

## Bigger market chances for small-scale farmers

In alliance with a number of renowned organisations and partners GLOBALGAP is aiming to facilitate market-access for smallholders worldwide. First market impacts are already visible in Thailand.



### THE ISSUE

The increased consumer awareness in food safety issues and their impact on our health and the environment has increased worldwide quality standards. Yet many food products come from small farming communities in developing countries.

Smallholder farmers in countries such as Thailand face difficulties in fulfilling the necessary requirements that would allow them access to higher-value markets, such as in Europe or Japan. At less than one hectare, most farms in Thailand are very small, which is why it is financially and structurally difficult for them to implement standards and gain certification.

### THE INITIATIVE

The Thai Chamber of Commerce and the public enterprise GTZ are working to develop the GLOBALGAP GTZ Option 2 Project. It is now becoming possible for these small farms to also achieve certification as member of a farmer group. This enables them to reduce certification costs and develop quality management systems, which are practical to manage, but still comply with the standards.

The main objectives of the project are to open up market access for the smallholders, develop a simple smallholder manual for groups and improve consultation and training.

### THE PROCESS

Four Option 2 farmer groups including 70 farmers with a total area of 160 hectares have already been formed. The groups are trained in quality management and audit inspections, harvesting and produce handling, pesticide and fertiliser requirements, storage facilities, standard requirements and environmental issues.

The aim is for all of the four groups and 70 farmers to be certified at the end of the project. The associations involved hope to continue the project in the future to make it possible for as many Thai farmers as possible to take part.

“ Regardless of their scale, committed producers can compete on an equal footing by adopting G.A.P.

Nigel Garbutt, Chairman GLOBALGAP

### THE IMPACT

The GLOBALGAP certification option for smallholder farmers is improving their ability to comply with international requirements. Furthermore, it is opening up new markets and allowing them to participate in exciting export opportunities and increase their profits.

Agricultural products such as coconuts, mangos, lychees and dragon fruits can now be exported nationally and worldwide by the certified group farmers in Thailand. This conforms with the quality criteria for Good Agricultural Practices (G.A.P.).

### THE RESULTS

- The grouping of farmers overcomes structural barriers
- Local public sector support facilitates smallholder market access
- A global standard is the driver for implementation of G.A.P.