

Partnering with the private sector: delivering SPS outcomes



Partnerships driving SPS solutions

Worldwide, STDF projects are building the private sector's capacity to implement Sanitary and Phytosanitary (SPS) measures and take advantage of trade opportunities. STDF projects contribute to private sector development, which plays a key role in commercializing agriculture, generating economic growth, and creating employment and improved living conditions, in support of the Sustainable Development Goals.



The private sector matters

As the leading actor in food and agricultural production and trade, the private sector has a vital role to play in meeting SPS requirements. A strong private sector helps to drive improvements in SPS capacity and raise awareness about the importance of investing in food safety, veterinary and plant health services as public goods. It helps to support job creation and livelihoods, and to promote economic growth. Where SPS capacity gaps persist, the private sector complements and multiplies public sector efforts so that agri-food exports meet trading partners' SPS requirements.



Public-Private Partnerships (PPPs) strengthen the implementation of SPS measures, improve SPS outcomes, enhance market access and raise competitiveness. Research into PPPs by the STDF and IDB highlights the private's sector contribution in stimulating innovation, leveraging knowledge and resources, and addressing SPS infrastructure deficits.¹ The preconditions for successful PPPs come down to commitment and trust, clarity on objectives, responsibilities and financing, good governance and transparency, and high-level leadership.

STDF's private sector link

Private sector stakeholders contribute to STDF projects as implementing agencies, providers of finance, expertise or other resources, and intermediaries that link to small-scale producers and farmers on the ground. In developing countries, the private sector – including micro, small and medium-sized private enterprises, farmers, producers and traders – also benefits from STDF projects.



STDF's private sector partners

Farmers, producers, cooperatives • Food business operators • Small and medium-sized enterprises
• Privately-operated laboratories • Producer / trader associations • Industry associations • Global companies • National and international retailers

¹ www.standardsfacility.org/sites/default/files/STDF_PublicPrivatePartnerships_EN_0.pdf

“Thanks to the flagship manual produced with STDF support, IFIF is supporting good feed manufacturing practices around the globe based on the Codex Code of Practice on Good Animal Feeding. The manual assists animal feed companies and stakeholders in developing countries to increase the safety and quality of feed production, which has had added benefits for food safety.

Alexandra de Athayde, Executive Director, International Feed Industry Federation (IFIF)

“The STDF project gave SIAM-MAKRO the tools to launch a new comprehensive food safety management programme. With this system, we’ve seen a downward trend in detection of contaminants and rejections. And we’re more confident to buy from small-scale farmers and processors.

Jutarat Pattanatorn, Assistant Director, Quality Assurance, SIAM-MAKRO, Thailand

Leveraging expertise and resources

Spice exports get a competitive edge in global markets

In Sri Lanka, the Spice Council, the apex body representing industry, was a core partner in an STDF/UNIDO project to enhance the productive capacities and competitiveness of the cinnamon value chain and increase exports to high-end markets. The Spice Council’s involvement helped to leverage funding from the private and public sector for a new Cinnamon Training Academy to drive vocational training, roll out good manufacturing practices and support brand differentiation.



Results: Cinnamon peeling centres upgraded to meet manufacturing standards • Certified vocational training led to more peelers and processors • Sri Lanka is registering “Pure Ceylon Cinnamon” as a Geographical Indication (GI) • Trademark registered in high-end markets.

In Nepal, the Nepalese Ginger Producers and Traders Association (NGPTA) teamed up with the Agro-Enterprise Centre of the Nepalese Federation of Chambers of Commerce and Industry, Ministries for Agriculture and Commerce, and the FAO. The Enhanced Integrated Framework/STDF project addressed food safety and phytosanitary challenges to develop the ginger value chain and promote exports. The NGPTA donated land for a new ginger washing facility, while the Agro-Enterprise Centre led on a range of project activities with FAO, supporting local capacity building and sustainability.

In Africa, ASEAN and Latin America, global pesticide manufacturers and plant science industry associations partnered in projects, supported by STDF, USDA, FAO and others, to strengthen capacity to meet pesticide-related export requirements for minor-use crops and facilitate trade. Global suppliers of crop protection products (Dow, Syngenta and Sumitomo) and CropLife contributed expertise to the residue trials and resources to register new pesticides.

In West Africa, the private sector’s contribution was critical in four STDF-supported projects to control fruit fly. According to an external evaluation, the projects achieved significant and systematic results in both mobilizing and linking public and private sector stakeholders in support of a shared goal. In Mali, for instance, the creation of a professional association was seen as vital in facilitating public-private collaboration and addressing phytosanitary issues along the mango value chain.

In Argentina, Brazil, Chile, Costa Rica, Mexico, Paraguay, Peru and Uruguay, animal feed companies are partnering with national regulatory agencies, agriculture, veterinary and food safety services, and international and regional partners in an STDF project. Implemented by FEEDLATINA, the project will help to harmonize regulations, improve animal feed safety and foster regional integration.

“Being part of the STDF project was a game changer for my company. It was the springboard to get HACCP and ISO22000:2005 certification. This enabled us to export fruit and vegetables to the EU, Japan and the US.

Phan Quoc Manh Hung, Former Owner, Hung Phat Joint Stock Company, Viet Nam

“The project’s success was due to genuine collaboration between the private sector and public institutions. We joined our efforts in support of a common objective – helping small-scale producers to improve the quality and safety of cabbage, which increased their access to regional export markets.

Mamadou Ndiaye, Coordinator, Association des Unions Maraîchères des Niayes (AUMN), Senegal

Promoting value chain development

Boosting cabbage exports from Senegal

In Senegal, the Association des Unions Maraîchères des Niayes (AUMN) implemented an STDF project that drove improvements in cabbage safety and quality, developed the value chain and expanded exports to regional markets. Small-scale growers, traders and government agencies worked with the industry association to implement SPS solutions and develop the sector.

Results: Cabbage production revitalized • Increased cabbage exports to regional markets • Reduction in the excessive use or mis-use of pesticides, with benefits for public health and the environment • AUMN equipped with valuable new skills in project management, accounting and negotiations • Creation of public-private partnership to encourage value chain development and replicate the project’s approach.



In Thailand and Viet Nam, support from the STDF was the catalyst for a partnership, driven by Michigan State University and local universities, to develop and roll out a competency-based approach for food safety training in selected fruit and vegetable value chains. Strong linkages with industry, retailers and government, including cost-sharing, expanded the project’s impact and ensured sustainability. An external evaluation found the project had “significant and lasting impact on enhancing management of food safety risks within fruit and vegetable chains”, pointing to “improved market access, higher incomes and reduced rejections”.

In Guatemala, the national exporters association, AGEXPORT, implemented an STDF project to establish an accredited HACCP certification scheme for jams and preserves, which improved food safety and enhanced access to markets outside Central America. AGEXPORT developed a voluntary HACCP registration programme, which has been officially recognized by the Ministry of Health.

In Nigeria, the Sesame Seed Association and the Shea Nut Producers Association were part of a public-private partnership that improved the safety and quality of sesame seeds and shea nut butter for export to high-value markets. Government and industry stakeholders worked together with ITC under the STDF project to roll out quality control systems and traceability plans, and establish processing sites, backed by local cooperatives and private investors, with benefits also going to small holder farmers.

In Côte d'Ivoire, Guinea, Mauritania and Senegal, stakeholders in the artisanal fisheries sector are benefiting from an STDF project to promote SPS capacity building as a springboard to expand market access. Thanks to training, small-scale fishers, wholesalers and smokers of fish are improving their knowledge and skills to implement good practices on food safety and quality. Opportunities to improve the sector through partnerships, investments and technology transfer are being identified.

The STDF vision

The STDF is working to advance the Sustainable Development Goals through its vision:

Sustainable economic growth, poverty reduction, food security and environmental protection in developing countries



Facilitating safe trade

Engaging industry to move to ePhyto certificates

Private sector partners are playing a critical role in informing work under an STDF project to set up a global framework for electronic phytosanitary certification to facilitate safe, secure and efficient trade in plants and plant products. The global ePhyto Solution will enable more exporters to request phytosanitary certificates electronically from government authorities, reducing transaction costs. The project builds on the private sector's experiences with electronic data transmission for logistics and trade.



Experiences: Industry associations, led by the International Grain Trade Coalition, have created an Advisory Group to inform the development of the ePhyto Solution • Private sector companies are partnering in efforts to pilot test, adapt and refine the ePhyto Solution before it is scaled up.

In Uganda, flower producers and exporters came together with the government to build capacity to improve compliance with international phytosanitary standards and EU requirements, and reduce the number of rejected consignments. At the end of the project, the National Plant Protection Organization and the Uganda Flower Exporters Association committed to reinforce and sustain their collaboration through a new public-private partnership to expand flower production and exports.

In Indonesia, Malaysia and Papua New Guinea, local agro-dealers, CropLife and Mars Inc., one of the biggest manufacturers of brand-name items, linked up with Cocoa Boards, regulatory authorities, CABI, the International Cocoa Organization, and other partners in an STDF project. The project helped smallholder cocoa farmers manage pests and diseases more effectively, improved safety and quality, minimized levels of harmful substances and ensured ongoing access to export markets.

In West Africa, the private sector partnered in an STDF project to build capacity to meet food safety and phytosanitary requirements in the cocoa value chain and improve market access. Industry association, CropLife, delivered training for pesticide dealers, cooperative members and farmers on good practices in pesticide use and handling, as well as targeted sessions for government officials on anti-counterfeit measures and the detection of fake, obsolete and banned substances.

The International Feed Industry Federation (IFIF) implemented an STDF project, which developed a Manual of Good Practices for the Feed Industry in partnership with FAO and Feed Industry Associations in Brazil, China, Europe, South Africa and the United States. Targeted training for producers, feed mills and other enterprises involved in production and distribution helped them to comply with the Codex Code of Practice on Good Animal Feeding.