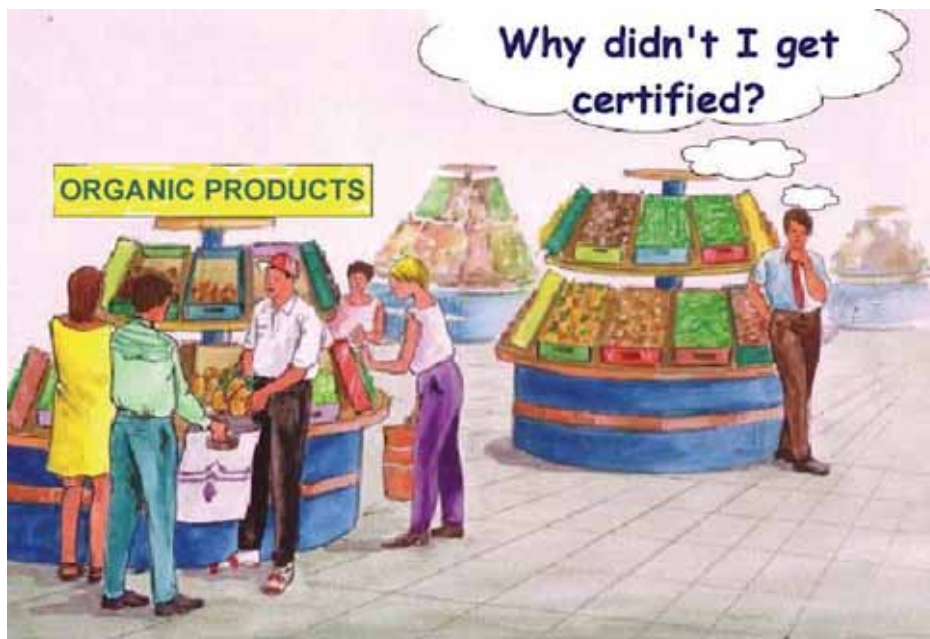


PART 2

VOLUNTARY CERTIFICATION

The first part of this manual described important technical norms and import regulations of the United States, the European Union and Japan. They are compulsory for exporters or producers who want to sell their products into these markets.

The second part of the manual deals with voluntary private certification. The objective of this part is to provide producers and exporters with general information on some of the major voluntary private agricultural certification programmes, available in Western Africa, including contacts where more information can be found.



1. QUESTIONS ABOUT CERTIFICATION

What is voluntary certification?

A certificate is a written guarantee by an independent certification agency that the production process or the product complies with certain standards established by different private organizations or countries.



These standards can focus on environmental issues (such as soil conservation, water protection, pesticide use, or waste management), or social issues (such as producer income, worker rights, occupational health and safety) or on other aspects of production like food safety.

Why do these programmes exist?

Certification brings opportunities to producers such as market access, protection of local resources, improvement of workers' health and living conditions of rural communities. It may also ensure consumer health.

Consumers are increasingly aware of the social and environmental problems associated with the production and trade of the food they consume.



In response to these concerns, different types of certification programmes have been developed by private organizations or governments in order to solve these problems.

Why certify?

Certification is used to demonstrate that a product has been produced in a certain way or has certain characteristics. It can help differentiate the product from other products, which can be helpful to promote the product in the market. Certification can also help improve market access, and in some cases, result in higher producer prices. Certification is mainly used when the producer and the consumer are not in direct contact, in the international market where for instance the consumer cannot easily verify that the product was produced in the manner described by the producer.



Producers can choose among many different types of certification. Decisions to obtain certification as well as the type of certification chosen are important decisions that influence farm management, investments and marketing strategies. However, since every certification programme has different objectives, requirements differ.

Cost?

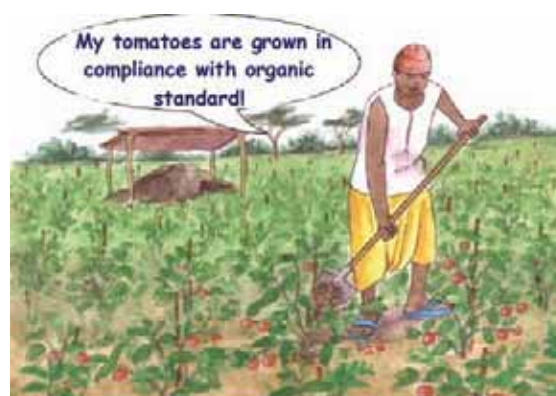
The cost of meeting a standard and getting certified depends on the kind of changes the producer will have to make on his/her farm and on the type of certification program chosen. In general, the cost of certification depends on the time spent doing the farm inspection (farm audit) and on the travel expenses of the inspector (s).



2. ENVIRONMENTAL CERTIFICATIONS

ORGANIC AGRICULTURE

Organic agriculture is based on the rejection of synthetic chemicals or genetically modified inputs. It promotes sustainable traditional farming practices that maintain soil fertility such as fallow. In organic farming, soil fertilisation requires organic substance (animal or vegetable origin) and small quantities of minerals.



In West Africa, organic farming is expanding notably for crops such as cotton, bananas, mangoes, pineapples, shea butter, papayas, cashew nuts and avocados.

Main requirements?

There are specific requirements for most organically certified crops as well as livestock, fish farming, bee keeping, forestry and the harvesting of wild products. Organic standards require that there is a conversion period (or time that a farm has to use organic production methods before it can be certified, usually 2-3 years).

Some organic farming criteria

Crop production requirements apply to:	Animal production requirements apply to:
<ul style="list-style-type: none"> • selection of seeds and plant materials • maintenance of soil fertility and the recycling of organic materials • prohibition of genetically modified inputs • diversity of crops on farm • processing, packaging and traceability of products • use of organic fertilizers and compounds for the control of pests, diseases and weeds 	<ul style="list-style-type: none"> • animal health • feeding and breeding • transport and slaughter procedures

How to get certified?

Standards for organic farming have mainly been developed by private certification bodies but a number of countries also have national organic standards and regulations. In West African countries there are no national regulations. However, there are private initiatives (Agrinat, Agrecol-Afrique) that promote organic farming. The European Union, the United States and Japan all have national regulations on the labelling of organic products and if producers want to export their products to these countries, they must meet these regulations.

The choice of a certification agency is very important. The certification agency chosen by the producer must be officially recognized in the country where the product is to be sold. National certification agencies are often less expensive than international agencies but they may not be as well known in some foreign markets.

The conversion period of 2-3 years is often costly for the producer because the produce must be sold at conventional prices even though organic methods are used which may result in higher production costs and lower yields, at least initially.

To reduce costs, a group of producers can join together and create their own internal control system in order to improve production and fulfil organic standard requirements. To do this, it is important that the producers trust and work well together, as they will largely depend on each other.

Opportunities and constraints?

Organic agriculture may represent an interesting opportunity for many producers in West Africa especially for those who presently do not use a lot of agrochemical products. Once the farm is certified, selling organic products might improve the quality of life and income of producers. Producers shift to organic agriculture for a variety of reasons. Some feel that the use of agrochemicals is bad for their health and the environment, while other producers are attracted by the generally higher prices and the rapidly growing market for many organic products in recent years. Converting to organic agriculture may be easier or more profitable for producers depending on whether:



- They use organic fertilizers and other permitted inputs or whether they use agrochemical products intensively.
- They own the land.
- They have access to labour (as organic production often demands more labour).

In West Africa, organic products are usually sold in farmers' markets. The local demand for these products is low but it is growing. Europe, especially France and Switzerland, remains the main market for organic products from West Africa. Organic agriculture is mostly practised by small producers but the price premium and the importance of the European market may encourage large producers to use this type of practice. Competition coming mostly from countries from Latin America and the risk that the organic market becomes oversupplied may both decrease the price premium. However, this decrease might lead more and more consumers to prefer organic products to conventional products.



More information on Organic Agriculture

International sites

- FAO: <http://www.fao.org/organicag/default.htm>
- GTZ; Tel.: (49) 6196 79 1466 ; Email: Marion.Buley@gtz.de
- International Federation of Organic Agriculture Movements - IFOAM;
Tel.: (49) 228 926 0-10; Web: www.ifoam.org

NGOs in West Africa

Benin



- Organisation béninoise pour la promotion de l'agriculture biologique (OBEPAB); web: www.obepab.bj (FR);
Email: obepab@intnet.bj
- Réseau de développement d'Agriculture Durable (REDAD);
Tel.: (229) 362491; Email: rtokannou@yahoo.fr

Burkina Faso



- Agri Bio Conseil; address: BP 2545. Bobo Dioulasso, Burkina Faso
- Association pour la recherche et la formation en agro écologie (ARFA); Tel.: (226) 770670 or 770275; Email: arfa@fasonet.bf
- Centre écologique Albert Schweitzer du Burkina Faso (CAES); Tel.: (226) 50343008; web: <http://www.ceas-ong.net/burkina1.html> (FR)

Ghana



- Ghana Organic Agriculture Network (GOAN); Tel.: (233) 5120954; Email: goan@wwwplus.com
- I deal Providence Farms; Email: ginakoomson@yahoo.co.uk
- Kumasi Institute of Tropical Agriculture (KITA); Tel.: (233) 2081 7 64; Web: www.kita-ghana.org; Email: director@kita-ghana.org

Mali



- Groupe de recherches et d'applications techniques (GRAT) Groupe Tel.: (223) 2224341
- Helvetas Mali, Tel.: (223)2217998/2210964/2210965, Web: www.helvetas-mali.org/index.html (FR), Email: helvetas@afribone.net.ml

Senegal



- AGRECOL; Tel.: (221) 9514206; web: www.agrecol-afrique.sn (FR); Email: agrecol@sentoo.sn
- Agriculteurs Naturalistes (AGRINAT), Tel.: (221) 9514202; Email: agrinat@enda.sn
- Association Sénégalaise pour la promotion de l'agriculture biologique (ASPAB); Tel. : (221) 9512026
- Protection naturelle des cultures-environnement développement (PRONAT); Tel.: (221) 8225565; web: [www.enda.sn/pronat/\(FR\)](http://www.enda.sn/pronat/(FR)); Email: pronat@enda.sn;

Togo



- ANCE/Togo; Tel.: (228) 9080742 ou 9483549; web: www.ancetogo.globalink.org(FR); Email: ebeg@globalink.org
- Association pour la protection de l'environnement et le bien-être social (APEBES); Tel.: (228) 4410280
- Centre de recherche action pour l'environnement et le développement intégré (CREDI); Tel.: (228) 2253760
- CREDA (Consultation-recherche-éducation en environnement pour un développement durable en Afrique); Tel: (228) 2221732

Organic certifiers in West Africa

- ECOCERT Ouaga; Tel.: (33) 50360993/70244114; Web: www.ecocert.com; Burkina Faso
 - Bio Inspecta; Tel.: (41) 628656300; Web: www.bio-inspecta.ch/fr/home.html;
 Email: admin@bio-inspecta.ch; Switzerland
 - Naturland; Tel.: (49) 898980820;
 Web: www.naturland.de/englisch/frame_defs/framedef.html ;
 Email: Naturland@naturland.de; Germany
 - Soil Association, Tel.: (44) 1173145000,
 web: <http://www.soilassociation.org/web/sa/saweb.nsf/home/index.html>;
 Email: info@soilassociation.org; United Kingdom

Marketing

- COLEACP; Tel.: (33) 1 41800210; www.coleacp.org; coleacp@coleacp.org
 - Organic Trade Services; Tel.: (44) 7974103109; Web: www.organicts.com;
 Email: info@organicTS.com; United Kingdom
 - USDA FAS; Web: www.fas.usda.gov/agx/organics/index.htm,
 Email: angela.thomas@fsa.usda.gov; United States

Research Centres

- FIBL; Tel: (41) 628657272; Email: info.suisse@fibl.org ;
 Web: www.fibl.org/english/index.php , Switzerland
 - Organic Research; Web: www.organic-research.com, United Kingdom
 - National Sustainable Agriculture Information Service ; Web : www.attra.org,
 United States

For those who would like to know more about **organically certified producers or processors**, further information can be found at:
<http://www.coleacp.org/> under the PIP (Pesticide Initiative Programme) section.

ISO 14001 CERTIFICATION

ISO 14001 is designed to help the implementation of environmental management systems for organizations in both the private and public sectors. It was created by the International Organization for Standardization (ISO) which is an international network of national standard institutes working along with governments, industry and consumer representatives. While there are a number of other ISO standards that can be used as environmental management tools, only ISO 14001 can be used for certification. The group of ISO standards, which contains various international harmonized voluntary standards, is widely applied across all industrial sectors.

Main requirements?

The ISO 14001 standard requires that the enterprise develops an environmental management system that includes: environmental objectives and goals, policies and procedures for reaching these goals, definition of responsibilities, staff training activities, documentation and a system to review any changes made. The ISO 14001 standard describes the management process that the company must follow and requires that the company respect the national environmental regulations. However, it does not set specific performance levels or require that particular performance targets be met.

How to get certified?

The ISO 14001 certification is granted by either governmental or private certification agencies under their own responsibility. In some parts of the world, national authorities accredit certification agencies to do the ISO certification. In most cases, the producer must pay a consultant to help with the preparation process and to make the environmental management plan.

Opportunities and constraints?

The ISO 14001 is well known in the industrial sector. The certification aims to reduce the impact on the environment with a management system that can also create internal benefits by improving environmental performance (for example by reducing the use of raw materials and energy or by improving waste management). A main limitation of ISO 14001 is that there are no performance requirements. This means that an enterprise with very high environmental targets and one with low targets may both be certified. Therefore, the effect largely depends on the commitment of the individual company. Also the ISO logo cannot be used on products. However it is possible either to use your organization's own logo and adapt it by including that your company is certified ISO 14001, to develop a new logo that embeds information about your ISO 14001 certification or to use your certification body's logo.

The products from an ISO14001 certified farm cannot be ISO labelled and there is no price premium. Since a growing number of companies are becoming ISO certified, the standard may no longer be a determining factor for market advantage but could lead to other internal benefits within the company

More information on ISO 14001

International

International Organization for Standardization : www.iso.org

In West Africa

Benin



- Centre béninois de normalisation et de gestion de la qualité (CEBENOR); Tel.: (229) 309359; Email: cebenor@intnet.bj
- SGS ; Tel. : (229) 21300709; www.sgs.com

Burkina Faso



- Direction de la normalisation et de la promotion de la qualité (FASONORM), Tel.: (226) 50311300; fasonorm@onac.bf
- SGS; Tel.: (226) 50315042/43 ou (226) 20971471
Email: sgs.burkina.faso.lo@sgs.com; www.sgs.com

Côte d'Ivoire



- Côte d'Ivoire Normalisation (CODI NORM);
Tel.: (225) 20215512; Email: codinorm@africaonline.co.ci
- SGS, Tel.: (225) 21752200; www.sgs.com

Ghana



- Ghana Standards Board (GSB);
Tel.: (233) 21501495; Email: gbsnep@ghanastandards.org
- SGS; Tel.: (233) 21764708/709/773997/773994,
web: www.gh.sgs.com; Email: sgs.ghana@sgs.com

Guinea



- Institut National de la normalisation et de la métrologie (INM)
Tel.: (224) 412816; Email: inm@soTelgui.net.gn
- SGS; Tel.: (224) 454790/454791; conakrySA.GN@sgs.com

Mali



- Direction nationale des industries (MLI DNI)
Tel.: (223) 2220663; Email: dni@afribone.net.ml

Niger



- Direction de la normalisation de la qualité et de la métrologie (DNQM); Tel.: (227) 736950; Email: dnqm2002@yahoo.fr

Nigeria



- Standards Organisation of Nigeria (SON); Tel.: (234) 1 2708247;
info@sononline-ng.org; web: www.sononline-ng.org
- SGS; Tel.: (234) 1 2625347 - 50, 2620735-37;
web: www.ng.sgs.com; Email: sgs.nigeria@sgs.com

Senegal



- Association sénégalaise de normalisation
Tel: (221) 8276401; Email : asnor@sentoo.sn
- SGS; Email: sgs.senegal@sgs.com

Togo



- Conseil supérieur de normalisation (CSN)
Tel.: (228) 2200750; Email: togonormes@yahoo.fr

UTZ KAPEH

Utz Kapeh is a certification programme that enables coffee producers to grow coffee in a sustainable way. This program was founded in 1997 by Guatemalan coffee producers and the Dutch coffee roaster, Ahold Coffee Company.

The code of conduct is benchmarked against the EurepGap code. Criteria from ILO (International Labour Organization) conventions have also been added.

Main requirements?

The main objectives of Utz Kapeh are to enable consumers and buyers to answer two questions, namely: Where does the coffee come from? and How was it produced?

To reach these goals, a web-based traceability system has been created and producers must meet the Chain of Custody requirements such as separating Utz Kapeh certified coffee from non-Utz Kapeh coffee and keeping records of direct suppliers and buyers. A code of conduct has also been developed and comprises Good Agricultural & Business Practices, environmental and social criteria some of which are summarized in the following table.

Some criteria of Utz Kapeh Certification

Good Agricultural and Business Practices' Criteria	Environmental Criteria	Social Criteria
<ul style="list-style-type: none"> ▪ workers trained properly ▪ implementation of accident and emergency procedures ▪ implementation of hygiene rules and practices ▪ traceability system ▪ annual internal inspections 	<ul style="list-style-type: none"> ▪ reduce and prevent soil erosion ▪ comply with maximum residue limits ▪ minimize water and environmental pollution ▪ optimize use of sustainable energy sources ▪ protect water sources ▪ avoid deforestation of primary forests 	<ul style="list-style-type: none"> ▪ workers are protected by national laws and ILO conventions regarding age, working hours, pensions, working conditions, collective bargaining and safety ▪ workers receive protective clothing for the use of chemicals ▪ access to health care for the workers and their families ▪ access to education for children

How to get certified?

Utz Kapeh certification can be applied by any coffee producer or group of coffee producers. Interested farmers have to go through a self-assessment process to compare their current situation to the Utz Kapeh Code of Conduct. Once they are ready to get certified, they must be inspected by the certification bodies approved by Utz Kapeh in order to see how they comply with Utz Kapeh requirements. If they successfully pass the inspection they will be able to get the Utz Kapeh certificate. The certified producers or groups of producers must be inspected on an annual basis.

Opportunities and constraints?

Utz Kapeh certification enables coffee farmers to produce a value added coffee as products are differentiated and bear the Utz Kapeh logo. They can therefore benefit from a price premium. Another advantage is that they don't have to pay any fees as the Utz Kapeh administration fee is covered by buyers. The main constraint is that Utz Kapeh certification requires the necessary administration and financial capacity to be able to comply with criteria such as traceability. Another constraint is that there is only one product that can be certified namely coffee. However, Utz Kapeh is working on the possibility to include more products.

More information on Utz Kapeh certification

www.utzkapeh.org/index.php?pageID=101&switchlanguage=EN

Utz Kapeh certifiers in Africa

Ethiopia



- BCS Öko-Garantie GmbH, www.bcs-oeko.de
Tel.: (251) 1 762649,
Email: ethio-bcs@ethionet.et

Kenya



- Africert www.africert.co.ke, Tel.: (254) 20 828857,
Email: rnyagah@siwftkenya.com
- SGS, Tel.: (254) 20 2733690/2733699,
Email: kioko_ndolo@sgs.com

Tanzania



- IMO (Institute for Market Ecology) www.imo.ch
Tel.: (255) 748618490 (Mobile),
Email: imo-tanzania@maneno.net

Uganda



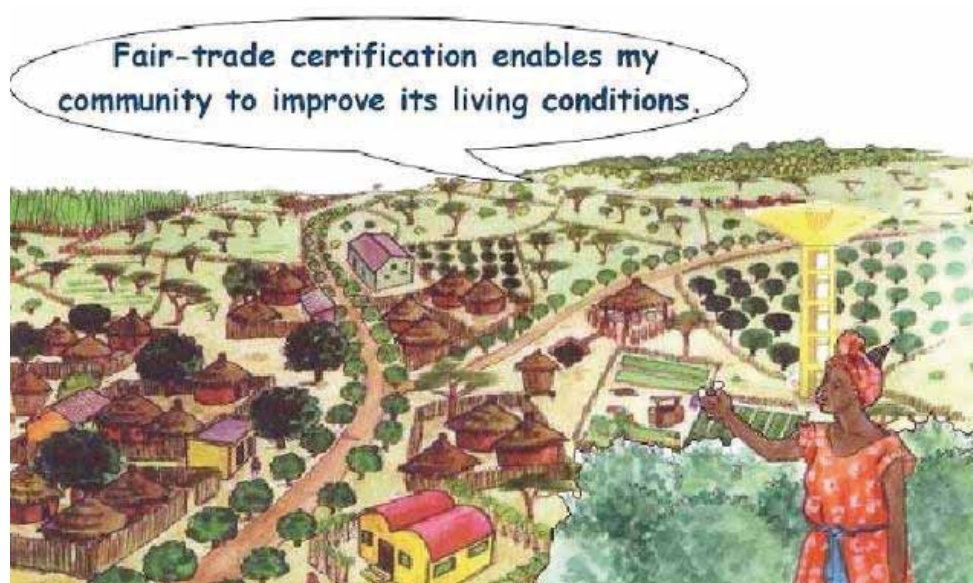
- IMO (Institute for Market Ecology) www.imo.ch
Tel: (256-0) 41 285513/77413270,
Email: m.audibert@bushnet.net

For those who would like to contact Utz Kapeh certified producers:
<http://www.utzkapeh.org/index.php?pageID=141&switchlanguage=EN>

3. SOCIAL CERTIFICATIONS

FAIR-TRADE

Fair-trade is based on the fair remuneration of producers. Buyers that commit to fair-trade must pay a minimum price to producers as well as a premium called fair-trade premium. This premium should enable producers to support themselves and to invest in community development. In return, producers that commit to fair-trade must comply with labour rights, environmental and social requirements. Standard setting and certification are under the control of the Fairtrade Labelling Organizations International (FLO). This organization is the worldwide umbrella organization of 20 national non-governmental organizations in Europe, America, Asia and Oceania.



In West Africa, fair-trade certified products are mostly cocoa, mango and other tropical fruits.

Main requirements?

To obtain certification, producer associations must function in a democratic manner. There are also rules on how the fair-trade premium has to be spent and requirements for the protection of the environment.

For plantations, there are a number of requirements related to labour rights: workers' treatment, freedom of association and collective bargaining, workers' housing and sanitation; workers' health and safety; and no child or forced labour. In addition, the producer must comply with the environmental and social laws in the producing country and demonstrate continual improvement in annual inspections (audits).

How to get certified?

Fair-trade certification can be applied for by a group of producers in a cooperative, a farmer association or by large farms with an organized labour force. Local auditors inspect the farm and the certification agency Flo-Cert Ltd decides whether or not to certify the producer association. Once certified, there is a regular inspection once a year to check that the producers are meeting the fair-trade requirements and to examine how the producers used the fair-trade premium. Traders who use the FLO certification mark on their packages currently pay a license fee. Producers have to pay fees which are based on the costs of the inspection.



Opportunities and constraints?

A producer association or a plantation can benefit from fair-trade certification since certified products normally receive higher and more stable prices. The price paid to producers is determined by production costs. It takes into consideration any additional costs that might arise from meeting the fair-trade requirements, such as providing living wages for workers. In general, the fair-trade premium is meant to provide some resources to the community to improve the living conditions of its members.



A key constraint in the fair-trade system is that a group of producers can only get certified if FLO finds that there is a market for their fair-trade labelled products. In order to enter the fair-trade system, a necessary first step is to ask FLO and fair-trade importers for information regarding market opportunities for their products. Another constraint is that when a producer association or a plantation has been certified there is no guarantee that the whole production will be sold and marketed as "fair-trade".

More information on fair-trade

- FLO International, Bonn, Germany; Tel.: (49) 228 24930;
Email : info@fairtrade.net; web: www.fairtrade.net
- FLO Branch office in France webmaster@maxhavelaarfrance.org;
web: www.maxhavelaarfrance.org (FR)
- FLO Certification Unit, Bonn/Germany; Email: info@flo-cert.net

SA 8000 CERTIFICATION

SA8000 is a voluntary private workplace certification that has been developed by the non governmental organization Social Accountability International (SAI) with the aim to create better working conditions. The SA8000 standard is based on international workplace norms including those related to social justice, worker rights and working conditions.

Some of the very large firms exporting banana, pineapple, tobacco, wine, canned fruits and processed coffee are SA8000 certified.

Main requirements?

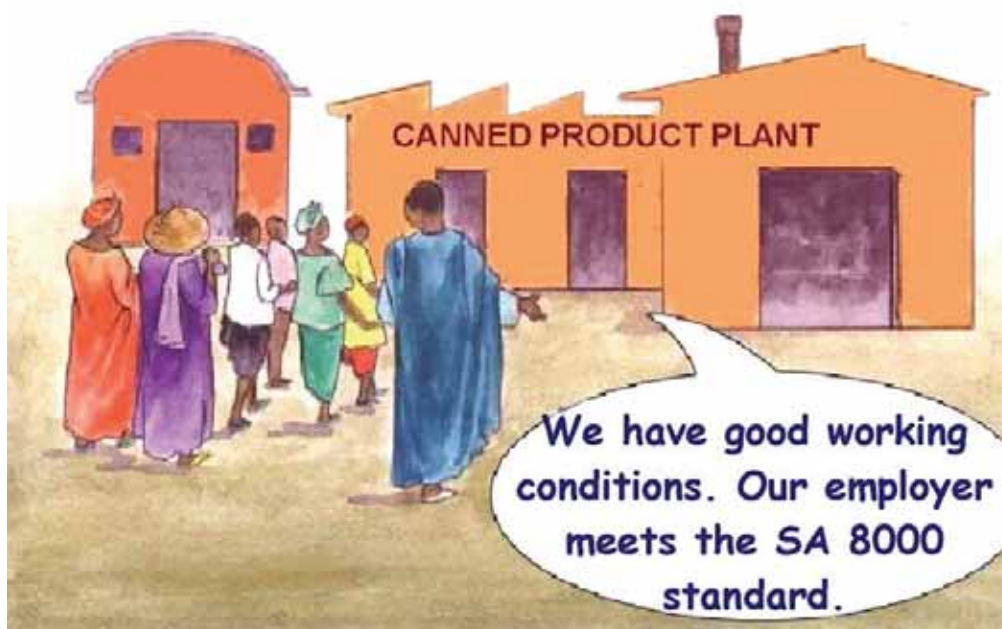
The SA8000 certification sets minimum standards for working conditions to ensure: a safe and healthy working environment, freedom of association and collective bargaining and an enterprise strategy for managing social workplace issues. Also there are rules for working hours, wages, prevention of discrimination and the use of children or forced labour.

How to get certified?

Enterprises that operate production facilities can apply for SA8000 certification by one of the certification agencies approved by SAI. After the initial inspection and once the workplace is certified, the company is monitored to ensure continued compliance with the standards. The producing company usually pays the certification fee which includes the audit and corrective or preventative action costs. The SA8000 certification mark is not used on product labels but the company may use it in promotional activities. There is no specific price premium or market for SA8000 certified products.

Opportunities and constraints?





The SA8000 certification is one of the most detailed workplace standards for international labour rights. It primarily benefits larger agro-industrial enterprises that can use it in their corporate public relations. The SA8000 standard can help to improve productivity and quality and can also help to recruit and retain workers. Although more common in other industries, the SA8000 standard has been taken up slowly by the agricultural industry because it is difficult to implement in seasonal production.



More information on SA8000

SAI , Tel.: (1) 212 6841414; Email: info@sa-intl.org; web: www.sa-intl.org,
United States

SA 8000 certifiers in West Africa

<p>Benin</p> 	<p>- SGS www.sgs.com; Tel. : (229) 21 300709</p>
<p>Burkina Faso</p> 	<p>- SGS www.sgs.com; Tel.: (226) 50315042/43 ou (226) 20971471, Email: sgs.burkina.faso.lo@sgs.com</p>
<p>Côte d'Ivoire</p> 	<p>- SGS www.sgs.com; Tel.: (225) 21752200</p>
<p>Ghana</p> 	<p>- DNV www.dnv.com ; Tel.: (233) 22215912 - SGS www.sgs.com; Tel.: (233) 21764708/709/773997/773994, web: www.gh.sgs.com; Email: sgs.ghana@sgs.com</p>
<p>Guinea</p> 	<p>- SGS www.sgs.com; Tel.: (224) 454790/454791; Email: conakrySA.GN@sgs.com</p>
<p>Nigeria</p> 	<p>- BVQI www.bvqi.com ; Tel.: (234) 1 2692615 - SGS www.sgs.com; Tel.: (234) 1 2625347-50, 2620735-37; web: www.ng.sgs.com; Email: sgs.nigeria@sgs.com</p>
<p>Senegal</p> 	<p>- SGS www.sgs.com; Email: sgs.senegal@sgs.com</p>

For those who would like to know more about SA8000 certified organizations:

<http://www.saintl.org/index.cfm?fuseaction=document.showDocumentByID&nodeID=1&DocumentID=60>

4. FOOD SAFETY AND QUALITY CERTIFICATIONS

EUREPGAP CERTIFICATION

EUREPGAP is a voluntary private certification system created by the Euro-Retailer Produce Working Group (EUREP). The group is made up of 31 members¹ that operate in Western Europe. EUREPGAP aims to increase consumers' confidence in food safety by developing "good agricultural practices" (GAP) which must be adopted by producers. It also aims to harmonize buyers' requirements



for food hygiene and for maximum residue limits for pesticides. Unlike the other certification programmes, the focus of EUREPGAP is not on environmental or social issues but rather on food safety and traceability. However, the EUREPGAP standard also includes some requirements on the use of pesticides, workers safety and compliance with national labour regulations. Among all the EUREPGAP standards, the one on fruits and vegetables is the most advanced². It should be borne in mind that EUREPGAP has not been established by the European Union.

¹ The EUREPGAP retail members are: in the United Kingdom: Asda, Marks & Spencer, Wm Morrison Produce Ltd, Sainsbury's, Somerfield, Tesco and Waitrose; in the Netherlands: Ahold, Albert Heijn, Laurus, Superunie, CBL, Schuitema and Trade Service Netherlands; in Sweden: Coop; in Switzerland: Coop and Migros; in Belgium: Delhaize and DRC/Belgium Retail Association; in Germany: McDonald's, EDEKA Fruchtonor, Globus SB Warenhaus Holding, tegut...Gutberlet Stiftung & Co and METRO; in Norway: Coop; in Albania: Eroski; in Finland: Kesko, in Ireland: Musgraves Supervalu Centra, Super Quinn; in Austria: Spar; and in France: Monoprix.

² EurepGap protocols have also been developed for livestock (mostly pig production) and combined crops (e.g. grain)

Main requirements?

The EUREPGAP standard requires that producers establish a complete control and monitoring system.

Products can then be registered and traced back to the specific farm unit where they were grown. EUREP rules are relatively flexible about field practices such as soil fumigation and fertilizer usage. There are strict regulations about pesticide storage and pesticide residue limits. In addition, it is important to document and justify how the product was produced, so detailed records must be kept about farm practices.

How to get certified?

Private certification agencies approved by the EUREP Secretariat (FoodPLUS) can certify against EUREPGAP. Both individual producers and groups of producers can apply for certification, the cost of which depends on the certification agency chosen and the time spent on the inspection. In addition to the certification fee, the producer must also pay an annual fee to FoodPLUS to maintain the certification.

Opportunities and constraints?

To get the EUREPGAP certification, the producer needs a complete administrative system to keep track of all farm activities. For a company largely involved in exports, this system could make it easier to fulfil and meet other regulations and certifications.

The EUREPGAP certified producer may also have an advantage when selling products to one of the EUREP members. In the future, some of these supermarkets will probably require that their suppliers have the EUREPGAP certification. Most of the 31

retail-members operate in the United Kingdom, the Netherlands and in Germany. In France, Norway, Finland there is one member but there are no Eurep members in countries like Spain, Italy and Denmark.



Most certified producers are large-scale farmers who have the necessary administrative and financial capacity. There is no special price premium or product label associated with EUREPGAP, as it is a minimum standard focused on business-to-business relations.

More information on EUREPGAP

EUREPGAP; Tel.: 49 (0) 221 5799325; Email: info@foodplus.org; web www.eurep.org

EUREPGAP certifiers in West Africa

Benin



- SGS www.sgs.com; Tel.: (229) 21 300709

Burkina Faso



- SGS www.sgs.com; Tel.: (226) 50315042/43 or (226) 20971471,
Email: sgs.burkina.faso.lo@sgs.com

Côte d'Ivoire



- Integra; www.integra-bvba.be/; Tel.: (32) 3 2873760,
Email: gerrit.de.weerdt@integra-bvba.be
- SGS www.sgs.com; Tel.: (225) 217522 00

Ghana



- SGS www.sgs.com; Tel. : (233) 21 764 708/709/773 997/773 994, web:
www.gh.sgs.com; Email: sgs.ghana@sgs.com

Guinea



- SGS www.sgs.com; Tel.: (224) 454790/454791;
Email: conakrySA.GN@sgs.com

Mali



- Integra; www.blik.be/Frans/f-frame.html;
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ISO 22000

The ISO 22000 standard has been developed to facilitate the setting up of food safety management systems. It incorporates the HACCP principles as well as traceability measures. ISO 22000 has been elaborated by the International Organization for Standardization (ISO) along with the Codex Alimentarius Commission, the Confederation of the Food and Drink Industries of the European Union (CIAA), the International Hotel and Restaurant Association (IH&RA), the CIES Global Food Safety Initiative (GFSI) and the World Food Safety Organization (WFSO). Therefore, ISO 22000 harmonizes the requirements of national food safety management systems on a worldwide basis.

Any stakeholder of the food chain (crop producers, feed producers, food producers, processors, wholesalers, retailers) can apply this standard. ISO 22000 can be used independently or in combination with other management system standards. The ISO logo cannot be used on products.

For further information on ISO 22000 Standards: www.iso.org

BRC GLOBAL STANDARD

The BRC standard is a private voluntary standard developed by the British Retail Consortium (BRC). The standard has been set up in order to protect consumers' health and to enable British retailers to comply with the United Kingdom Food Safety Act. Therefore, BRC standard can be considered as a tool that provides retailers with a common basis for the audit of their suppliers of food products. The use of this standard requires the adoption and implementation of HACCP principles, the setting up of a documented and effective quality management system as well as the control of working environment, products, processes and personnel. It can be applied by any food supplier company.

The application of the BRC Standard requires certification by a third party. Certified products are differentiated in the market as they carry the BRC logo.

For further information on the BRC Standard and certified organizations, please consult the following links:
<http://www.brc.org.uk/standards/>

5. GOALS OF THE SIX CERTIFICATION SCHEMES

CERTIFICATION	CONCERNED ORGANIZATIONS	GOALS
Organic	Small, medium and large producers	To maximize farm resources and to protect the environment and human health
ISO 14001	Large agro-industries including food processing	To implement an environmental management plan
Utz Kapeh	Small, medium and large producers or groups of producers	To grow coffee in a sustainable way while also complying with environment and labour laws
Fair-trade	Small producers in associations and plantations with an organized labour force	To improve market access and trading conditions for small producers
SA8000	A limited number of plantations and agro-industries	To improve working conditions and safety in the workplace
EUREPGAP	A limited number of medium and large agro-industries and producer groups organized by exporters	To improve food safety and traceability of the products

6. OPPORTUNITIES AND CONSTRAINTS OF THE SIX CERTIFICATION SCHEMES

CERTIFICATION	MAIN OPPORTUNITIES	MAIN CONSTRAINTS
Organic	<ul style="list-style-type: none"> - Producer often receives a better price - Market is growing - Large variety of products can be certified 	<ul style="list-style-type: none"> - Usually 2-3 year conversion period - Technical difficulties of not using agrochemicals
ISO 14001	<ul style="list-style-type: none"> - May help improve efficiency and reduce environmental impact - A well known industrial standard 	<ul style="list-style-type: none"> - No particular price premium is paid - Certification costs may be high - May not give market advantage
Utz Kapeh	<ul style="list-style-type: none"> - Producer benefits from premium - Producer does not pay administrative fees 	<ul style="list-style-type: none"> -Administrative and financial burden can be high -Only coffee can be certified
Fair-trade	<ul style="list-style-type: none"> - Producer receives a better price - Longer term and more stable trade relationship 	<ul style="list-style-type: none"> - Only a limited number of producers are certified (depends on market opportunities) - Once certified there is no guaranteed sale
SA8000	<ul style="list-style-type: none"> - Tool for corporate public relations - May improve efficiency and reduce labour turnover and absenteeism 	<ul style="list-style-type: none"> - No particular price premium is paid - Certification costs may be high - Difficult to implement in seasonal production
EUREPGAP	<ul style="list-style-type: none"> - Improves access to the EUREP supermarket chains in Western Europe - May help the producer adapt to other traceability regulations 	<ul style="list-style-type: none"> - High administrative burden - No particular price premium is paid - Certification costs may be high

For many producers, the market for certified agricultural products is very complex and the advantages and requirements associated with the certification programme are not always clear. In addition, producers do not always know the difference between the compulsory or voluntary nature of standards applied to export products. Therefore, this manual has been designed in order to clarify voluntary certification.

After having read its content, the reader should be able to understand **the main voluntary certification schemes, the importance of these schemes, the difference between these programmes as well as their advantages and constraints.** The manual also provides information on **the main import regulations in the United States, the European Union and Japan.** This information is hoped to facilitate the export of certified products into these markets.