



Institute of
Development Studies

Private Standards, small farmers and donor policy: EurepGAP in Kenya

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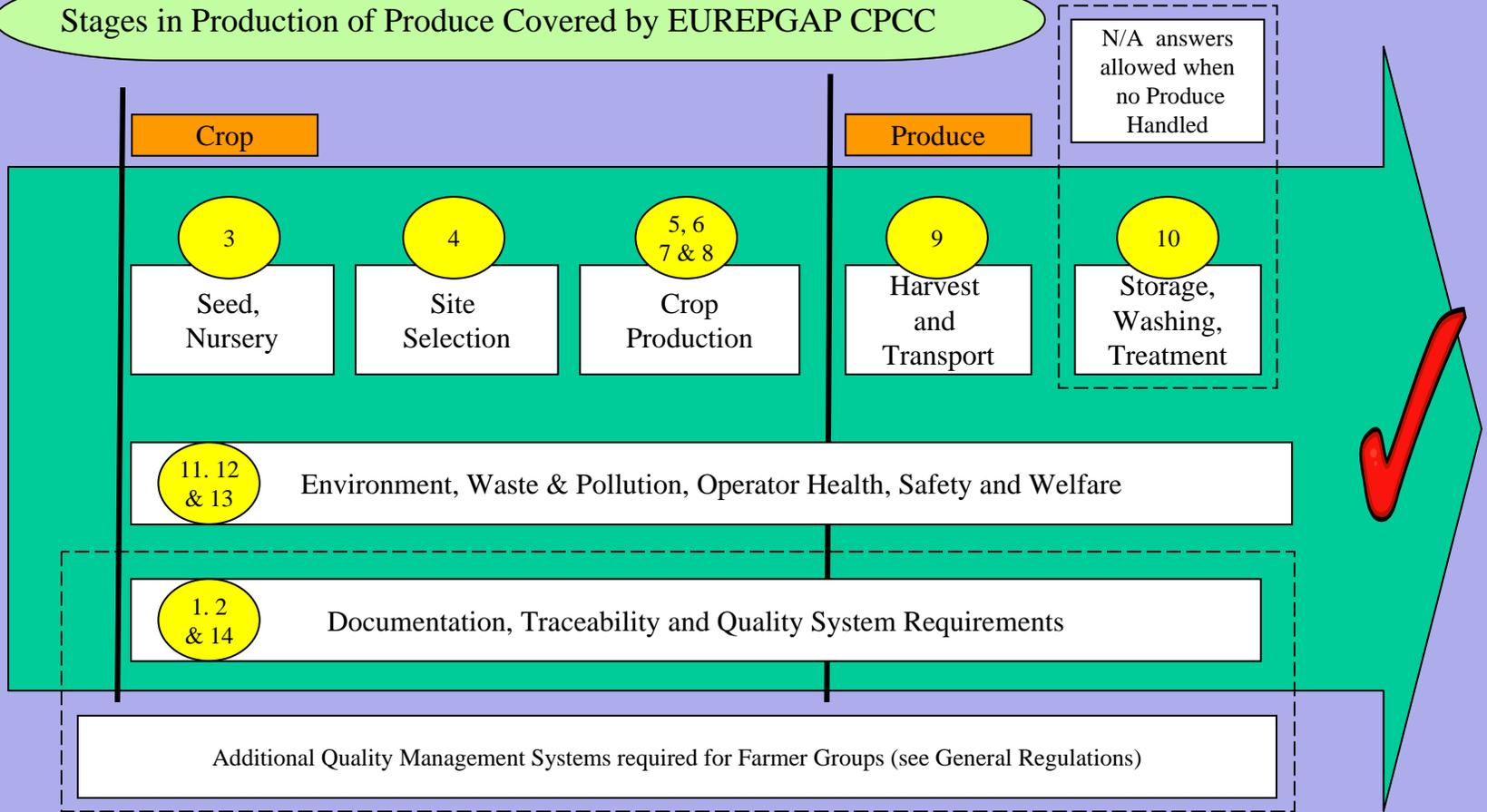




EUREPGAP — GLOBALGAP

- Collective private standard: no legal force
 - But market force through big buyers
 - Particularly Northern European supermarkets
- Pre farm gate standard
- Process controls, traceability
- Proof of compliance — paper trails
- Third-party certification

Stages in Production of Produce Covered by EUREPGAP CPCC





	recorded, following label instructions?	recorded, No N/A.	
8.3 Records of Application			
8.3.1	Have all the crop protection product applications been recorded including the crop name and variety?	All crop protection product application records specify the name, and variety of crop treated. No N/A.	Major
8.3.2	Have all the crop protection product applications been recorded including the application location?	All crop protection product application records specify the geographical area, the name or reference of the farm, and the field, orchard or greenhouse where the crop is located. No N/A.	Major
8.3.3	Have all the crop protection product applications been recorded including application date?	All crop protection product application records specify the exact dates (day/month/year) of the application. No N/A.	Major
8.3.4	Have all the crop protection product applications been recorded including the product trade name and active ingredient(s)?	All crop protection product application records specify the trade name and active ingredient(s) or beneficial insect. No N/A.	Major
8.3.5	Has the operator been identified for crop protection product applications?	The operator applying crop protection products has been identified in the records. No N/A.	Minor
8.3.6	Have all the crop protection product applications been recorded including justification for application?	The common name of the pest(s), disease(s) or weed(s) treated is documented in all crop protection product application records. No N/A.	Minor





Common Donor Perspective

- A big problem for small farmers
- Cost and capability challenges
- Do something and do it quickly

“We were panicking about January 1st, of course. Everyone was doing some activity. All of us were running around, panicking. We did understand that there was going to be a deadline. We did understand that this was going to be an important thing.”



The small farmer model

- Training in EUREPGAP
- Capital expenditure: chemical stores, spraying equipment, disposal pits, grading sheds
- Cost of certification – first certification
- Farmer group formation
- Manual for Quality Management System
- Local service providers
- Linkage programmes



Where do the big
GLOBALGAP costs lie?

Who needs to buy
GLOBALGAP produce?

What cost calculations do
exporters make?



Exporter Options in face of increased smallholder outgrower costs

- Switch to large farms.
 - Is land available?
 - Are smallholders non-competitive?
- Switch to countries with lower compliance costs
- Abandon segments of the business
- Absorb the costs to the extent that supply remain attractive to farmers
 - Cost increase relative to total fob costs
 - Some elements of costs applicable pre-GLOBALGAP



What should we do next time?

- Analyse value chain linkages
- Consider not intervening at all
 - Exporters will make business decisions
 - Recurrent costs an issue
- Look carefully at numbers
 - Export outgrower schemes may not be significant in employment terms