

WORKSHOP 4

Developing markets for food supplements and processed food products from Moringa and other leafy vegetables in ACP countries

(Francophone group)

Summary of discussions presented by Stephane Durand, Teralis S.A.

1/Current use of leafy vegetables in processed food products in ACP countries

Sahel :cassava, potato groundnut, baobab, cabbage, okra kinkeleba, aubergine (fresh), amaranth, cowpea (fresh) leaves for sauces, a little Moringa is used not as a seasoning but as a basic ingredient of the sauce in Mali.

In the Sahel, meals consist of cereals and leafy vegetables. Leafy vegetables are the last resort when cereal stocks are exhausted (in times of famine).

Bissap is mostly used for “reinvigorating” people suffering from malaria as it is rich in vitamin C and calcium.

Niger: Moringa is grown in Niamey and Maradi regions.

In Niamey they are mainly used in the form of fresh leaves because they are consumed immediately after harvesting.

In the Maradi region, they are dried or cooked as quantities produced are more than what is required for local consumption and large quantities are sold.

Boabab (considered as rich in nutrients as Moringa), sorrel (Hibiscus) are used during festivities; onion leaves (seasonings), “Kula” (supposed to have the same virtues as Moringa) is used in areas where there is no Moringa.

Many leafy plants harvested during the rainy season are also used.

Senegal: groundnut leaves are meant solely for livestock. Also Moringa leaves, Baobab leaves...

Guinea: Many fresh leaves are used almost everyday; onion, spinach, sorrel, potato, cassava

Central Africa: sweet potatoes, cassava, (Saka Saka), Ndolé (Vernonia sp.)

Togo: spinach cassava, baobab, kapok tree (leaves & flowers).

2/ Challenges and solutions

USAID (for export):

- (ASEP) certifications, hygiene, bio, fair trade
- Credit, financing, (working capital: producers live from hand to mouth and they must be paid immediately otherwise they will look for other markets)

Communication, transport, logistics

Lack of technical data: lack of specifications, lack of technical records on processing, (conservation). There should be data on the shelf life of products, proximity of dryers and harvest areas, product stabilization, intensify research programmes on product stabilization and preservation of nutritional properties (see workshop 1)

Standards: Currently there are no standards; proposals must be submitted to codex alimentarius to avoid poor quality products finding their way onto the market. For member countries, the scientific committee of the network must liaise with the quality assurance programme of UEMOA, CEMAC, etc.

Quality label?

Sharing best practices

Moringa news has to come up quickly with a guide on best practices in processing.

Issue of professionalism among stakeholders: capacity building, guide on best practices in processing, build a record of resource organizations

Sharing of information and data on production: when there is a big order difficult to supply on schedule.

Create a Who is who in Moringa, Moringanews must have a correspondent in each country.

Packaging: Lack of data on the most appropriate packaging, orders are in very small quantities, is it possible to share ideas or experiences in this regard? This seems difficult as there are no specifications up to date. The only known specification is anti UV packaging.

This issue would be included in the guide on best practices

Markets: considering the rate at which production is growing, we are likely to face marketing problems, we are still not aware who is looking for what and who has what (information, produce exchange or data bank on suppliers to avoid speculation)

Lack of knowledge on products: popularization of knowledge about production properties and consumption techniques in communities, sensitization of authorities on the value of Moringa to benefit from support for the dissemination through the network, promotion of value addition; Moringanews must help professionals to sensitize authorities, compile existing recipes.

Lack of data to apply for marketing authorization

List the necessary elements for each market.

Develop research programmes.

Lack of marketing: there is the need for communication but each enterprise must develop appropriate communication strategies.