FLO expects a producers’ organization to achieve depends on the benefits generated through Fairtrade activities and the specific context of each organization.

FLO requires that producer organizations follow the national regulation in force. These national regulations prevail if they are more restrictive than FLO regulations in the specific area.

For all organizations willing to participate in Fairtrade, audits shall examine the following:

- Generic Fairtrade standards for the targeted groups or structures.
- Specific standards for the concerned product(s).
- Commercial standards for the concerned product(s).
- Verification to ascertain that the organizations or companies are not using agrochemicals prohibited by FLO.

G. GIC UNAPAC achievements through the FAO project.

Prepared by Mr. Jean-Marie SOP, GIC UNAPAC delegate.

1. Presentation of GIC UNAPAC

Creation: 1993; legalized on the 6th of August 1997

Geographic location: This common initiative group (CIG) is located in Nlohe village, about 100Km from Douala, along Douala – Bafoussam road

Membership: From 18 in 1997 to 48 at present day (44 men and 4 women). 120 families (members and workers) are concerned. There are about 600 direct beneficiaries. Members have different levels of education (from primary to university level).

Plots: Around 58 ha in total with 22 ha of communal farm and the rest under individual management. Farms are located within a radius of 15 km around the head office.

Crops: The CIG practises several crops, but there are 2 main ones: Pineapple in the Moungo Division and Irish potatoes in the Western Province. Other fruits (papaya, passion fruits, etc.) and annual crops are also cultivated by the CIG. Before the FAO project, pineapple was produced mostly for conventional markets. Within the framework of the FAO project, organic products and fair-trade markets are being prospected.

Organizational structure and activities: UNAPAC is a Common Initiative Group created under Law N° 92/006 on Cooperative societies and Common Initiative Groups. Its organs are the following:

- General Assembly which holds once a year.
- An executive committee
- A delegate (all elected)
- Technical assemblies

Activities:

- A training programme for members is in place led by an agricultural engineer specialised in pineapple production.
- A partnership in place since 2000 with AFDI¹⁵ (Agriculteurs Français pour le Développement International) has enabled the group to: enter directly into the export market; develop a shared mechanization program within the group with 2 equipped tractors; and to import Irish potatoes seeds for multiplication.
- A perfect traceability system with a HACCP plan is in place with PIP¹⁶ support.
- A pilot phase of the FAO project on improving revenues through organic agriculture and fair-trade is being executed.
- UNAPAC was the winner of the best agricultural plot for the Littoral Province for the year 2002.

2. The activities of the FAO project

Following a protocol agreement signed between the Cameroon government represented by MINADER and FAO in 2005 within the framework of the project

¹⁵ AFDI : Agriculteurs Français pour le Développement International

¹⁶ PIP : Pesticides Initiative program (a COLEACP program)

“Improving revenues and food security of small farmers in West and Central Africa through the export of tropical organic and fair-trade produce”, UNAPAC was identified as the main beneficiary of this project in Cameroon.

The main objective of the project is to improve the living conditions of members of the CIG and their families, and also to use the group as a starting point for diffusion of the fair-trade and organic principles that are not yet wide -spread in Cameroon.

Project activities over time:

November 2005: The project coordinator carried out the first mission to Cameroon; meetings with UNAPAC farmers and drafting of a three - year action plan.

February 2006: Participation of the CIG delegate at the famous BIOFACH trade fair in Germany to discover the world of organic agriculture and fair-trade.

June 2006: Signing of the first contract with retro-active effects.

This was followed by:

- Selection of national consultant to assist UNAPAC;
- Many training sessions on:
 - Organic production
 - Fair-trade
 - Traceability reinforcement
 - ICS establishment
 - Improvement of product handling after harvest
 - Export logistics
 - Creation of an organic plot and follow up by all members so as to acquire technical know how.
 - Organization of field visits to an organic farm.

3. Achievements:

Results so far achieved can be classified in four sub groups:

From a commercial point of view

- Exports increased from 450MT in 2005 to 510MT in 2006
- Reduction in quality defaults at arrival in Europe of UNAPAC products

Capacity building

- Mastery of the rules of organic production
- Mastery of the requirements of fair-trade standards
- Mastery of the post-harvest care for good quality and homogenous products

Investments

- Acquisition of a motorbike for extension workers' movement
- An organic packaging centre is under construction

Structuring

- Reinforcement of team spirit
- Organization of working groups
- Certificates and the organic experimental plot.

UNAPAC has received the certification inspector. His conclusions do not reveal faults that could endanger UNAPAC's certification.

Fairtrade certification has been requested from FLO-Cert¹⁷ and the pre-condition for auditing was a proposal letter from a customer that can import UNAPAC products. Today, a customer has been found and the process is going on for a Fairtrade certificate from FLO. An experimental plot has been put in place and it is extended with the first two members of CIG UNAPAC already engaged in organic agriculture.

Documentation: There exists documentation on:

- On environmental and social norms, certification and labelling of cash crops;
- On composting techniques at the farm level;
- On regulations; norms and certification of export agricultural products;
- A CD-ROM for different trainings.

4. Conclusion

Given the pace at which things are moving, there is hope that UNAPAC will catch the organic and fair-trade ship which is developing at a high speed and will be able to improve the revenue and living conditions of the small farmer, preserve the environment and protect the health of the consumers as well as that of the producer.

¹⁷ FLO-Cert: Fairtrade Labelling Organisations Certification

H. The world market of organic and fair-trade products.

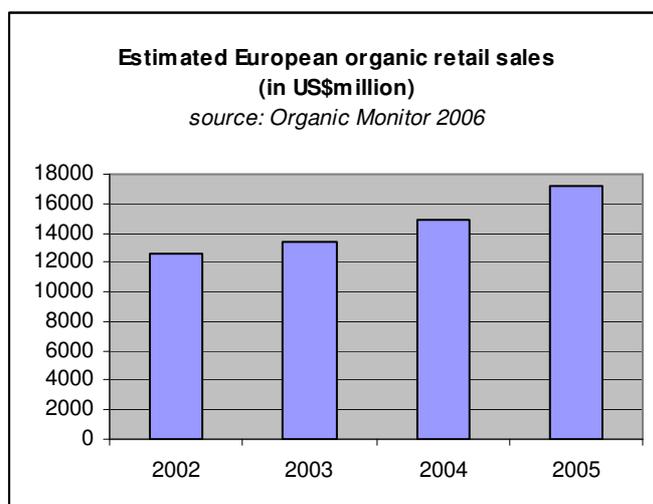
Prepared by Mrs Cora DANKERS, FAO; Project coordinator.

1. The market brief

This market brief intends to give a short overview of the latest developments in the major organic and fair-trade markets, with a special focus on products important for Cameroon: tropical fruits (especially pineapple), coffee and cocoa. Because official statistics for trade in organic products do not exist, all figures are estimates. By keeping it as short as possible, the brief is far from exhaustive. Readers wishing to know more about a particular subject are advised to consult directly the sources cited.

a. The organic markets in Europe

Strong growth was observed in almost all major organic markets in Europe in 2005, resulting in total retail sales of an estimated US\$ 17.2 billion (€ 13.7 bn)². The biggest European market remains Germany with a 30 percent share of around US\$ 5.1 bn (€ 4 bn)³ in 2005. In addition to a continuing rise in the number of organic supermarkets in Germany, also conventional and discount stores sell more organic products. The organic monitor even reports supply shortages for sectors such as fruits & vegetables and meat & dairy products.



The Organic Monitor reports sales in the UK to have reached 3 US\$ billion (GBP 1.6 bn), followed by France with retail sales of US\$ 2.5bn (€ 2bn) and Italy with retail sales of US\$2.3bn (€1.9 bn). However, according to ITC, sales in Italy reached US\$ 2.7bn (€2.2bn).

In the UK, organic sales have been largely driven by big supermarket chains. Recently the government has pledged to offer organic school meals.⁴ The UK market

² Organic Monitor, 2006

³ ITC, 2006 and Organic Monitor, 2006

⁴ ITC, 2006

is characterized by a high share of imports, estimated to account for more than half of the total market. However, government policy and domestic producers aim to increase self-sufficiency and according to the Soil Association, the proportion of organic food imported into the UK has been falling steadily.

Although at present air freight accounts for a tiny percentage of all organic food imports, consumers have expressed concern over the cost this has to the environment. The Soil Association Standards Board is therefore considering several options for Soil Association labelled products, including: no action; a general or a selective ban; labelling air freight; or carbon offsetting.⁵ The Soil Association label is the leading organic label in the UK market.

The Organic Monitor reports that the Italian organic market experienced a decline in 2004 when the largest retailer decreased the range of its organic products. However, sales were estimated to have rebounded due to strong growth in 2005. Growth in France was mainly due to the broadening of the organic assortment by the retailers.⁶ Since 2005, imports from outside the EU can carry the national “AB” (Agriculture Biologique) logo, reducing confusion among consumers.⁷ It is expected that this will favour sales of imported organic products in France.

CIMS estimated that around 4000 MT of fresh organic **pineapples** were sold in Europe in 2004. However, in a study for FAO, Thimm estimated the theoretical demand to be around 4000 MT, but due to the ban on the use of ethylene for flower induction, total imports were around 1000-1500 MT.

With the recent change of the EU organic regulation, which now approves the use of ethylene gas under certain conditions, it is expected many new suppliers will enter the market resulting in strong growth of organic pineapple sales in Europe. However, in 2004 some traders expected that Latin American growers would profit more from this change than other origins.⁸

Giovanucci estimates global purchases of certified organic **coffee** in 2006 at approximately 1.1 million bags, or around 66,000 MT.⁹

According to the CBI the leading importers of organic coffee in Europe are Germany, Sweden and the Netherlands. These countries are also important processors and re-exporters of crunched coffee. In 2000 total imports into Europe amounted to 12,000 MT of Arabica and 1,000 MT of Robusta.¹⁰ For 2001, Giovanucci and Koekoek estimated certified organic imports into the 11 major European importing countries to approximate 11.000 MT.¹¹

⁵ Soil Association, 2007

⁶ Organic Monitor, 2006

⁷ Willer & Yussefi. 2006. citing www.bio-markt.info: News about France

⁸ Thimm, 2004

⁹ Giovanucci, 2007. cited by: CTA Agritrade, 2007

¹⁰ CBI 2005

¹¹ Giovanucci & Koekoek, 2003

In 2001/02 trade sources estimated that global production of organic coffee exceeded consumption. Only with the participation of major roasters can this situation change. Buyers/roasters of coffee increasingly apply for the Utz Kapeh label.

The ICCO estimates that the total world supply of organic **cocoa** beans amounted to 15,500 MT in 2005, and global exports were estimated at 11,170 MT. The Dominican Republic is the leading organic cocoa exporter with production estimated at 5000 MT.¹² Some African origins have developed a limited organic supply (Uganda, Madagascar, Tanzania, Cameroon, and Ghana).

There are no recent figures on the European organic cocoa market. Thimm estimated the 2003 organic cocoa market to be 6,000 – 8,000 MT (of which around 2,000 MT also being fair-trade certified). For the same year, an EPOPA study by Koekoek estimated imports into Europe to be 14,000 MT of cocoa bean equivalents, including 2000 MT re-exported to the US.

Although reliable data on production and import volumes are scarce, what everybody seems to agree upon is that market demand for organic cocoa is strong. As a result, organic production is increasing, either through conversion and certification of existing orchards or new plantings. However, as with coffee, quality is a key factor for both demand and premiums.

b. The organic and fair-trade markets in North America (United States and Canada)

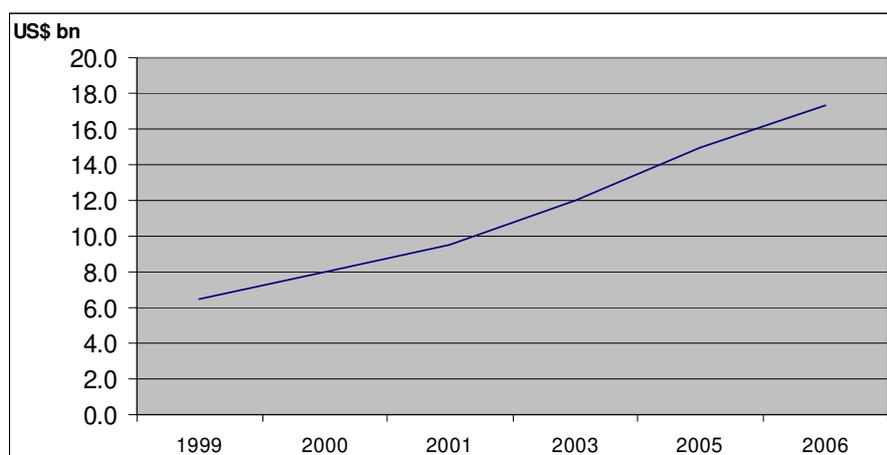
Data compilation by Alice BYERS and Pascal LIU, FAO

The North American market is the world's largest market for certified organic products. Based on preliminary findings from the 2007 Manufacturer Survey released in May 2007, the Organic Trade Association (OTA) estimates that U.S. organic food sales amounted to \$16.9 billion in consumer sales. However, the Nutrition Business Journal (2007) estimates organic food sales at US\$15.7 billion in 2006. The estimated 2006 retail sales for organic goods were around US\$ 1-1.2 billion in Canada.

Organic foods are now approximately 2.5 – 2.8 percent of total food sales. According to the OTA, the annual growth rate of the US organic market has ranged between 15 and 20 percent over the period 1997-2005. Roughly 80-90 percent of the organic products consumed in North America are produced domestically.

¹² ICCO, 2006.

Retail sales of organic products in the United States (US\$ billion)
source: OTA



Within the organic sector, **fruit and vegetables** are the most important category of organic sales with approximately 41 percent of the total value of the organic market, about 39 percent of which is fresh produce and 2 percent of which is frozen.¹³ An estimated 20-25 percent of organic fruits and vegetables are imported (still worth around US\$ 1.2 – 1.5 billion).

The organic **pineapple** market has grown rapidly since the National Organic Programme (NOP) came into force. The NOP approves the use of ethylene-gas for flower induction in pineapples. CIMS estimates that the US market for organic pineapple exceeded 2000 MT in 2004, mainly supplied by Hawaii and the Dominican Republic. A dramatic increase in the supply of fresh conventional pineapple between 2002 and 2005 had a serious impact on prices, with the prices of some varieties falling by as much as 50 percent. But prices for organic pineapples were unaffected with around a 100 percent organic premium on the FOB price for Latin American suppliers. However, organic pineapple production in Latin America was expected to grow fast, CIMS reported 230 hectares in conversion in 2005 and CIMS expected Costa Rica to become the main supplier of organic pineapples to the US in the medium term.¹⁴

Taking into account double certification, roughly 36,000 MT of certified **coffee** (including organic, fair trade, Rainforest Alliance and bird friendly) was imported into North America in 2006, accounting for close to 2.7 percent of the total North American coffee market. According to the ITC, main suppliers of organic coffee are Mexico, Bolivia, Colombia, Costa Rica, Guatemala, Nicaragua and Peru, but there is a strong interest in organic coffee from a wider range of countries.¹⁵

Organic and fair-trade coffees are increasingly being sold through the conventional coffee supply chains. Industry sources expect growth rates for organic coffee to be

¹³ Nutrition Business Journal 2003

¹⁴ CIMS March 2005

¹⁵ ITC 2002

around 21 percent in 2007¹⁶. However, quality is a key factor for success and in many cases organic premiums are part of premiums based on quality, origin, reputation of the producer or other certifications.

Cocoa and chocolate are not considered 'traditional' organic or fair trade products in the US but consumption has shown considerable growth in recent years. Previously all organically certified chocolate was processed and packed in Europe. But with the recent entry of US based organic processors an accelerated market growth is expected.¹⁷

c. Fair trade markets

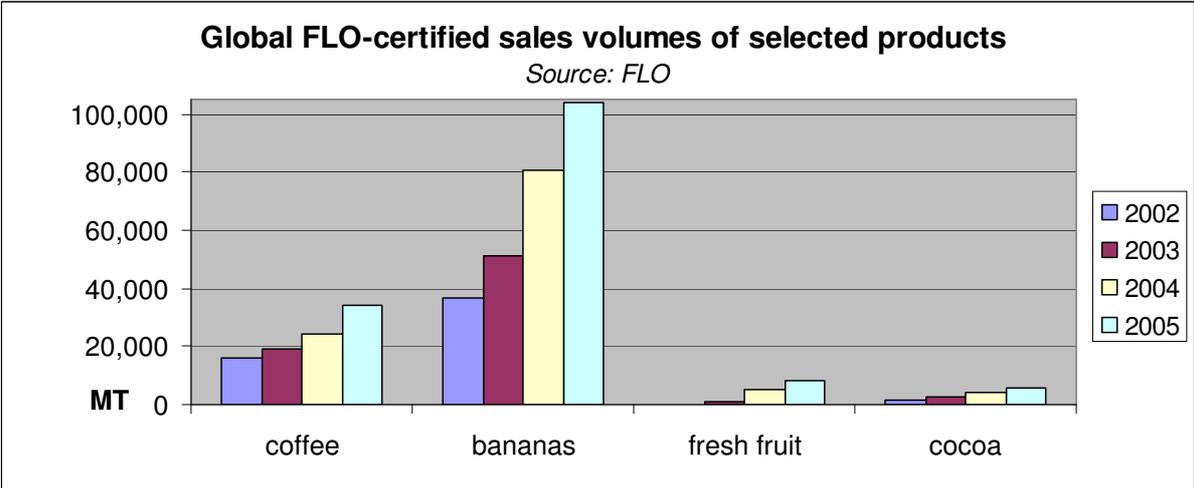
World Sales volumes of selected fair-trade certified products

source: FLO

	2002	2003	2004	2005	2006
coffee	15,779	19,293	24,222	33,991	52,077
bananas	36,641	51,151	80,641	103,877	135,763
fresh fruit		1,291	5,157	8,289	no data
cocoa	1,656	2,698	4,201	5,657	10,952
juices	1,387	2,193	4,543	5,898	7,065
dried fruit		23	238	306	no data

In MT, juices in litres

Note: the total fair-trade market for dried fruits is much larger. The market developed before there was a FLO standard and most fair-trade dried fruits are still imported and sold in specialised outlets like World Shops without the FLO label.



Coffee is the most important fair-trade product. According to Transfair USA, approximately 20,000 MT were imported, of which 17,000 MT directly and the rest via Europe. In 2006 the total imports had increased to around 29,000 MT.¹⁸ However, the Coffee Guide estimates that 11240 MT of Fair-trade coffee was consumed in the

¹⁶ Giovanucci and Villalobos 2006
¹⁷ CIMS/EM 2005
¹⁸ Transfair USA. 2007

US in 2005.¹⁹ it is possible that some imported Fair-trade coffee was sold as conventional coffee.

Several industry sources indicate that there is demand by supermarket chains for fair-trade **fresh fruit**. However, a major constraint is the requested volumes. Small producer associations wishing to enter this market are often unable to deliver these volumes and importers and supermarkets do not want to deal with too many suppliers. Therefore, large farmer associations or plantations need to be developed and certified and this takes time and resources. For small producer associations, an easier entry may be dried fruits that are mainly sold in specialist shops.

Fair-trade estimated retail values in million euros

source: FLO

	2004	2005	2006	growth
Europe (14 countries)	596	757	1,044	
USA+Canada	232	379	553	
Japan	2.5	3.3	4.1	
Australia & New Zealand	0.9	2.4	7.2	
Total	831	1,142	1,609	42%

2. Market prospects

The global market for organic products has seen sustained growth of 10 to 20 % per year for about the last decade, and this is expected to continue. Fair-trade markets grow even more rapid, but the overall market share is much lower, so in absolute terms the extra volume sold every year is still lower than for organic products, except maybe for coffee, which is increasingly double certified organic-fair-trade.

Demand for other double certified products is also increasing. For example, retailers of organic certified fruits increasingly also demand GlobalGap certification or certification against another food-safety standard for pack-houses and processing units.

The organic market is characterised by high volatility, because it is still relatively small and supply reactions are slow due to the three year conversion period. When demand of a particular product is high, many farmers may start converting to organic, and when they all reach full organic status after three years the market may see a sudden oversupply. However, this is usually only a temporary situation. Sometimes, the temporary oversupply allows big retail or restaurant chains to switch to sourcing organic products.

Now organic products have increasingly become 'mainstream', quality differentiation within the organic market is becoming more important. At the one end cheaper "standard organic" products are entering low-price retail chains and at the other end specialty organic products are entering gourmet shops and exclusive restaurants and expensive brands are developing their own organic product line. It is thus more difficult to determine what "the organic premium" is.

¹⁹ www.thecoffeeguide.org

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4. Further reading

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www.fao.org/organicag/

<http://www.fao.org/organicag/frame5-e.htm>

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- Liu, Pascal. 2003. World markets for organic citrus and citrus juices – Current market situation and medium-term prospects. FAO. Rome.
- To be published in 2007: The North American Market for Socially and Environmentally Certified Products. FAO. Rome.

A portal on certification:

English: http://www.fao.org/es/ESC/en/20953/22218/highlight_44152en.html

French: http://www.fao.org/es/ESC/fr/20953/22218/highlight_44152fr.html

International Federation of Organic Agriculture Movements (IFOAM)

<http://www.ifoam.org/>

- Willer, Helga and Minou Yussefi. 2006. The World of Organic Agriculture, Statistic and Emerging trends 2006. IFOAM & FiBL. Bonn. Germany. (yearly publication, the 2007 edition will be presented in February at BioFach.)

International Trade Centre (ITC) Organic Link

<http://www.intracen.org/dbms/organics/index.asp>

among other information includes:

- Market place
- Market research: listing of organic market research papers with links to their sources

Centre for the Promotion of Imports from developing countries

www.cbi.nl (free registration)

- latest publication: September 2007. The EU market for organic sugar.

Swiss Import Promotion Programme (SIPPO)

<http://www.sippo.ch>, go to publications:

- SIPPO. 2004. The organic market in Switzerland and the European Union, Overview and market access information for producers and international trading companies. 2004

Export Promotion of Organic Products from Africa (EPOPA)
<http://www.grolink.se/epopa/Publications/index.htm>

A selection of available reports and (summaries of) market studies:

- Organic Exporter Guide 2006
- South African Organic Market Study, May -06
- Honey Market Survey, Jan -06 - public version
- Summary of "The Organic Cocoa Market in Europe"
- Summary of "The European Market for Organic Canned Pineapple"
- Summary of "The Natural Vanilla Markets"
- Summary of "The Market for Organic Dried Fruits from Tropical Origins"
- Summary of "Organic and Fair-trade Peanut Markets in Europe"
- Summary of "The European Market for Organic Cashew Nuts"

Organic Market Info,

online magazine for organic trade (for paying subscribers)

http://www.organic-market.info/en_inhalte/inh_index.htm?link=Home

I. Promotion of Cameroon Origins at the BioFach commercial Fair for small producers

Presented by Mr. Albert Willem TOOSE, GHANA AGROECO representative.

Organic Africa BioFach 2008

BioFach is the largest organic trade fair in the world. the next Biofach will be held from the 21 to 24 of February 2008 at Nuremberg – Federal Republic of Germany.

Various project and organizations are collaborating to organize an African Pavilion at the BioFach 2008. There will be over 50 African exporters presenting their products around a common space where African snacks will be offered.

How can Cameroon participate in the African Pavilion:

The main goal of participation is to expand your export, but also to meet your competitors

Who can participate? Traders; exporters; researchers, national organic movements, consultants, NGO's, policymakers, and development partners, Public services, etc.

Organization of stands:

Each participant can choose between having its own space, being in a country or regional stand.

Free access to the joint areas of the African Pavilion, the piazza, the meeting spaces, etc.

Cultural program, music and dance which will draw visitors to collective organized Africans' stand.

Other items:

- An African reception for the visitors will be held on the 22nd of February.
- Support with hotel booking and visa issuing.
- Service offered for the presentation and organization of the pavilion.

How to be present at Biofach?

- Apply to the organizers.
- Request the assistance of the National coordinator to seek for funding. But before any help be sure to satisfy these minimum requirements:
 - You have to be organic certified
 - Try to find funds, or put money aside for additional needs.
 - Promotion materials (flyers, products, photos, etc.)

African Pavilion Budget format (2008): In order to draw a budget, this guideline could be used for:

Activity	€ per unit	Units	Total costs
Stand space m2	450	5	2 250
Communication package/catalogue	481		481
Flights Exhibitors	1 400		1 400
Visa + visa service exhibitors	120		120
Accommodation and food days	150	6	900
Samples/declaration costs	1 000		1 000
Other			
Other			
Total expenses			6 151

NB: Exporters that do not succeed to participate in 2008, may have a second opportunity in 2009, as the organizers are already planning to repeat the event.

III. RESULTS OF THE WORKSHOP

A. Setting-up a Follow-up Committee

One of the most important objectives of the workshop was to set up a follow-up committee of the recommendations of the workshop. This committee would be a group of reflection capable of proposing solutions which are adapted to the development of organic agriculture and fair-trade in Cameroon.

It is a provisional national reference body on questions related to organic agriculture and Fair-trade promotion; appendix 3 presents the modalities of establishment while the modalities of operation are presented in appendix 4.

For the initial phase; the follow-up committee will request FAO support for its meetings.

Subsequently; it would be financially independent and its activities will be sponsored from members' contribution and duly requested institutional support for the implementation of the first action plan.

Potential activities of the Committee, resulting from the Workshop

- Use the experience from the UNAPAC case study in the implementation of the Mungo – Nkam (PDRBA-MN) basin rural development project.
- Examine ways of capitalising the transfer of experience gathered from the UNAPAC CIG to other organised groups in Cameroon.
- Set up an agency that promotes exports.
- Create a national market for organic products.
- Take active part in the elaboration of the national law on organic agriculture
- Identify Fair-trade initiatives in Cameroon
- Organise open door days on organic agriculture and fair-trade (activities that can be supported by the project on Agricultural Professionalization and institutional reinforcement)
- Build capacities of actors on specific standards applicable to organic products and fair-trade.
- Initiate lobbying activities and negotiations with the State for the promotion of Cameroon products in significant commercial events such as the Nüremberg BioFach Fair.
- Explore ways to duplicate GIC UNAPAC case study in other Organizations in Cameroon.
- Intensify quality control actions on organic products.

B. Main workshop results.

- National authorities were informed about the project activities in Cameroon.
- Economic operators were informed and sensitized

- A workshop follow-up committee was set up.
- Producers were informed about organic methods of production and fair-trade.
- Through media coverage, the general public was informed about organic agriculture and fair-trade concepts.

Recommendations

- The follow up committee should participate in the project on the national regulation on organic agriculture (see appendix 4 on committee functioning).
- A Cameroonian task force on fruits and vegetables has been set up thanks to PIP-COLEACP. Within the framework of its activities, it should integrate specific actions of the follow-up committee so as to valorise all the ongoing initiatives and avoid marginalisation of the organic agriculture sector.
- ASPABIC should be reinforced to act as a network of organic operators and act as a source of information and training on organic agriculture. It is therefore necessary for it to adhere to IFOAM. A place has been reserved for her in the follow-up committee.

What the follow-up committee expects from the government

The committee requests the support of the government (through MINADER), in terms of support in the setting-up of an umbrella organisation on organic agriculture

The terms of reference for the functioning of the follow up committee should help in boosting a sustainable dynamics, which is favourable for the emergence of a commercial, organic, certified and fair agricultural environment.

C. CONCLUSIONS

The workshop on Organic agriculture has been very rich in information. It made it possible to appreciate the need for information, training and support in organic certification and fair-trade in Cameroon.

The results of the workshop will enable us define a national organic agriculture development plan in accordance with Government policy and the expectations of economic operators. The newly set up follow-up committee is the first step; the most important thing is mobilisation of resources in order to implement the first activities identified during the workshop in the up-coming days.

IV. APPENDIXES

Appendix I: Workshop time table

Day 1: 3rd October 2007

Afternoon: Arrival of Foreign guests; transfer and installation in the hotel

Day 2: 4th October 2007

07:30AM – 08:30: Reception and participants' registration

08:30 – 09:30: Welcome speech by the Littoral Provincial Governor.

10:00 AM Official opening ceremonies by administrative authorities:
Mr Syxtus Nuza representing His Excellency the Minister of Agriculture and Rural development.

10:00 – 10:15: Presentation of the workshop objectives by Mrs Felicitas ATANGA, the Assistant FAO Representative / Programme Officer

10:30 – 12:00: 1st series of presentations.

- Promotion of production; certification and marketing of Organic products; by Mr. Jean Pierre IMELE, FAO National Consultant.
- Certification in organic agriculture, by Mr. Lazare YOMBI, Ecocert Inspector.
- Fair-trade certification, by Mr. Guy Jacques WAMBA, Ecocert & FLO-Cert Auditor.

12:00-14:00: 2nd series of presentations

- Presentation of results achieved by the UNAPAC CIG, by Mr. Jean Marie SOP; GIC UNAPAC Delegate.

14:00-15:00: Lunch

15:00-17:00: 3rd series of presentations.

- World market of Organic products and Fair-trade by Mrs Cora DANKERS, FAO
- Commercial promotion of organic certified products in Cameroon; preparation of the Cameroon participation at BIOFACH 2008 Fair Nüremberg; by Mr. Willem Albert TOOSE; AGROECO, GHANA

17:00-17:30: Creation of the follow up committee: by Mr. Jean Pierre IMELE, FAO Cameroon.

Day 3: 05th October 2007

07:00-09:00: Travelling to Nlohe

09:00-10:00: Field visit at Nlohe

10:00-11:30: Debates and conclusion of the workshop (at the farm)

11:30-12:30: Break (at the packaging centre).

12:30-13:30: Private discussions, evaluation sheets collection

14:00PM: End of the workshop and participants travelling back.

Appendix II: List of participants

Name	Occupation
ACHANCHO Valentine	Coordonnateur PARI
AKOM Martin Paul	Journalist
Alex	Journaliste Sky One Radio
ATANGA Felicitas	FAO Représentant Yaounde
ASSOUMOU née Mekoulou Hermyne	Sous-Directeur Conservation et Protection Biodiversité/MINEP
BIDJOCKA BIDJOCKA Pierre	MINIMIDT
BIRENG Marie Gisèle	Sous Directeur Promotion Economie Sociale – DESA, Ministère des Petites et Moyennes Entreprises, de l’Economie Sociale et de l’Artisanat
BOMIA Philomène	Président ASPABIC
BOUH ANONG Jean René	Chef de Projet Développement Rural Moungo-Nkam
Chindong Martha	Journalist Radio
Dimitri Amba	Journaliste Skyne 100-1FM
DJIOTIO Etienne	Membre GIC-UNAPAC Loum
E. Vincent	Sky one Radio
ELOM Armand	INAGROSA CMR
FANSI Christine David	Directrice TAM-TAM Soleil
FOKO Fernand	Journaliste
GUILPIN Bernard	
IMELE Jean Pierre	Consultant FAO – Douala
KEMAJOU Gabriel	DAADER MANJO – Point Focal
KOMGUEM Pierre s/c M. MBIADA Maurice	Vendeur des produits tropicaux biologiques
KWANANG Daniel	Délégué GIC Agriel
KWENDA Simplot	Maire Adjoint
Madame MAKON Régine	Ministère du Commerce
Madame Cora DANKERS	Siège FAO ROME

Name	Occupation
Madame KOLOKO Christine	Directrice PRECIS
Madame MPAKO	Délégation Provinciale des PMEESA
MBA Jean Pierre	Cadre BIO-CONSULT
MEUTCHIEYE Félix	Chargé suivi TENESPOIR Cameroun
MIMOGO Marc	Cameraman CRTV
MINOUE Valentin	LAFOTRA
MOHAMADOU AWAL	Cadre Chambre d'Agriculture de l'Elevage et des Forêts
MOUAFO Valentine	Consultant
MOUCHILI Pierre	Président Fondateur de l'Association de l'Agriculture Biologique
MOUSSI Joseph	Journaliste
NCHECHUMA BANLA	Journaliste CRTV
NDEUNGA Josué	Délégué GIC SIMUT B.P. 30227 Yaoundé
NDJOMGUEM Tuma Clément Pierre	Director Groupe Dassi Profitt (GDP) B.P. 51 Buéa
NDOKO James	Consultant
NGANSI Jean	Secteur privé
NGATCHA Jean	Fournisseurs intrants – ADER
NGOUMKOUÉ TIWA Guyrlain	Responsable conditionnement et exportation UNAPAC
NJIKAM Paul	Cadre UNAPAC
NKOUASSEU Florent	Expert PIP/ACP
NOLACK Emmanuel	Economiste ONZFI
NUZA Syxtus Thomas	Directeur de la Réglementation et du Contrôle de Qualité des Intrants et Produits Agricoles, MINADER
NYAM EBEN Jacques	Délégué Provincial ; PMEESA – Littoral
NYAME Théodore	Réseau Francophonie
NYUWEN Aloysin	Petits producteurs GIC UNAPAC
NZUEKOM	Petit producteur GIC UNAPAC
ONGUENE Forent	RHORTICAM
POKOSSY Eric	FIMEX International RD
POULIN FOAM DEFO	Journaliste CRTV

Name	Occupation
TOUKAM	
SACK Simon Pierre	GIC AGRICO
SOP Jean Marie	Délégué GIC UNAPAC
TCHATCHOUANG Jean Marie	Journaliste l'ANECDOTE
TCHATO TCHALON	Directeur Général
TCHATOU Jean Pierre	Délégué GIC-EXOTROPIQUES
TCHIENHON Jean Vincent	Journaliste – Modérateur de la réunion
TCHINDA Appolinaire	UNAPAC
TCHOKOUAHA Rodrigue	Journaliste Cauris FM International Afrique Média
TCHOUMTCHOUA Maurice	SDRSQVYDRCQ-MINADER-Yaoundé
TEDOM	Producteur GIC UNAPAC
TEKOU GANG	Producteur GIC UNAPAC
TETANG Jean Martin	Manager Export Agro SG ASPABIC
TOLLY Lolo	PNDRT – Yaoundé
TSUANGYON Paul	SG GIC UNAPA
VOUFFO Louis	CSBS intrant agricole
W.A. TOOSE	AGRO-ECO – Ghana
WAFO Gaston	Cultivateur du piment
WAKAM Guy Merlin	Producteur GIC UNAPAC
WAMBA Guy	Inspecteur Ecocert
YIMGA Emmanuel	Project Manager Horizons Nouveau
YOMBI Lazare	Inspecteur Ecocert
ZE ESSALE Elvis	CRTV
ZETANG Edouard	Ferme Agriculture Biologiq Souza

Appendix III: Proposal for modalities of follow-up and capitalization of the workshop on organic agriculture and fair-trade

This proposal was presented during the workshop. After the workshop proposals for the functioning of the committee have been prepared by the consultant M. Jean Pierre Imélé for submission to the committee. These new proposals are presented in Annex 4.

Committee composition:

The final composition is presented in Appendix 5 (page 58)

Foreseen steps for the functioning of the committee

Writing and approval of the committee's simplified statutes: The national consultant is in charge of writing the first draft that will be discussed in the forum. Statutes should then after been examined and adopted during the first committee meeting. Statutes should put forward its missions (mandates); composition; mandate duration; board members renewal modalities; nomination and President power (attributions); meetings frequencies and meeting place; members obligations; modalities of exclusion of members' who do not respect the roles,"; committees' board members designation modalities.

For its activities, it's important that the committee have a large range of autonomy in the decision making process. This implies that its annual budget should be determined in advance and independent from any contract and demand from outside.

Availability of an office and recruitment of a permanent secretary

This step should be materialized by the signature of a rental contract between the committee (board) and the State. The committee premises should be made up of a meeting room (20 to 25 places) and an office equipped with computer.

A list of the most important problems faced by Organic agriculture in Cameroon should be prepared by the committee members. Each committee member should add to its problem list 2 or 3 priority actions to be carried out by the committee for Organic agriculture promotion in Cameroon. Each member should endeavour to evaluate each action requested time, its costs and conditions for its implementation.

A committee meeting at the end of this period will allow confronting propositions and reformulating most priority actions to be developed by the committee.

Appendix IV: MONITORING COMMITTEE FUNCTIONING

Proposal of the functioning of the Follow-up Committee of the FAO Workshop held in Douala on the 4th and 5th October 2007 within the frame of the project: “Increasing incomes and food security of small farmers in West and Central Africa through exports of organic and fair-trade tropical products” These are the proposals elaborated by the consultant J. P. Imélé on the basis of the discussions held at the workshop. These proposals will be submitted to the follow-up committee.

I –ESTABLISHMENT OF A FOLLOW-UP COMMITTEE.

In view to achieve this objective (putting in place a functional follow up committee); a workshop that brings together more than 70 participants from different areas and fields; has given birth to a follow-up committee made up of resources from public (MINADER; MINPMEESA, MINIMIDT; MINEPN); from agricultural production areas (GIC UNAPAC; DASSI PROFIT CIG; ..) from production and exporting side (BIOTROPICAL SARL); advising structures (LEADER CONSEIL; QUALITEC) and organic certification (ECOCERT International); Estate structures (CHAGRI). The complete list of members is available in Appendix 1.

In fact, in view to promote organic agriculture and fair-trade in Cameroon; task for such committee is tremendous with respect to the evolution of questions to be treated by the State.

The present document tries to define working modalities of the committee’s initial plan of action for 24 months with an intermediary evaluation after the first 12 months. This evaluation could be done with the support of PARI or EU. Those concerned are the stakeholders of the project.

II. OBJECTIVES OF THE MONITORING COMMITTEE.

At the end of the workshop, participants retained 10 priority points which could permit the formulation of specific objectives to the committee which if achieved rapidly could give a big push to the committee. The accepted actions permit the formulation of the following objectives which could be assigned to the committee on their first sitting.

1. Accelerate the effective process for the formulation of a short term committee.
2. Develop actions for the promotion of AB and CE in Cameroon by exploring possibilities for exportation.
3. Develop lobbying actions with authorities concerned (Ministries, professional Organizations and international partners(FAO ,FIDA)

Reflection points retained by participants

- 1 In the setting up of the rural development project of the Moungo-Nkam agricultural basin, (PDRBA-mn), the UNAPAC experience should serve as a model.
2. An advertising agency for exportation should be created.
3. Create an organic market (national)

4. Participate in the drafting of law on organic agriculture.
5. Identify initiatives on fair-trade in Cameroon.
6. Organise conferences on organic agriculture and fair-trade (the activities could be supported by institutional strengthening and agricultural professionalization project)
7. Reinforce the capacities of actors on specific references applicable to organic produces and fair-trade.
8. Lobby and negotiate with the state (country) for the promotion of produces of Cameroon origin during big commercial events like BioFach.
9. Explore ways of transferring and capitalising on the experience of UNAPAC to other organised structures in Cameroon.
10. Intensify control of quality on biological produces.

III – ENVISAGED PLAN OF ACTION

SPECIFIC OBJECTIVE N°1: Accelerate the process of the formulation of effective functional short term structure of the committee.

Envisaged activities	Responsible	Calendar	Means/Budget	Comments
1.1 Organization of the first committee meeting <ul style="list-style-type: none"> • Board committee constitution • Validation of the chairman proposed plan of action. <i>Definition of working groups and choice of responsible persons.</i>	Provisory Chairman of the committee (Mr. J.P. Imélé)	M1	<i>800 000CFA (this amount could vary according to the number of participants).</i>	Members' transportation and feeding cost will be covered. <i>(See FAO representative in Cameroon)</i>
1.2 Recruitment of a committee animator <ul style="list-style-type: none"> • <i>Committee animation;</i> • <i>Administration liaison</i> • <i>Organization of discussion forum through Internet.</i> • <i>Calling-up of meetings</i> • <i>Committee meetings secretariat.</i> 	Committee board	M1	<i>100 000*24</i>	This post could be sponsored by FAO. The animator should be absolutely competent for Internet discussions. Search of self and outside sponsorship. Permanence Premises to be requested from MINADER.
1.3 Permanent committee meetings	Committee members	M1 – M2		A meeting per 2 months could be envisaged so as to minimize costs. Between two meetings, forum could run.

SPECIFIC OBJECTIVE N°2: Develop promotion actions of AB and CE by exploring exportation possibilities in Cameroon.

Envisaged activities	Responsible	Calendar	Means/Budget	Comments
2.1 Cameroon participation to the BIOFACH Fair at Nüremberg from February 21 to 24; 2008	African pavilion coordinator (JPI)	M2	Self financing by candidate companies.	The FAO Project will sponsor GIC UNAPAC participation and the presence of the Expert for a communication on BIOTROPICAL experience.
2.2 Organization of national Organic and Fair-trade days.	Follow up committee Board	M6	Go to project PARI and FAO	Involve all the networks (coffee, cocoa, fruits and vegetables; oleagenous; PFNL,). ToR to be written and submit to sponsors (PARI project; Agro-Eco, Interagri afric, ...)
2.3 National training workshop of actors on Organic certification and specific standards related to Organic agriculture and Fair-trade. Marketing of Organic products.	Follow up committee Board	M8	Start communication with Moungo-Nkam project.	ToR to be written and submit to sponsors (Moungo-Nkam project; PARI, ...) Involve ECOCERT in the preparation and animation of the workshop.
2.5 Development of other organic plantations to the advantage of other Organizations.	Follow up committee Board	M9	Same as above	<i>Search of sponsor</i>
2.6 Feasibility study for the creation of a national Organic market.	Follow up committee Board and Experts	M9		

SPECIFIC OBJECTIVE N°3: Develop Lobbying actions with the authorities concerned (Ministries; professional Organizations; and international partners -FAO; FIDA; UE)

Envisaged activities	Responsible	Calendar	Means/Budget	Comments
3.1 Participation in the Inter-ministerial committee in charge of elaboration of the National Organic agriculture regulation.	Provisory Chairman of the committee (Mr. J.P. Imélé)	Keep mind in	No comment	
ASPABIC redynamisation so as to enable it defending and long term management of Organic network actors' interest in Cameroon.	Members of the follow up committee	M1-M24		
3.2 Permanent missions with the ministries involve in Organic network.	Follow-up committee board	M1-M24		<ul style="list-style-type: none"> • <i>MINADER/DRCQ</i> • <i>MINIMIDT/DQN</i> • <i>MICOMMERCE/DCI/DCE</i> • <i>MINEPN</i> • <i>MINFOF</i> • <i>MINEPIA</i>
3.3 Formulation of a multi-sponsors project for the promotion of Organic and Fair-trade in Cameroon.	Follow-up committee board	Keep mind in	EU FAO WB ADB	<ul style="list-style-type: none"> • <i>This action can be held either by ASPABIC or RHORTICAM or COAN (Cameroon Organic Association Network in creation).</i>

Appendix V: List of the follow up committee members

(Discussing forum through Internet created on the 1st of December 2007)

Name	Organization Structure
ACHANCHO Valentine	MINADER/PARI
BIRENG Marie Gisèle	MINPMEESA
BOMIA Philomène	Aspabic/QCS
IMELE Jean Pierre	BIOTROPICAL SARL
KOMGUEM Pierre	GIC PROMO
MBA Jean Pierre	BIO Consult
MEUTCHIEYE Félix	Terrespoir Cameroun
MINOU NKOMANE Valentin	GIC LAFOTRA
Mme KOLOKO Christine	PRECIS
Mme MAKON Régine	MINCOMMERCE/DCE
Mme MPAKO Lydienne	MINPMEESA/DPL
MOHAMADOU Awal	Chambre d'agriculture
MOUCHILI Pierre	ONG AGRIBIEL
MOUKOURI NJOH Pierre	AGROCOM
NJOMGUEN TUMA Clément	Groupe DASSI PROFITT
ONGUENE Florent	RHORTICAM
Phanuel NYAME	Réseau Francophonie
SACK Simon Pierre	AGRICO
SOP Jean Marie	GIC UNAPAC
TAYONG Babila Patrick	ONCC
TCHATO Jules	QUALITEC
TOLLY LOLO	PNDRT Yaoundé
WAMBA Guy	FLO-Cert & Ecocert International
WOUNFACK David	LEADER Conseil
YOMBI Lazare	ECOCERT Int

Annexe VI : GLOSSARY

BASIC CONCEPTS OF ORGANIC FARMING

(Extract from the book published by the CTA - FAO and UNCTAD / WTO)

The global markets for organic fruit and vegetables "opportunity for developing countries in the production and export of horticultural products organic" on page 21 and 22

Organic Agriculture: It is characterized by the refusal to use chemicals not specifically listed in the specifications and / or other inputs from genetically modified organisms. It seeks to promote the use of sustainable traditional practices such as fallow. The fertilization makes use of substances of organic origin (meat or vegetable) and a few minerals.

Accreditation. Procedure by which an authoritative body evaluates and formally recognizes that a certification program conforms to the standards that apply.

Certificate. A document that indicates that sufficient assurances were given that a product, process or service conforms to a specific standard.

Certification. Procedure by which a third party gives a written assurance that a product, process or service conforms to certain standards. The foodstuffs from certified organic farming are foodstuffs for which it was verified that they were obtained conform to specific standards for organic production and processing.

Certifying body. Body carry out certification. Sometimes known as certifier or certification agency.

Certification label. Label or symbol indicating that compliance with standards has been verified.

Certification programme. A system of rules, procedures and management to carry out certification.

A certification body may apply several different certification programmes. Sometimes known as the certification system.

Competent Authority. The government agency officially authorised.

Audit, auditing body. Terms commonly used by professionals when they speak about inspection and inspection body.

Inspection. Visit on the spot to verify that the operation is carried out according to specific standards of a certification program.

Inspection body. Body performing the inspection under a certification programme. When a certification body conducts its own inspections, the inspection body is identical to the certification body. Sometimes known as the inspection agency.

Inspector or auditor. Person designated to inspect or audit under a certification

program.

Licence. Document issued under the rules of a certification program, whereby a certification body grants a person or body the right to use certificates or certification labels for its products, processes or services in accordance with the rules of the relevant certification programme.

License holder. Operator who holds a licence to use a certification label.

Operator. Anyone who conducts activities covered by a certification scheme, such as farmers, processors, handlers.

Standards. Documented agreements containing technical specifications or other precise criteria to be used consistently as rules, guidelines or definitions, to ensure that materials, products, processes and services are fit for their purpose. Standards include concerning organic food are standards for production and / or processing that describe, prescribe, authorize or prohibit certain procedures or equipment, as well as standards for certification and labelling.

Subcontractor. Anyone who conducts activities covered by a certification scheme, such as farmers, processors, handlers, on behalf of an operator

EN 45010 . * European Standard regarding accreditation developed by CEN and CENELEC.

EN 45011 . * European standard on certification developed by CEN and CENELEC.

ISO / IEC Guide 61. * International Accreditation Guide developed by the International Organization for Standardization (ISO) and CEL.

ISO / IEC Guide 65. * International Certification Guide developed by ISO and CEL.

* The EN 45000 series of standards and Guides ISO / IEC contain corresponding general criteria for laboratory testing and calibration, certification bodies carrying out certification of products, systems and personal quality, inspection bodies and accreditation bodies, in order to ensure confidence and reliability of the activities of these organizations. The EN 45000 standards are also known as "harmonized standards".

Conversion period is the period to be observed by the operator changing from conventional to organic agriculture before the products may be labelled as organic. This period is variable according to cultural precedent and the production environment. It may be 2 years, 3 years, one year or zero. The certifying body decides that period depending on the history of the plot. During the period, the product may be marketed with the description "Product under conversion 1st year - the 2nd year, and so on."

Fair Trade: Commercial practise with the objective to assure respect for human rights, to provide sufficient income to each worker that allows him to take charge of their basic needs and preserve its national environment, social, cultural and economic. By purchasing products that are a little more expensive European

consumers are helping to improve the social and economic conditions in the region of production.

Organic waste: they are all plant waste often likely to decompose organic matter quickly more or less rich in nutrients. Organic farming uses that manure to enrich its soil, (avoid urban organic wastes which may contain several pollutants - batteries - various metals-chemicals-etc.)

Biomass: another term to describe the pile of compost or manure composed of organic materials in the process of degradation to give humus. To have a good C / N ratio one must add animal waste (dung) to plant materials.

Nitrates: degradation of the nitrogen that accumulate nitrates in vegetables and can cause cancer.

Mulching: mulching consisting mainly of vegetation cover, living and / or decomposing plants (legume-grass-citronnelle - mustard etc...).

Appendix VII: IFOAM

The World Federation of Organic Agriculture Movements was created in 1972. IFOAM is the umbrella organisation of organic agriculture associations. Certifying organisations, producers, importers, distributors and transformers are eligible to join the organisation .

- IFOAM has established basic rules for organic farming and processing of organic foods. These standards are the benchmarks used by different certification programs. The basic rules are regularly updated by the IFOAM committee on Standards and approved by the General Assembly of IFOAM.
- IFOAM has consultative status with the European Union and the Codex Alimentarius Commission.
- IFOAM also has a statutory liaison with FAO, it is recognized by the international organization standards "ISO"

Its address is: IFOAM
c / o IFOAM Head Office
Charles-de-Gaulle-Str. 5
53113 Bonn, Germany
IFOAM focal point for Africa: M. HERVÉ BOUAGNIMBECK

The principles of organic agriculture developed by IFOAM can be viewed on the website of IFOAM: www.ifoam.org

Appendix VIII: Production Techniques

The workshop aroused many questions on production techniques in organic agriculture. The theme was introduced in paragraph 1.D.1 of the present report. This annexe gives more specific information.

Soil fertility:

Through the use of organic inputs, organic agriculture aims at improving soil humus and the physical condition of the soil, thereby improving on plant nutrition. Green manure plays an important role on the soil physical condition (soil parasites, fight against erosion and reduction of soil capping).

Weeding in organic agriculture:

Weeding in organic agriculture poses a problem because the manpower available for manual weeding is scarce and vegetative growth rather fast. To solve this problem, we propose various solutions:

- Plastic mulching (provided the plastic is removed at the end of cropping season and recycled)
- Mulching
- Green fertilizer
- Intercropping - (in association with crops such as paw – paw, ginger, etc....)

The mulching helps conserve soil moisture. It holds and gradually releases nutrients.

Hereinafter report NPK content in different plants that could be used to make mulching in Cameroon on a pineapple field with a good NPK ratio in dry weight.

Herbs	N(1.29)	P(0.09)	K(1.65)
Specialised cassia	2.94	0.19	1.30
Decomposed cow dung	1.74	1.68	0.92
Decomposed goat dung	2.47	1.60	0.93
Cocoa pods	1.55	0.10	4.30

The abundant water hyacinth in the wouri is the cause of the drop in oxygen in water and the disappearance of fish. It can be used to make mulch on organic pineapple, if the cost of transportation remains competitive as compared to other sources of mulch.

Phytosanitary treatment in organic agriculture:

Apart from pineapple, there are other certified organic agricultural produce in Cameroon (bananas, mangoes, lawyer, papaya, etc.).

The phytosanitary protection of these crops can not be fully described in this report. However, to demystify any apprehensive attitudes of new operators with regards to this mode of production, the main principles of plant protection in organic farming are presented here.

It is clear from the various papers presented in the workshop that organic agriculture is a sophisticated mode of production characterised by numerous constraints. The general principle is based on the observation of biological phenomena which govern life in the farm and in the agricultural exploitation. This is a comprehensive approach to plant protection in order to avoid the use of authorised products.

- 1) Observation of the production environment. This makes it possible to predict and determine treatment levels with authorised chemicals. Here, it is not necessary to treat when the attack is not important. Useful insects may set in and alter the trend of evolution of the disease
- 2) Respect of hygiene. Cleaning and destruction of infested crop residue. Use healthy planting material
- 3) Cultivation techniques. Promote plant and animal diversity, low cropping density and crop association. Use green manure, mulching and equilibrated organic fertilisers which are favourable for soil life. These cultivation practices are favourable for the growth of useful insects and the maintenance of an equilibrium with depredators all of which have a significant economic impact.

If in spite the use of all the above mentioned techniques, the degree of infestation is still high, the farmer can then use chemicals that are authorised in organic agriculture.

When it is really impossible to fit the specifications, we must be honest enough to inform the certifying body and IFOAM in order for them to help improve the specifications by making constructive and positive proposals.

The specifications are a compilation of technical, economic and social data from all organised actors of the organic agriculture sector). By grouping all producers, ASPABIC could be an exchange body or a knowledge centre on information on parasites and adapted treatment contributing to enrich the specifications.

Cameroonian companies distributing inputs recommended by the specifications:

1) BRIGHT HOPE ENTERPRISE

BO BOX 996 LIMBE

Marketing organic fertilizer certified by KRAV (certificate valid until January 01, 2009 and authorized for sale in Cameroon until 2011. These fertilizers are produced by Biotech Industry AB, SURTE - SWEDEN

. The offer could be extended to the insecticides and fungicides which are certified and authorized for organic agriculture

2) ADER is a company of the the group SSI – industrial zone of Bonabéri

BP 2368 Douala Cameroon. Agency Yaoundé.

Distributes potassium sulphate, which is used in the production of pineapple. It also distributes:

Copper () which is used as a fungicide→

potassium salt, fatty acids→ (soft soap) used as an insecticide

paraffin oil (insecticide - acaricide)→

Mineral oil (insecticide-fungicide)→

Suffers (fungicide - acaricide→ repellent)

In Cameroon we do not have chemical mediators - sexual confusion- sexual trapping , aggregation phenomenon- various attractive substances, entomophagous insects- bacterial preparation – viral preparation .
(See page 471 to 506 Index Phyto Acta edition 2006)

The current specifications will be modified as from 01/01/2009

Useful Addresses for Plant Protection in France - Swiss - Belgium

NAME	ADDRESS
MAGELLAN	ZA les landes 24290 la chapelle - Aubareil.
BIOBEST	Isle Velven 18 B - 2260 Westerloo + 01 Belgium
BIOSYSTEMES France	BP 227, ERAGNY, GERGY - 95614 GERGRY - PONTOISE CEDEX
KOPPERT France	LOT DU PUIITS DES GAVOHES 147 AV; DES BANQUETS 84300 CAVAILLON
THE DONAAG	POSTFACH 262, CH 6030 EBIKOW produits ledax / SWITZERLAND

PREPARATIONS LIKELY TO BE USED IN CAMEROON

NAME	EXPECTED EFFECT	PREPARATION	CONCENTRATION
Garlic (<i>Alium sativum</i>) infusion, extract	treatment against aphids, mites and fungal diseases	Bulbs chopped 75gr/10 litres of water	Undiluted: on plants and in the soil
Garlic (<i>Alium sativum</i>)	Treatment against bacterial disease and insecticide	150 grams of finely chopped garlic+ 2 teaspoons paraffin let soften 24 hours dissolve 100 grams of soap in 10 litres of water mix and filter	Undiluted on plants and roads
Potassium permanganate	Disinfectant which inhibits fungi	3gr/10 litres of water	10 No diluted - on roots and seeds
Black soap	Treatment against aphids	Dissolve 150-300gr of black soap in 10l of water	Undiluted
	Treatment against caterpillars and mites	- Mix 40gm of black soap with 1/8 L of kerosene in hot water (milky colour) - add 25l of cold water - mix well	Undiluted before fruit formation

Appendix IX: General Bibliography

To accomplish this work, we drew from our own experience of players in the sector of organic agriculture for several years, but we have had work done and published in books that we invite you to consult for more information.

- Memento of Organic Agriculture (EDITIONS AGRIDECISIONS)→ Gabriel GUET 8 quoted paradise 754093 Paris Cedex 10. ISBN: 2-912199-04-2
- Building trust in organics (IFOAM document) compiled by GUNNAR RUNDGREN with the support of "AIDS" (Swedish International Development Cooperation Agency. ISBN: 91558
- Index Phytosanitaire ACTA 2006 (association de coordination technique agricole) 149, rue de Bercy 75595 Paris Cedex 12 <http://www.acta.asso.fr> ISBN 2-85794-228-1
- Alternatives agricoles et auto-suffisance alimentaire: "Communications de la septième conférence scientifique Internationale de l'IFOAM (2-5 January 1989, Ouagadougou) EKOPAN ISBN 3-927080-12-8
- l'Agriculture naturelle (théorie et pratique pour une philosophie verte) GUY TREDANIEL éditions de la Maisnie 76, rue Claude-Bernard 75005 Paris. ISBN 2-85-707-311-9
- La fécondité du sol pour une conception biologique de l'agriculture (Dr H.P. RUSCH) Le COURIER du livre 21, rue de Seine, Paris (6è)
- Recherche, Vulgarisation et développement rural en Afrique noire (Focal Coop) ISBN - 2-11-084864-2
- Réglementation – normes et certification pour l'exportation des produits agricoles (CTA - FAO) - 2006 ouvrage collectif - Sîche L. Coulibaly - Pascal Liv.

Some websites provide information on national and international regulations on organic products:

- FAO:→ WWW.fao.org/organicag/default-e.htm
- IFOAM: WWW.ifoam.org→
- FIBL:→ WWW.fibl.org/french/index.php
(Institute for Research on Organic Agriculture)
- Centre de recherche biologique au Royaume Uni: www.organic-research.com
(EN)
- Services de commerce de produits biologiques: www.organiccts.com