

Project Title

Development of an accredited HACCP certification Scheme for processed food products.  
(Jams and Preserves)

Requesting agency

Guatemalan Exporters Association (AGEXPORT)

Collaborating Government/agency

Ministry of Economy, Ministry of Health, National Technical Training Institute  
(INTECAP) and Central America and Panama Nutrition Institute (INCAP)

## Project Objectives

Attach description of project background and rationale (Annex 1)

1. To establish in Guatemala the legal framework for a voluntary HACCP registration program with official recognition at the Ministry of Health.
2. To develop conformity assessment procedures for food safety, equivalent to those of our export markets (USA and Europe)
3. To increase authorities scope of inspection by adapting their regulations and procedures for the use of accredited laboratories (ISO 17025:2005) and inspection agencies (ISO 17020).
4. To Train laboratory technicians from private and university laboratories which give support to the industry, with up-dated and recognized methods for testing food regarding food safety issues.
5. To Develop ISO 17020 standard management systems at independent HACCP inspection bodies, so that they can request accreditation at OGA.
6. To build a national registration for HACCP trainers.
7. To Implement HACCP plans at jams and preserves producing companies.

## Project Activities

Itemise main elements here and attach a detailed work plan, dissemination plan and evaluation plan (Annex 2)

1. Development of the legal framework for HACCP inspection in Guatemala.
2. Development of HACCP inspection manuals with the Ministry's of Health Department for Food Inspection and Registration with the requirements and criteria for HACCP inspection in Guatemala. The jams and preserves industry as pilot program.
3. Development of the legal framework for the use of independent, accredited laboratories and inspection agencies, at the Ministry of Health. Scope of jams and preserves as pilot program.
4. Reinforce the Laboratories Proficiency Testing Unit at AGEXPORT, with materials and technical assistance for performing food testing Proficiency Tests related to food safety conformity assessment.
5. Training of laboratory technicians from private accredited laboratories and university laboratories with up-dated and recognized methods for food safety tests.
6. Training and Technical assistance for the implementation of ISO 17020 management systems at HACCP inspection bodies.
7. Development of a register of approved HACCP trainers/advisors for Small and Medium food industries managed by INTECAP, and practice of their skills with the jams and preserves industries.

## Private/Public sector co-operation

Detail the arrangements for public/private sector cooperation, if any, in the project

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## 1. AGEXPORT –Ministry of Economy and Ministry of Health

The Ministry of Economy hosts the Infrastructure of the National Quality System, which among other institutions includes the Guatemalan Accreditation Office (OGA) and the Guatemalan Standards Commission (COGUANOR). Both institutions have a Board of directors which includes representatives from the Ministry of Economy, Ministry of Health, Ministry of Agriculture, AGEXPORT and the Chamber of Industry. All those institutions are aware of the need to up-date present conformity assessment procedures for the food industry in order to be able to compete in the global market and have access to the European and North American food markets, as well as other highly competitive destinations.

The Ministry of Health, besides participating at OGA and COGUANOR, takes part in the free trade negotiations and the Central American Union negotiations, through the department of food control. This department also develops the legal framework and procedures for the registration of food products and food processors in Guatemala. They are also the office in charge of conformity evaluation at food processing plants. Cooperation with the Ministry has been established since international trade negotiations started with other partners like Mexico and the USA, to be able to negotiate the interests of industry in those agreements, and also for developing the Central American Regulations for the Central American Union.

OGA is already aware and prepared to start accrediting inspection bodies according to the ISO 17020 standard, however it needs the Ministry of Health to have the proper legal framework and manuals that build the inspection schemes for GMP's and HACCP inspection. Representatives of the ministry are aware of the need to adapt their documents but need advice on how to review and prepare the documents so that they are adapted to an accredited inspection scheme.

OGA will play a key role with its Board of Directors as leader of the project on the government side, managing training activities and technical assistance for the development of the legal framework and proper inspection manuals at the Ministry of health. As it would present a conflict of interests for OGA, to perform technical assistance for independent inspection agencies, that part of the project will be managed by AGEXPORT.

During the course of this project the adoption of inspection, testing methods and management system standards may be needed. COGUANOR will be involved as the institution in charge of developing those standards with the participation of the interested parties in its standards Committees. It is important to mention that there are some new standards already adopted, such as the ISO 22 000 standard and the CODEX HACCP standard, there is also a standards committee for microbiology testing methods in place.

## 2. AGEXPORT –INTECAP (National Institute for Technical Training and Productivity)

AGEXPORT and INTECAP have already agreed to cooperate in the development of training and technical assistance for food processing plants in order to help them implement the GMP's and HACCP systems. In this agreement INTECAP will provide the instructors and training material and AGEXPORT the training facilities, promotion and finally the companies that will implement the systems.

Once the project developed a methodology for the fast (6 to 12 months) implementation of the systems it will be put in practice under an annual program. The goal is to start with five to ten companies and increase the number as interest builds with good example and competition. The five to ten companies come from the jams and preserves producing sector.

For the project this agreement is an important fact because it guarantees that the instructors as well as the materials developed with it, will keep on working after it's finished.

## 3. AGEXPORT – INCAP

The Central American and Panama Nutrition Institute is an organization established by the Central American Ministries of Health and its purpose is to help our countries in nutrition and health issues. The Institute develops research and training programs for governments and private companies. It has cooperated with AGEXPORT in former years, for example in training laboratory technicians in Cyclospora detection in raspberries or training and integrating committees for proficiency testing programs.

INCAP has also a network of experts with which they work, organized by the Panamerican Health Organization, and has experience developing, training and developing research programs with PAHO and other international organizations.

### Partner institutions involved

If appropriate, identify STDF partner institutions who will be involved and describe the nature of that involvement.

### Project outputs

Specify outputs clearly and in detail and show relationship to key STDF objectives including capacity enhancement, improved market access and trade opportunities, poverty reduction, linkages to country or regional program development priorities, public private co-operation, innovativeness, demonstration effects, etc.

### Capacity enhancement.

A major improvement which will be achieved by the project, is building an inspection scheme that uses accredited inspection agencies instead of a centralized non accredited inspection agency. This new scheme is a pilot program for the exporting food industry but will improve the capacity of the Ministry of Health to survey food exports and food production in the country with a broader territorial coverage and a minimal change in their operation budget and greater improvement in technical competence. Once established, we will be able to improve it and broaden it to other sectors who request it. It will be a similar case

as the PIPAA program supported by the Ministry of Agriculture and USDA, but for processed foods and at the Ministry of Health.

Capacity will also be enhanced in terms of competence and stability of inspection personnel which will find a more stable and motivating working place in an accredited inspection body. At the moment one of the major problems with competent personnel at the government central inspection agencies is the constant changes that don't allow them to keep their jobs or perform them well due to lack of resources.

It is also important to remark that accredited laboratory services must be available for industry, not only for surveillance purposes, but also for technical support in the regular food safety and quality control expected in their processes. These services are not given by government owned laboratories, but by laboratories which must have the same level of technical competence in the private and academic sectors. That is why at the end of the project it is expected that the food testing laboratories trained by the project will be in conditions to support industry with accredited tests.

It is also important to remark the importance of having at least one accredited laboratory to perform tests in food exported to Europe that can support accredited inspection procedures. For example, up to now the National Health Laboratory does not have an accreditation in food tests, that is why the Ministry of Agriculture performs its tests at ISO 17025 accredited private laboratories in Guatemala and abroad for the shrimp and honey surveillance programs. The project will enhance capacity at laboratories which will perform accredited tests that will support the HACCP implementation in the jams and preserves industry.

One major requirement to prove competence for accredited laboratories and those requesting accreditation, is to participate in proficiency tests. That is why supporting the Laboratories Commission, organizer of the proficiency tests in Guatemala will help to increase the capacity of the laboratories network to prove competence and of OGA to support its accreditations. It will also increase the possibilities for laboratories to achieve accreditation at affordable costs.

INTECAP will also be able to support industry, especially SME's, with a number of HACCP trainers registered with them. The trainers register will fulfill the necessary conditions to guarantee that the persons are competent in HACCP training, planning and implementation. Register through INTECAP of HACCP trainers will facilitate industry information about people who can support them in training and implementing the systems. INTECAP will be in the capacity to keep on training trainers and keep the register updated and officially recognized.

### Improved market access

The EU and the USA, have stated that their safety levels for food products will not be reduced to improve market access for countries outside their region; therefore a great effort is demanded from us in order to improve the official conformity assessment procedures to keep on having access to those markets as well as improving competence in food quality control laboratories. As shown by a 2007 EU research project for market access potential for Guatemalan food products, demand for products such as preserves, dried fruits and vegetables, honey, fresh and frozen fruits and vegetables, juices and sauces is increasing in the European market, however food safety standards and quality must be complied with, as well as rules of origin.

The United States is also constantly monitoring food safety in fresh and processed foods and increasing the size and strength of its inspection agencies. Even so, as learned from the recently approved amendment of the Consumer Safety Act (CPSIA) which we understand is only for the inspection of non edible products, they show the importance of supporting conformity assessment with accredited agencies. The United States is also starting to rely on accredited tests to approve entrance of products into its territory as a mean to avoid barriers to trade but increase inspection capacities; this project is directed into preparing Guatemala for better food safety exports inspection and surveillance through accredited agencies.

### Public-private cooperation

The experience of managing this project with the participation of the members of the board of OGA will enforce the cooperation already started there. It is not only cooperation between public and private institutions but between various public institutions and private organizations. The implementation of an accredited inspection scheme for food will develop a cooperation network between three ministries (Agriculture, Health, Economy) and at least one private organization (AGEXPORT), but most probably others like the Chamber of Industry and the Chamber of Commerce as well.

Other partners such as INTECAP and INCAP are also part of the network and improve the quality of the cooperation they keep with AGEXPORT and with the public sector.

### Innovativeness

The use of accreditation as a tool to decentralize inspection and testing services is a new approach in Central America, which can help in improving efficiency and transparency in government services while keeping public budgets manageable for government.

Including private and university laboratories in activities related to technical assistance for industry as well as inspection for official purposes is also a new and much needed innovation in the country.

Generating the national register for approved HACCP trainers will bring clarity to training services making it easy to identify competent trainers for the HACCP implementation processes.

Having an organization like the Laboratories Commission, able to organize proficiency tests in the food area is a major innovation for the Central American region.

### Project Impact

Specify the expected impact the project will have on market access, the SPS situation and poverty reduction. Identify how the project will fit with existing bilateral or multilateral donor projects and programmes, examine the sustainability of the proposed action and, where possible, suggest where the project may be replicated.

HACCP became the minimum food safety requirement for food exports to the EU and North America since the beginning of the century. Guatemala exported in 2006 over 40 different fresh fruits, vegetables and seafood products worth four hundred forty million dollars of exports to those markets. Fifty five thousand farmers are involved in the production of fruits and vegetables for export in Guatemala.

Five hundred seven million dollars worth of processed foods containing fruits, vegetables, grains, oils and honey produced by over 42 000.00 workers at small and medium companies that conform the production chain around the country were exported all over the world from Guatemala in 2007.

According to 2006 statistics, fresh fruit and vegetables, processed foods and seafood exports generated 108 000 job opportunities during that year.

For processed foods, exports have increased from 2006 to 2007 over 28%. In terms of sales, Guatemala exported \$ 394.5 million in 2006 and increased its exports to \$ 507.0 million in 2007 only in processed foods. 2008 continued with this market tendency even with the economic crisis going on in the main markets.

The protection of those exports in terms of providing them with the proper conformity assessment procedures has an extremely important priority for the Guatemalan economy.

AGEXPORT is aware of other projects regarding food production and exports and is taking part in some of them, and managing others. This project is designed to be complementary in enhancing mainly the national infrastructure that supports technical assistance, process control and regular production inspection/surveillance . It also has an important activity related to the review and improvement of national regulations at the ministry of health to allow the use of accredited inspection for export inspection processes with the Ministry.



The project relays on the products provided by other projects such as the one managed by USDA with the Ministries of Agriculture in Central America, mainly the training of Good Agricultural Practices trainers for fresh produce and the training for government owned laboratories as reference laboratories. The jams and preserves industry has requested help to improve the food safety and control of local farmers who provide them with their main materials.

This project targets the jams and preserves industry as its main beneficiary considering that it is getting support from the German Cooperation to adapt its products and processes to the German market. This is an organized group of industries who have requested support in quality and inspection procedures as part of the process to start exporting into Germany. Processed foods surveillance in Guatemala are a responsibility of the Ministry of Health. This is why the project's HACCP training activities are developed with the Ministry of health.

Besides the USDA project there are the following projects related to this one:

There is a joint project with the ministry of Agriculture with the goal of building 33 storage and selection plants for snow peas and other vegetables in Guatemalan rural areas producing for export. This project aims at providing them with the necessary infrastructure to comply with Good Agricultural Practices, and has a budget of \$ 1.3 million and will facilitate exports for approximately 1650 farming families.

There is also a another project with USAID for building ten new irrigation systems for vegetables for export that will benefit 1500 families and has a budget of \$ 2.08 million. This project is aimed at increasing production during the dry season by 400 hectares.

There is another project with HIVOS, from the Netherlands, that is promoting the production and exports of honey, organic certified products and roasted coffee from small farmers which has an execution period from 2008 to 2010 and a budget of 232 thousand euros.

There is also a Central American project that is helping small and medium agribusiness companies comply with CAFTA market requirements. Its goal is to help 100 SME companies comply with market requirements in Guatemala, and at least 20, have their first exports at the end of the project. The budget for the Guatemalan part amounts to \$ 776 336,00. This is a joint project with the Ministry of Economy and is financed by IDB funds from FOMIN. The project started this year and has an execution plan of 42 months.

All this projects are already approved and in different stages of execution. They will help farmers and food processors to have access to foreign markets, so the implementation of the inspection scheme for food products is a very important strategic project to assure market access and exports increase during the following years.



As explained before, the technical assistance capabilities that will be developed with the STDF project will remain available through INTECAP. This is guaranteed because the institute already identified HACCP as a national necessity and has allocated budget to develop courses and training for the private sector. However it is important to develop the trainers, materials and introduction of a training methodology which is what is being requested in this project.

The certification scheme will remain alive, because it is market driven and there is already a big demand for it at the exporting companies, the existence of OGA and its international recognition is in place, and food exports are one of the biggest growing business in the country.

### Project inputs

Specify total project cost. Attach detailed breakdown of proposed uses of funds

### Budget for STDF

### Non-STDF contributions

If appropriate specify any financial contributions expected from sources other than STDF.



Management	Unit	Nr. Of Units	\$ US per Unit	\$ US total	Local Counterpart
Project Manager	Month	24	\$2,500.00	\$60,000.00	
Assistance					\$32,876.00
Office Supplies	Month	24	\$500.00	\$12,000.00	
Office services					\$2,400.00
<b>General Diagnostic</b>					
Assessing team	Week	2	\$5,935.00	\$11,870.00	
Seminar for Government Officials	day	3	\$805.00	\$2,415.00	
Room, logistics, audio and video equipment, and coffe break					\$2,140.00
Seminar for the General Public	day	6	\$805.00	\$4,830.00	
Room, logistics, audio and video equipment, and coffe break					\$11,290.00
Traveling tickets	ticket	8	\$1,500.00	\$12,000.00	
<b>Development of the legal framework</b>					
8 visits to Guatemala	Week	16	\$5,935.00	\$94,960.00	
Traveling tickets	ticket	8	\$1,500.00	\$12,000.00	
<b>ISO 17020 Technical Assistance</b>					
Eight visits to Guatemala	Week	8	\$5,935.00	\$47,480.00	
Expenses for local support in logistics, local travelling, materials					\$17,500.00
5 day course for inspection agencies	Week	1	\$5,935.00	\$5,935.00	
Room, logistics, audio and video equipment, and coffe break					\$5,260.00
5 day course for OGA Assessors	Week	1		\$5,935.00	
Room, logistics, audio and video equipment, and coffe break					\$4,060.00
Visit at a Foreign Accreditation Body performing Assessments of Inspection Bodies.	Week Abroad	3	\$5,935.00	\$17,805.00	
local expenses. Salaries of the travelling persons					\$2,400.00
Traveling tickets	ticket	13	\$1,500.00	\$19,500.00	
<b>Food Testing Laboratories Enforcement</b>					
4 Workshops for testing methods	Days each	4	\$805.00	\$3,220.00	\$11,256.00
Room, logistics, audio and video equipment, and coffe break					
2 Chemical metrology seminars	Day	3	\$805.00	\$2,415.00	
Room, logistics, audio and video equipment, and coffe break					\$4,628.00
1 Food sampling workshop	Week	1	\$5,935.00	\$5,935.00	
Room, logistics, audio and video equipment, and coffe break					\$3,128.00
Certified Materials for 4 PT's	Materials	80	\$125.00	\$10,000.00	
PT's organizers					\$21,270.00
Traveling tickets	ticket	10	\$1,500.00	\$15,000.00	
<b>Methodology for Implementing HACCP at SME's</b>					
Train the Trainer Course	Course	1	\$6,000.00	\$6,000.00	
Room, logistics, audio and video equipment, and coffe break					\$3,520.00
HACCP Plan workshop	Course	1	\$6,000.00	\$6,000.00	
Room, logistics, audio and video equipment, and coffe break					\$3,520.00
HACCP Risk Analysis Workshop	Course	1	\$6,000.00	\$6,000.00	
Room, logistics, audio and video equipment, and coffe break					\$3,520.00
HACCP Assessors Course	Course	1	\$6,000.00	\$6,000.00	
Room, logistics, audio and video equipment, and coffe break					\$3,520.00
INTECAP 50%salaries for technical support for 5 companies in implementing HACCP					\$17,123.00
Beneficiaries tariff for 50% salaries of local experts technical support in implementing HACCP					\$17,123.00
Traveling tickets	ticket	8	\$1,500.00	\$12,000.00	
5% unforeseen expenses				\$18,924.75	
<b>Total</b>				<b>\$398,224.75</b>	<b>\$166,534.00</b>

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### Timetable

Show proposed commencement and conclusion dates (maximum project duration two years)

Starting date for the project is desirable for February 2010 and finishing date January 2012.

Activity	Month																							
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
<b>Project Management organization</b>	█																							
<b>General Diagnostic</b>																								
Assessing team	█																							
Seminar for Government Officials																								
Seminar for the General Public	█																							
Traveling tickets	█																							
<b>Development of the legal framework</b>																								
8 visits to Guatemala		█		█		█		█		█		█		█		█		█		█		█		█
Traveling tickets		█		█		█		█		█		█		█		█		█		█		█		█
<b>ISO 17020 Technical Assistance</b>																								
Agencies Invitation and selection																								
Eight visits to Guatemala		█		█		█		█		█		█		█		█		█		█		█		█
5 day course for inspection agencies		█																						
5 day course for OGA Assessors												█												
Visit at a Foreign Accreditation Body performing Assessments of Inspection Bodies.															█					█				█
Traveling tickets		█		█		█		█		█		█		█		█		█		█		█		█
<b>Food Testing Laboratories Enforcement</b>																								
4 Workshops for testing methods																								
2 Chemical metrology seminars																								
1 Food sampling workshop																								
Certified Materials for 4 PT's																								
Traveling tickets																								
<b>Methodology for Implementing HACCP at SME's</b>																								
Train the Trainer Course																								
HACCP Plan workshop																								
HACCP Risk Analysis Workshop																								
HACCP Assessors Course																								
Traveling tickets																								
5% unforeseen expenses																								

## Description of project background and rationale (Annex 1)

### Background.

Guatemala has a large portion of its economy that depends on food exports. During 2007 Guatemala exported \$ 1005 million in fresh and processed foods, excluding coffee, sugar and bananas. There are plans for increasing the exports for 2011 to \$ 2030 million. The country must face the problem of complying with free trade agreement requirements in regard to food safety procedures and also, at the same time attend problems of poverty, education and basic health issues of its population.

This is stressing the allocation of government budget and putting in danger food exports as they grow, but conformity assessment coverage doesn't grow as fast. A change of conformity assessment strategies is needed to face the problem. The strategy taken by other, more developed countries, has been to decentralize inspection and work through accredited inspection bodies and laboratories that perform on site control and report to the authorities. These procedures have internationally accepted standards and are also included in free trade agreements as acceptable procedures for food safety assurance.

Guatemala needs to adopt those procedures rapidly to assure the growth of food production, food exports and local food safety for its own population. The country has already made important advances, such as establishing its accreditation Office (OGA) and having it join the Interamerican Accreditation Cooperation (IAAC) Mutual Recognition Agreement for laboratory accreditation. It also has the Guatemalan Technical Standards Commission and several accredited laboratories as well as the first accredited inspection body.

The Guatemalan Exporters Association (AGEXPORT) has been involved in the development of these Quality Infrastructure since 10 years ago and keeps promoting it through the Laboratories Commission, the organization of Laboratory Proficiency Tests and also by being present at the Board of Directors of OGA and COGUANOR, several standardization Committees and the Board of Directors of an agricultural inspection program called PIPAA. We also are members of the Quality Committee of the Joint Chambers of Agriculture, Commerce, Finances and Industry Committee (CACIF).

The Food inspection scheme suggested in this project is being requested for by the Processed Food Commission from AGEXPORT and supported by OGA, the National Technical Training Institute and de INTECAP. All of them key players in the development of food exports since at least 1998.

Guatemala exports products like seafood and honey, which face many requirements for export to Europe, also vegetables which face many requirements from importers in North America and Europe and various processed foods like preserves, juices, sauces, candies and others which are exported to many different destinations. These products are in urgent need for the competent authorities to implement the management of accredited inspection schemes.

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## Work plan, dissemination plan and evaluation plan (Annex 2)

### Work Plan

#### General Objective.

To implement accredited inspection and certificates for Good Manufacturing Practices and HACCP recognized by the competent authorities in Guatemala.

#### Expected Results.

At the end of the project there will be companies with implemented HACCP systems inspected by accredited inspection agencies recognized by the competent authorities.

There will be a legal framework that allows for accredited inspection to be used as a conformity assessment tool.

The services of the Guatemalan Quality Infrastructure will be known, and used by other authorities and the business community to enforce conformity assessment and exports.

#### Activities.

##### General Diagnostic

A general evaluation of the relations and present state of the National Quality Infrastructure at the Ministry of Economy and related regulation and inspection offices at the Ministry of Health will be performed. After the evaluation an introductory seminar will be held for all government officials and legal advisors to be aware and get acquainted with the terms and benefits of conformity assessment and use of accreditation.

At the same time a review of the present legal framework for food inspection and certification will be done and the identification of the route and legal documents that have to be developed will be established together with the Ministry of Health. Evaluation should be done by a team of experts from a European Agency that already works with the accreditation Scheme.

A seminar on conformity assessment for food exports will be held for food producers and exporters in Guatemala. The project will be explained to the business community and companies invited to join the following training and technical assistance activities.

##### Development of legal framework and inspection manuals

Teams will be organized with the two involved ministries to develop the proper legal framework to:

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- Recognize that inspection may be done by independent accredited inspection agencies.
- Recognize HACCP systems as a food safety program
- Develop the official inspection manuals Good Manufacturing Practices and HACCP in jams and preserves products.

The teams will work with a foreign expert that has experience developing this framework at a national agency. The expert will come to Guatemala eight times.

#### Implementation of accredited inspection agencies

National certification or inspection companies will be invited to join the project as food inspection agencies. A number of at least four and no more than 10 companies will be selected to receive training and technical assistance to implement their management systems according to:

- ISO 17020
- The inspection manuals developed by the corresponding ministries

They will have an expert appointed to visit them in eight occasions to guide them in the construction of their documented system.

Simultaneously OGA assessors will be trained as ISO 17020 assessors for inspection agencies in the food area. Training will be done with a 5 day seminar and practicing as observers in inspections performed abroad by another accreditation office contacted/selected by OGA. There are agreements with OGA and other Accreditors that allow for this sort of activity, like SWEDAC in Sweden.

#### Enforcement of laboratories for food testing

AGEXPORT leads the Laboratories Commission. Within the Commission there are at least 10 private laboratories that perform food testing, the Commission also keeps a good collaboration relationship with the National Health Laboratory and university laboratories. All the private laboratories have implemented the ISO 17025 standard and most of them have accredited some methods related to food testing. The enforcement will be held in the form of seminars and workshops about:

- Training of good laboratory practices for laboratory technicians from private and university laboratories.
- Training in new/up-dated microbiology and chemistry methods for food
- Training in chemical metrology related to food testing
- Training in food sampling

The Laboratories Commission hosts the Proficiency Testing Unit, recognized by OGA. The Unit will buy certified materials to perform 4 proficiency tests for the food laboratories according to methods identified as key methods for food control.

Development of the methodology for efficient HACCP implementation in SME food processing plants.

The training materials will be developed at the National Technical Training Institute (INTECAP) and given to a team of at least ten food industry advisors selected together between INTECAP and AGEXPORT.

Training will include:

- Adult education techniques
- Tools for problem solving
- HACCP plan development
- Risk analysis development
- HACCP system assessment

The assessors will be appointed to one participating company and accompanied through the implementation process. At the end of the process the companies will be assessed by an inspection agency and certified when HACCP system is properly implemented.

Assessors will remain at the INTECAP data base and work training and assisting food exporting companies from AGEXPORT or any other company that requests the INTECAP services.

#### Dissemination Plan

Once the legal framework is implemented and the training materials for HACCP finished, it is expected that at least 10 companies will request the training and assistance services in the first two years and then on increase as competition starts to promote its certification and importers increase demand for it also. AGEXPORT will keep the alliance with INTECAP and INCAP to perform training seminars for food industry, laboratories and inspection agencies. Those alliances already exist and are being used annually at different activities.

As demand grows for inspection it is expected that most agencies will request accreditation at OGA, and also that the general experience of using accredited inspection agencies will be disseminated by OGA to other authorities and in Central America through the network they keep with the other Central American Accreditation bodies.



## Evaluation Plan

A three month evaluation is planned for the technical follow up of the project and a yearly evaluation for the financial follow up.