

Beneficiary

Farmers and other stakeholders along the cabbage value chain in Senegal

Led by

AUMN

Time-frame

February 2012 – July 2014

STDF funding

US\$577,142 (total project value US\$636,175)



PARTNERSHIPS IN SENEGAL BOOST SAFE CABBAGE PRODUCTION AND REGIONAL EXPORTS

The safe trade gap

The cabbage sector is one of the most important sectors of Senegalese agriculture, and Senegal is one of the main suppliers of cabbage for the region. Yet, the sector in the country was not well organized, and suffered from a lack of awareness and expertise on how to meet SPS standards. Information gaps resulted in pest attacks, and the excessive use or misuse of pesticides, which led to rejections at borders due to toxic residues that were not in line with export market requirements. At the same time, tackling poverty and driving rural development in cabbage growing areas was a pressing challenge. To boost productivity in the cabbage sector and promote better access to regional markets, there was a need to find solutions to plug gaps in safety and quality across the value chain.

Partnership approach

Collaboration and dialogue among the public and private actors in the cabbage sector was key to the success of the project, led by the Association des Unions Maraîchères des Niayes (AUMN). Together, small-scale growers, traders and government agencies worked with the industry association to revitalize cabbage production and develop the sector. A draft national strategy was developed and laid the foundation for stakeholder cooperation, helping to promote value chain development and replicate the project's approach longer-term. The project supplied quality inputs (seeds, fertilizers and pesticides) to growers, rolled out technical training and support for producers on Good Agricultural Practices and ran targeted marketing campaigns on safety and quality production.

Results

- Increased farmer productivity – from 15 to 30 tonnes per hectare; improved quality – pesticide residues dropped reassuring customers of non-toxic products, with benefits for public health and the environment; more competitive prices – processing costs fell by 42%.

- Introduction of new cabbage species adapted to the seasons; use of innovative production techniques, and monitoring of major pests. A traceability sheet collected real-time information on the production cost of quality cabbage and is now used by producers.
- Upgraded transport, packing and conservation along the value chain. The use of crates to transport the produce and cold rooms to store the cabbage helped to preserve cabbage quality. Producers were also able to opt for 2, 10 and 15 kg bags valued by end consumers.
- Producers gained new market shares in the region, in particular in Mauritania, Mali, The Gambia and Guinea-Bissau. Exports went from 1,900 tonnes in 2008 to 6,000 tonnes in 2014.

Sustaining impact

- By improving phytosanitary conditions, the project led to improved quality of cabbage and is being used as an example for other cabbage producers in the area and wider region.
- An inter-professional cabbage network was set up during the project, which continues to strengthen dialogue between growers and sellers.
- The project led to more purchasing and order contracts and more predictability for traders, including demand tailored to customer needs, such as requests for different cabbage sizes.
- Thanks to the project, AUMN has become a key partner for the national SPS authorities on topics related to the development of the horticultural sector as a whole.
- Improved infrastructure, including better roads to safely transport cabbage and inputs to growers, which came about during the project, is supporting rural development in the area.

“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,
AUMN**

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