



MARKET OPPORTUNITIES IN ACP COUNTRIES

COLEACP – PIP PROGRAMME

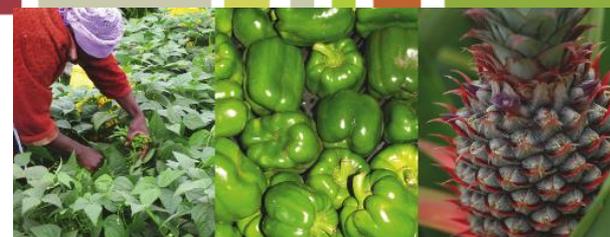
Financed by the European Union

Gilles Delhove

ABIM – 22nd October 2014, Basel



What is COLEACP-PIP?



A European Cooperation Program For The ACP Horticultural Industry

- Started in 2001– end in 2015
- **Managed by** COLEACP, association for ACP (African-Caribbean-Pacific) exporters and EU importers of horticultural produce
- **Funded by** European Development Fund

What COLEACP-PIP is doing?



- An initiative for **safe and sustainable trade & food**
- Give **technical assistance**
- Mainly **demand driven actions**
- Transversal actions for R& D and Regulation**

Dissemination of Good Practices



- Crop Protocols, Guides and Leaflets published
 - <http://pip.coleacp.org/en/pip/31102-browse-document-type>

To promote :

- Integrated pest management (IPM)
- Minimal pesticide residues
- Sustainable production, sound to the environment

Crop protocols & Guides to Good Plant Protection Practices



- 38 are available
- Included data from PIP efficacy and residue trials



Support to BCA

R/D-Regulation-Capacity building



- **R/D** : Efficacy trials (screening) on various fruits and vegetables
- **Regulation**: Revision of national/regional regulation, support to regional harmonization in ACP countries, support to set fast track procedure
- **Capacity building** : for BCA manufacturers and staff of regulation bodies in ACP countries

Efficacy trials implemented in ACP countries



- On papaya, mango, pineapple, avocado, passion fruit, okra, lychee, eggplant, head cabbage, tomato, chili, sweet pepper, cucumber
- In Ghana, Côte d'Ivoire, Senegal, Kenya, Mali and Burkina
- Summaries available on :
<http://pip.coleacp.org/en/pip/protection-culture/17570-pip-r-d>

Main results and markets

Trials on mango



Pest/disease

Effective BCA with good potential market

Fruit fly



mainly *Bactrocera invadens*
but also *Ceratitis* spp.

- Calcined kaolin
- Food attractants or parapheromone (ME) and insecticides sprayed or in bait station

Regional Project on fruit flies will start soon in Africa for ECOWAS countries – funded by EU

All african countries producing mango

Anthracnose and others post harvest diseases

- Citrus extract in post-harvest dipping

Mainly African exporting countries

Main results and markets

Trials on tropical fruits



Crop
Pest/disease

Effective BCA with good potential market

Avocado
Cryptophlebia



- Granulovirus

Kenya

Papaya
Mealybug



- Petroleum oil
- Neem extract

Ghana and neighboring countries

Passion fruit
Alternaria fruit spot

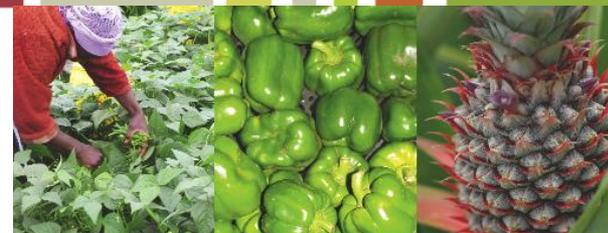


- Orange extract
- Citrus extract + L-free amino acids
- *Trichoderma asperellum*
- *Bacillus subtilis*

Kenya

Main results and markets

Trials on vegetables - 1



Pest/disease Crop

Effective BCA with good potential market

Aphids

Sweet pepper
Okra
Head cabbage
Cucumber



But an important pest also on others
vegetables

- Prosular oxymatrine
- *Beauveria bassiana*
- Propylene glycol alginate
- Orange extract
- Allyl Isothiocyanate and Capsaicin
- Neem extract

Whiteflies

Sweet pepper
Okra
Important pest on others vegetables

- Prosular oxymatrine
- *Beauveria bassiana*
- Propylene glycol alginate
- Orange extract
- Allyl Isothiocyanate and Capsaicin

Main findings and markets

Trials on vegetables - 3



Pest/disease Crop

Fruit fly
(*Dacus* sp.)
Cucumber



Important also on others cucurbits
(butternut, melon for export)

Fruit fly
(*Ceratitis* sp.)
Chili



Effective BCA with good potential market

- Calcined kaolin
- Neem extract

- Calcined kaolin
- Orange extract
- *Beauveria bassiana*

Main findings and markets

Trials on vegetables - 4



Pest/disease Crop

Effective BCA with good potential market

Spider mite
(*Tetranychus* sp.)
African eggplant
Sweet corn



Important also on others
vegetables

- Prosular oxymatrine
- Neem extract
- Geraniol, Citronellol, Nerolidol, Farnesol
- Propylene glycol alginate
- Orange extract

Broad mite
(*Polyphagotarsonemus latus*)
African eggplant
Important on others vegetables

- Prosular oxymatrine

Main findings and markets

Trials on vegetables - 5



Pest/disease Crop

Effective BCA with good potential market

Leafminer

(*Liriomyza* sp.)

African eggplant

Important also on others
vegetables

- Prosular oxymatrine
- Neem extract

Thrips

(*Thrips tabaci*)

Onion

- Prosular oxymatrine
- Calcined kaolin

Helicoverpa armigera

Tomato

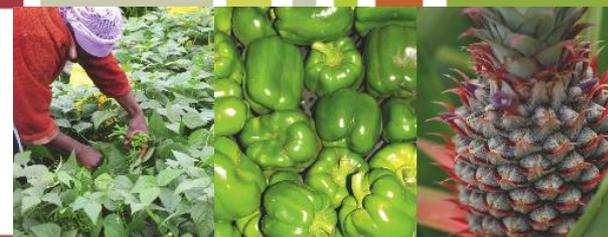
- Prosular oxymatrine
- Propylene glycol alginate
- Neem extract

Some others issues in ACP with potential market for BCA - 1



Pest/disease	Crop	Comments
Nematodes	Vegetables Pineapple Banana	<ul style="list-style-type: none"> ▪ Lack of registered PPPs ▪ Toxicity and environmental issues with conventional
Thrips	French beans	<ul style="list-style-type: none"> ▪ Residue issues with conventional PPPs <i>Kenya</i>
Mites	Papaya	<ul style="list-style-type: none"> ▪ Need of miticides safe for natural enemies of papaya mealybug <i>Ghana</i>
<i>Tuta absoluta</i>	Tomato and solanaceae	<ul style="list-style-type: none"> ▪ In Africa present in Senegal, Cabo Verde, Niger, Kenya, Tanzania, Soudan and Ethiopia
Bacteriosis	Mango	<ul style="list-style-type: none"> ▪ A threat for the industry in Ghana, Côte d'Ivoire and others <i>West African countries</i>

Some others issues in ACP with potential market for BCA - 2



Issue	Crops	Comments
<i>Thielaviopsis</i> and others post-harvest diseases	Pineapple	<ul style="list-style-type: none"> Need of alternatives to conventional fungicides
Degreening	Pineapple	<ul style="list-style-type: none"> Degreening of fruits with ethephon is still an issue to comply with MRLs
Post-harvest quality	Cassava	<ul style="list-style-type: none"> Organic production in Ghana and others countries needs authorised coating for export to Europe
Ralstonia	Tomato and solanaceae	<ul style="list-style-type: none"> Spread everywhere and also now a big issue in irrigated lands in Senegal

Registration

Main issues



- Lack of interest from the PPPs companies excepted for industrial crops (i.e. cotton, coffee, cocoa, banana...)
- Poor control of PPPs circulating in/and between the countries
- No specific procedures for low-risk products

Provisional special procedure (all PPPs for fruit and veg.) granted by CSP at the request of our program  Coordination of trials program and advices to PPPs companies by PIP

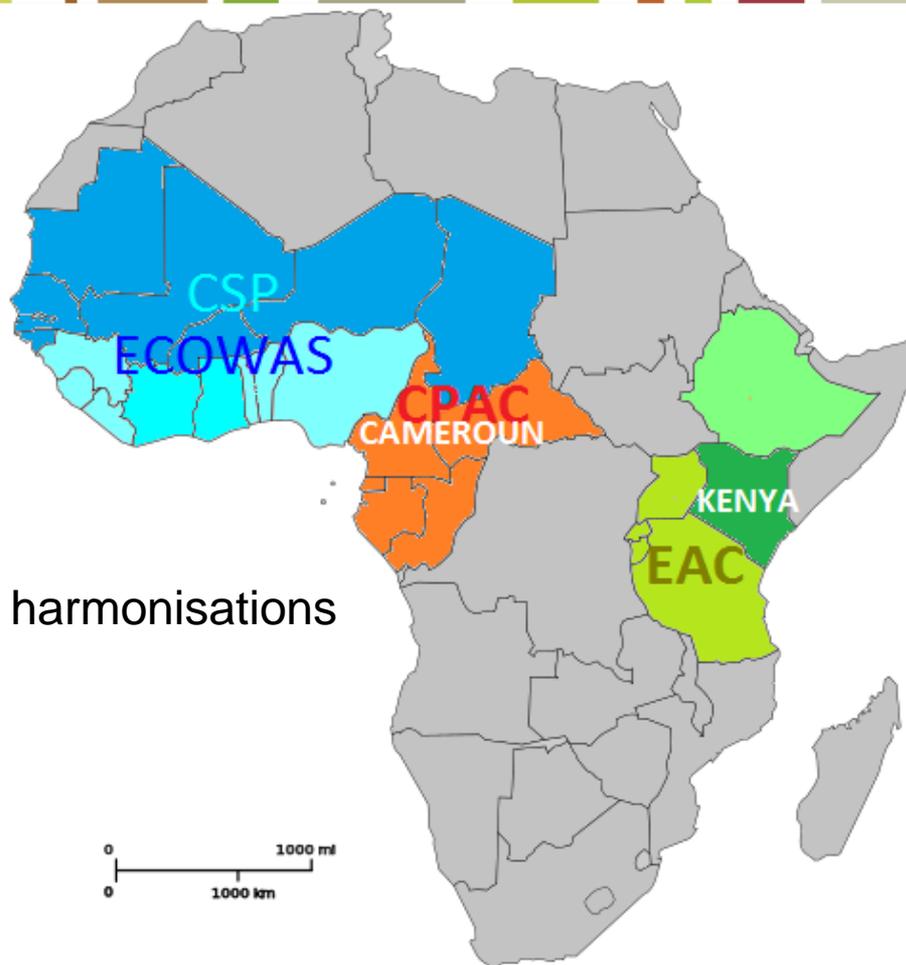
Registration

Positive aspects



- Regional systems of registration exists or are in development → registration become more attractive
- Manufacturers/distributors of BCA are developing locally
- Authorities more and more aware of need to have more low risk PPPs registered
- Open market because very few BCA registered for the time being
- Development of certified production for local markets

Registration Map for Africa



Some regional harmonisations

Capacity building To support BCA



Demand driven action

Training/technical advices for staff of BCA companies in ACP countries (Kenya, Burkina...)

Revision of regulation/training/advices/information for regulation bodies

Main interest of BCA for ACP productions



To avoid issues of MRL exceedances when exported to Europe

- Recurrent in some countries on various vegetables
 - rejection, control increased in Europe
- Some quarantine organisms are not controlled enough with conventional pesticides because of risk of too high residues
 - interception and destruction, possible ban of export for some countries

To reduce risk of impact on health of the growers

To reduce risk of impact on health of consumers (local/regional markets)

Supporting BCA Adoption by growers



Distribution:

- Growers don't know the BCAs or think they are less effective than chemicals
information/training/demonstration plots
- Infrastructure of PPPs distributors/retailers not always appropriate to keep BCA in good conditions
improve or have a specific network for distribution

Cost:

- An issue because growers think mainly in term of cost per liter/kg and not cost per hectare/cycle of crop
explain/demonstrate real costs/benefits and secondary advantages of BCA – accuracy of applications

Market

Some figures



Exports from ACP (not RSA) to EU (details available per country):

Banana : 1,000,000 T

Pineapple : 68,000 T

Oranges : 43,000 T

Mango (guava): 40,000 T

Avocado : 18,000 T - Lychee, coconut, melon

French beans : 45,000 T

Others vegetables: 100,000 T (Senegal, Kenya, Ghana, DoR)

Others useful information on surface, area of production:

<http://www.ifpri.org/publication/atlas-african-agriculture-research-development>

Supporting Development of BCAs



Les agriculteurs africains doivent passer aux biopesticides – Manuele Tamo IITA

<http://www.scidev.net/afrique-sub-saharienne/communication/opinion/les-agriculteurs-africains-doivent-passer-aux-biopesticides.htm>

COLEACP-PIP - Active partner in the development & registration of BCAs for the ACP horticultural industry

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Thank you for your attention