



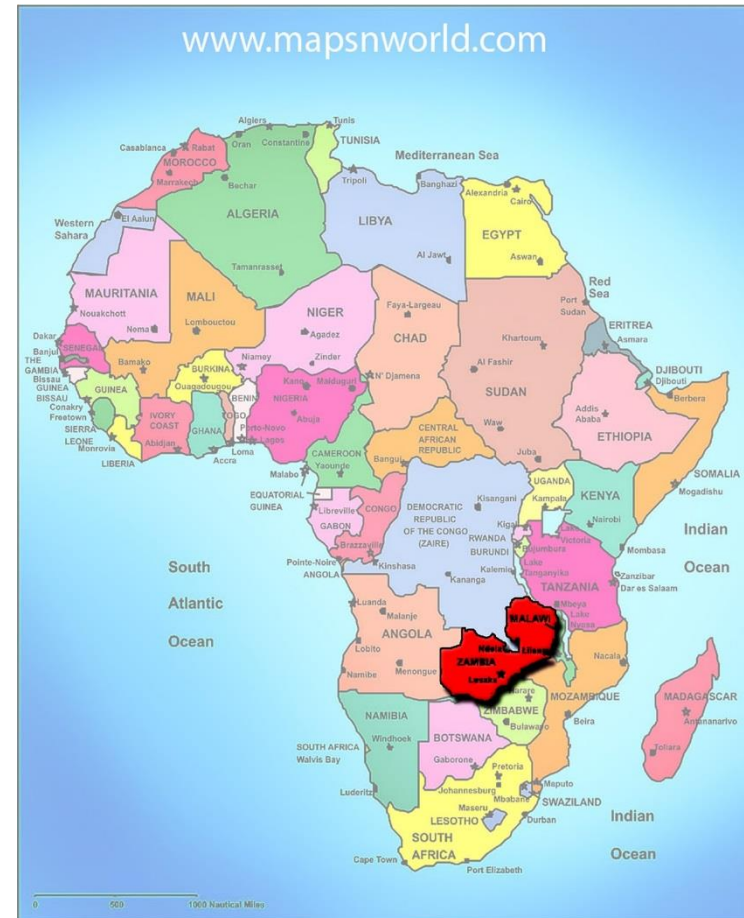
**Market access and Export certification – Zambian story**

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# Introduction

- Landlocked country
- Highly dependent on agriculture production
  - ✓ *60% population in farming*
  - ✓ *85% labour force*
  - ✓ *Contributes average of 20% to GDP*
  - ✓ *Developing agriculture export industry*



# Our approach – Referring to the IPPC Text

- IPPC ~ 23 Articles

## ARTICLE VIII - **International cooperation**

- ✓ exchange of information on plant pests,
- ✓ occurrence, outbreak or spread of pests
- ✓ Cooperate in providing technical and biological information necessary for pest risk analysis.

NEW REVISED TEXT

INTERNATIONAL PLANT PROTECTION CONVENTION

# Referring to ISPM 1

## *Phytosanitary Principles*

- **PRINCIPLES**

- **1. Basic principles**

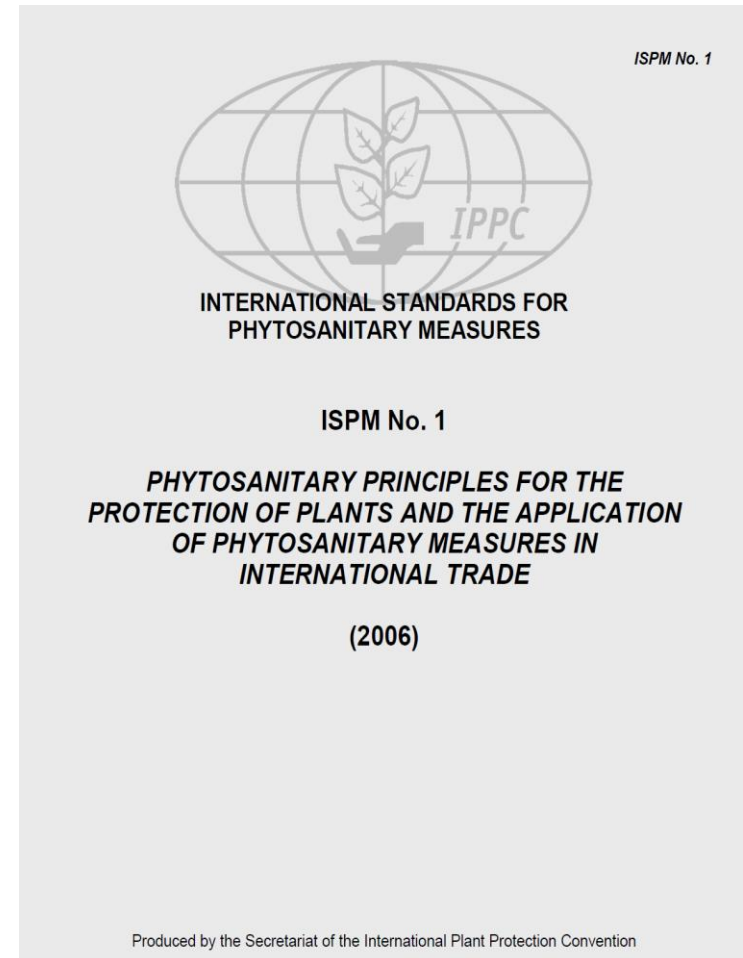
### Transparency

- *“The contracting parties shall ... cooperate in the exchange of information on plant pests ...”* (Article VIII.1 & 1a).

- **2. Operational principles**

### Surveillance

- Contracting parties should collect and record data on pest occurrence and absence to support phytosanitary certification



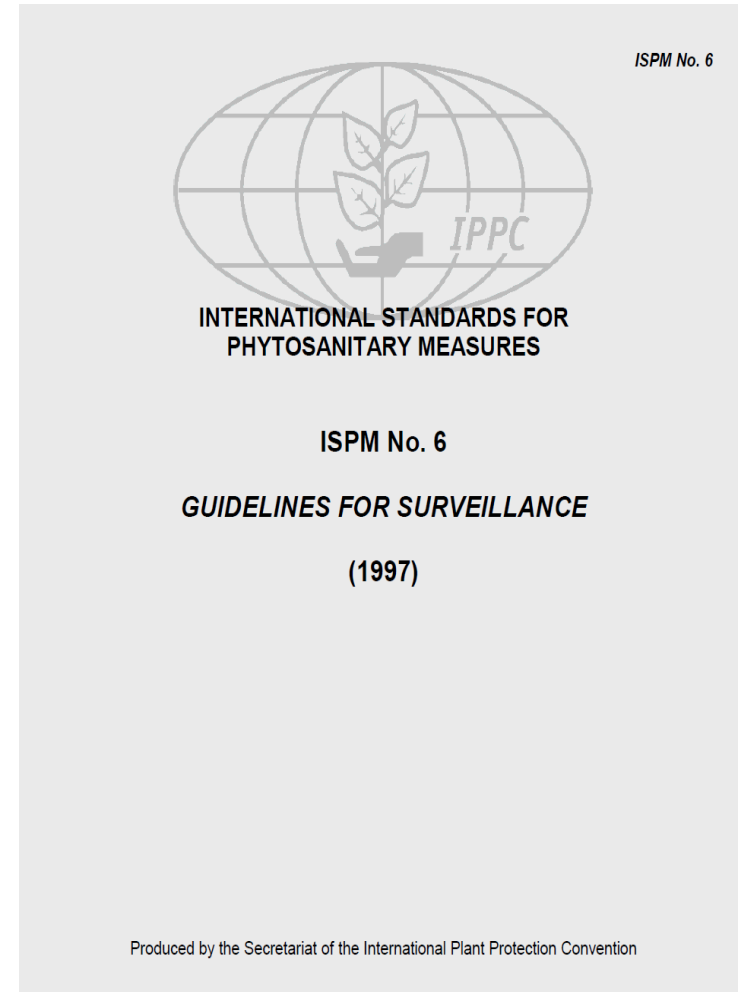


# Referring to ISPM 6

## *Guidelines for Surveillance*

- The guide provides components for survey and monitoring - PRA
- Types of surveillance (General and specific)
- Several requirements

*Experts, Record Keeping,  
Transparency*



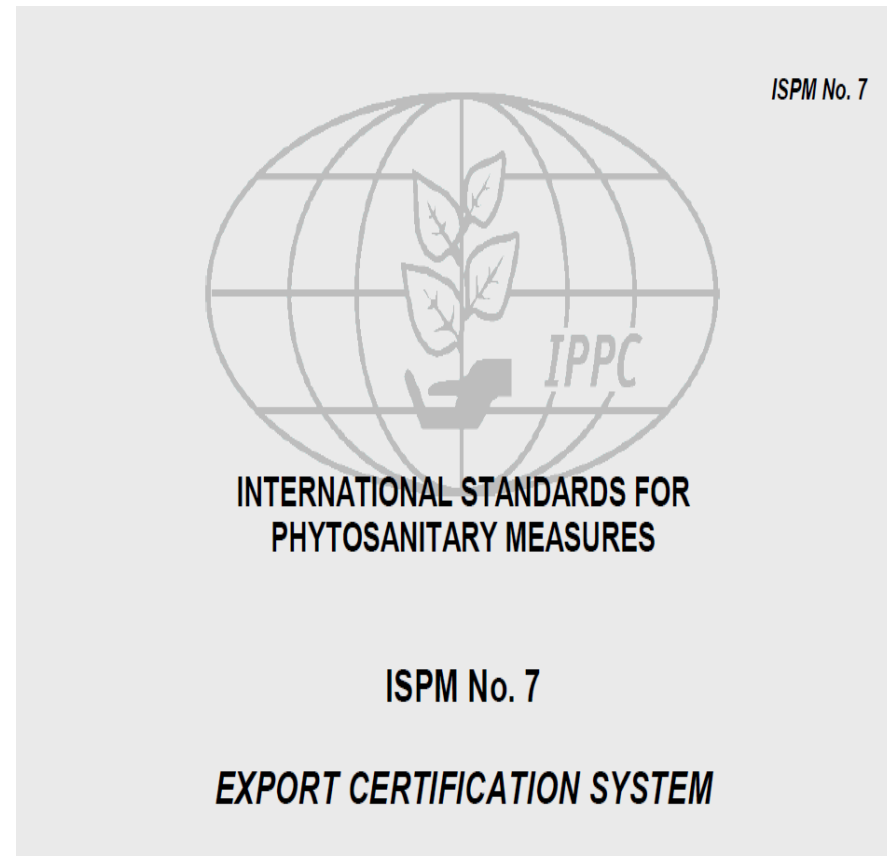
# Referring to ISPM 7

## *Export Certification*

National system to issue phytosanitary certificates

The guide provides components e.g.

- Legal authority
- Resources
- Documentation
- Communication



# MARKET ACCESS

## “Best Practices – Our Experience”

- Guided by the manual
- Provides components vital for MA: PART 3
- Team approach
- Putting information together
- Establish communication (emails, phone calls, whatsapp, etc)
- Invite NPPO
- Engage the private sector (potential exporter)

• Achieving market access – a practical guide



International Plant Protection Convention  
Protecting the world's plant resources from pests

03  
2013

ENG

### Market Access

A guide to phytosanitary issues  
for national plant protection organizations

# MARKET ACCESS

## To South Africa

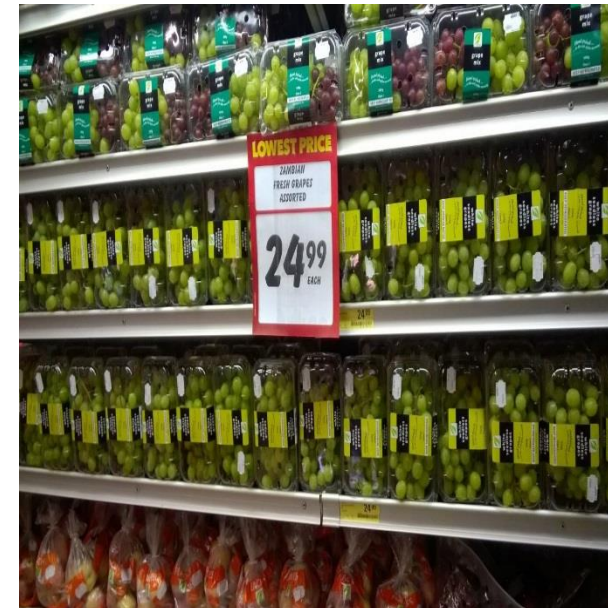
- Bananas
- Grapes

## To China

- Stevia

## MAINTAIN TRADE

- Compliance





# Benefits

- Source of employment at farms
- Revenue for the country
- Credibility of the NPPO







## Phytosanitary info website

[www.phytosanitary.info](http://www.phytosanitary.info)

- Kindly visit the site
- Useful guides
  - Market access manual
  - Transit manual
  - Establishing a NPPO manual
  - Operation of a NPPO manual
  - Managing Relationships with Stakeholders manual
  - Import Verification manual
  - Export Certification manual
  - Plant Pest Surveillance manual
  - Plant Diagnostics manual
  - Good practices for CPM participation manual

# Key messages

- Make reference to the guidelines of the IPPC (ISPMs), the Guides.
- Transparency, communication (emails, phone calls, whatsapp) are key to MARKET ACCESS



**Thank you for your attention**

