



TECHNICAL ASSISTANCE TO DEVELOP ORGANIC AND FAIRTRADE MANGO PRODUCTION

Ref.
105

Expert(s)	Country	Volume (md)	Amount (€)	Beneficiary	Funding	Start date	End date	Partner(s)	Reference
O. Bouyer, J. Maurice, M. Le Crom	Cameroon	30	26,400	Biotropical	BIO, I & P, JV Grameen Bank- Crédit agricole	Dec. 2014	Nov. 2015	n/a	lminoue.biotropical@gmail.com +237 233 39 32 96

Detailed description of the project	Services provided
<p>The activity of Biotropical (BADC), a Cameroonian company exporting organic dried fruits ("Improved mango of Cameroon", papaya, pineapple, banana, etc.) has increased significantly between 2007 and 2013 (+ 19%). Facing an organic market booming BDAC has even difficulties to respond to the demand (e.g., revenues shortfall of 12% in 2011 because 99 tons of ordered products have not been delivered).</p> <p>In the mango industry, BADC is highly dependent on external small producers to buy products, given that its 135 hectares of diverse plantations produce very few mangos. This external supply poses serious problems of security and traceability. Thus, following various problems, including loss of organic certification in 2011 and 2012, the mango volumes handled by BADC decreased by three in 2011 (421 t) to 2013 (124 t).</p> <p>As part of its development plan approved in 2013 and with the support of its partners and shareholders, Investment and Partners (a Joint Venture Grameen Bank / Credit Agricole) and BIO (private branch of the Belgian Technical Cooperation - BTC), BADC has set a goal to significantly increase its supply of mango for small producers, supporting their structuring.</p> <p>The consortium Salvaterra - Etc Terra has thus been in charge of supporting the implementation of a structured program in three phases: field study, pilot program on a restricted area, then large-scale deployment. Services provided in the second phase of this technical assistance are described here-below.</p>	<p>From the results of the first phase and in consultation with the leadership of BADC, services provided focused on the following topics:</p> <ul style="list-style-type: none"> • Identification of data to be monitored: (i) analysis of the reporting requirements of ESR/Bio ECOCERT's labels; (ii) assessment of the needs for information feedback from BADC production and sales department; (iii) analysis of the labeling reports issued last three years by ECOCERT; • Design the traceability system: (i) design a database (DB) Excel with BADC staff taking account of the Bio / ESR requirements; (ii) design of the Geographic Information System (GIS) and connection with the DB, interacting with the staff, and taking account of available maps and agents' technical capacities; • Establishment of the DB and team training: (i) installation and getting started with BADC staff; (li) test phase: visiting the supply area of Menchum to finalize the lists and do a random check with 30% of the producers; • Implementation of GIS and team training: (i) completion of BADC's GIS, in interaction with staff and taking into account the existing maps; (li) installation and <i>Getting Started</i> with BADC staff; (lii) BADC employee training to GPS mapping with a practical case: mapping 5 ha of plantations + mapping of the farms of 30% of the small producers of Menchum.