

# IMPROVING FOOD SAFETY ALONG MYANMAR OILSEEDS VALUE CHAIN



## 2017 HIGHLIGHTS

MORE THAN **300** FARMERS  
AND **20** EXTENSION  
OFFICERS AND FARMERS  
LEADERS TRAINED ON GAP

START THE DEVELOPMENT  
OF QUALITY MANUAL FOR  
COLLECTORS AND  
WAREHOUSES

**5** SEEDS PROCESSORS  
AND **6** OIL MILLERS  
SUCCESSFULLY  
IMPLEMENTING HACCP  
UNDER THE PROJECT

WORLD EXPORT  
DEVELOPMENT FORUM

NEEDS ASSESTMENT FOR  
PACKAGING SOLUTIONS

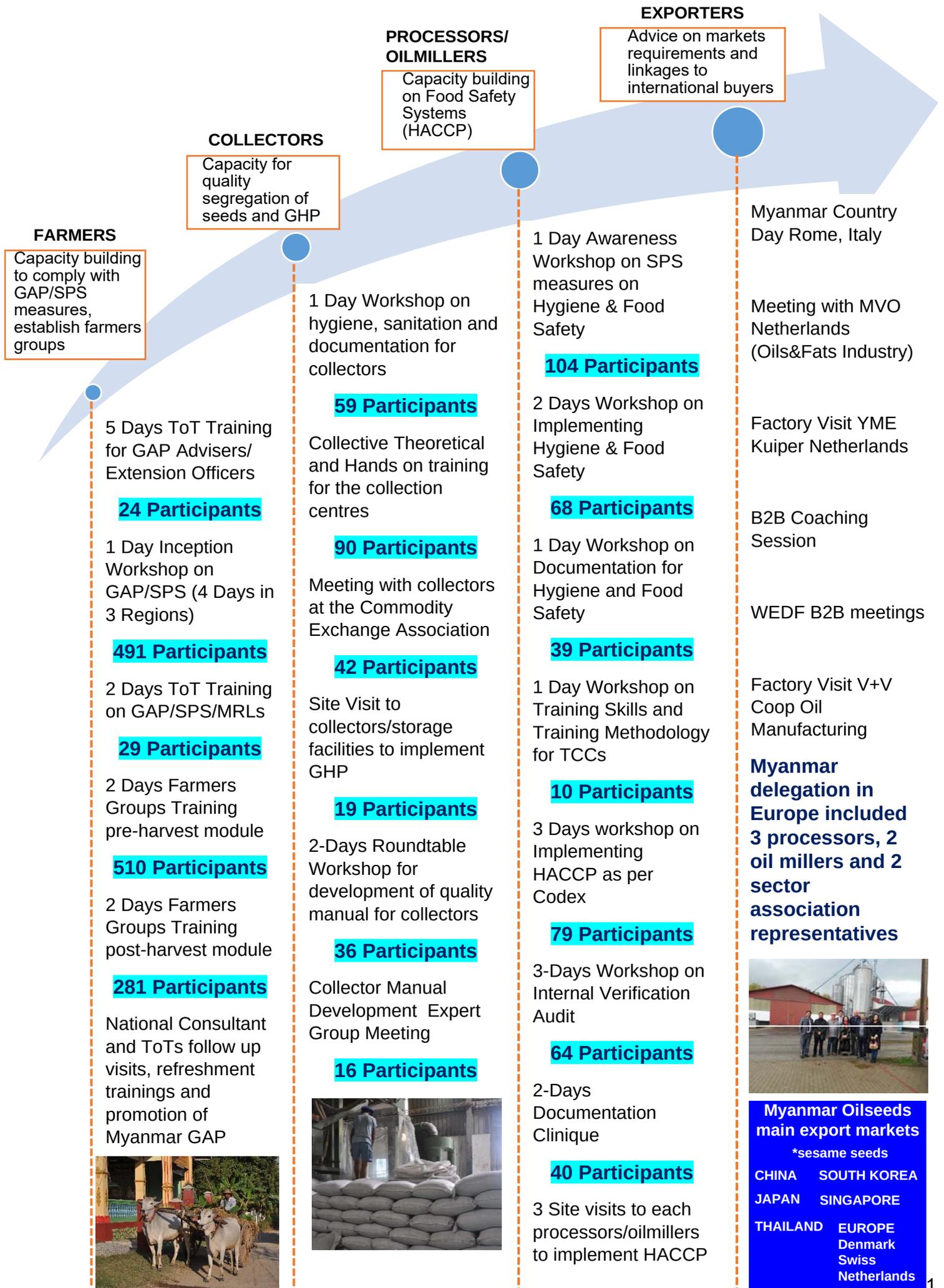
## PROJECT OVERVIEW



Improving food safety and compliance with SPS measures to increase export revenues in the oilseeds value chain is a 3 year project (October 2015- August 2018) funded by the Standards and Trade Development Facility (STDF)<sup>1</sup> and implemented by ITC in partnership with Myanmar Ministry of Commerce. Officially launched in October 2015, the project aims at improving food safety and compliance with SPS measures for market access in the oilseeds sector in Myanmar, a country with high agricultural production and export growth potential. Farmers, Collectors, Processors and Exporters will benefit of international and local expertise to improve good practices (GAP, GHP) and systems (HACCP) along the sector value chain for quality and safer products. The project will be extended for further 6 months to be concluded in February 2019.

<sup>1</sup> For more information about the STDF visit [www.standardsfacility.org](http://www.standardsfacility.org)

# Value Chain Activities Overview



## Other Project Related Events - Meetings



Date	Event	Location	Organizer		
2 Feb 2017	Roundtable meeting of implementing partners of NES	Yangon	ITC/MOC	130	55
2 Feb 2017	Myanmar Country Day	Rome	MAECI/MISE/ICE	-	-
23 Feb 2017	Trade Fair Event Myanmar	Magway	MoC, Myanmar Trade Promotion Organization	204	67
2 March 2017		Mandalay		61	16
5 March 2017	MEOMA CEC Meeting	Mandalay	MEOMA	28	4
23 June 2017	Healthy Edible Oil Workshop MEODA	Yangon	MEODA, Department of Consumers Affairs MoC	234	66
9 June 2017	BCS Italian Agro Machinery Company demonstration for farmers	Magway	BCS	20	0
12 July 2017	STDF 486 3rd PSC Meeting	Yangon	ITC/MOC	31	14
7 Sept 2017	Sample Testing Meeting	Yangon	ITC	11	7
21 Sept 2017	Pro-pack Myanmar	Yangon	UBM	-	-
22 Nov 2017	Visit to laboratories	Yangon	ITC	-	-
5 Dec 2017	Regional Project Committee Meeting	Sagaing	ITC/MOC	11	5
29 Dec 2017		Mandalay		13	3

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Myanmar National GAP Protocol and Guidelines officially released in November 2017

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Successful contract agreements for Sesame seeds Export established in 2 beneficiary farmers-collector-exporters Value Chain

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1 beneficiary Seeds Processor/ Exporter obtained HACCP Certification

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More than 1000 followers on Facebook Oilseeds Project Page

# 1

# FARMERS



As initial actors in agricultural value chains, farmers are the key to improve the quality and safety of oilseeds since the very first steps of production. In recent years, Myanmar farmers have been facing many challenges and seeing their yields decrease, due to adverse climate, lack of quality inputs, higher farming cost and difficult access to finance.

Moreover, the lack of knowledge and improper use of pesticides and fertilizers is not only triggering health risks and environmental pollution, but also the safety of the products intended to be consumed by the local population as well as exported outside Myanmar.

To address these issues, ITC designed specific interventions to raise awareness among farmers, local authorities and sector association and train farmers and agricultural extension officers on Good Agricultural Practices (GAP) and SPS measures to guarantee food safety, product quality control, reduced impacts on the environment, health and overall social welfare.

In 2017, a referenced International Consultant on Agriculture, Mr. Wayne Hancock, conducted three field missions in the target regions (Mandalay, Sagaing, Magway) on GAP, Pest Management, SPS, Farmers Field School and harvest/postharvest practices.

## Build Synergies and Promotion of National GAP for Oilseeds Products

Sesame and groundnuts are among the crops covered by the National GAP guidelines released by DoA last November. Therefore, further coaching and supportive activities have been organized throughout the year by GAP National Consultant Ms. Wah Wah Hlaing and National Project Manager, who visited the villages together with the trained local staff (ToTs) to replicate the trainings.

More than  
**300**  
Beneficiary  
Farmers  
Trained on GAP

Around  
**20**  
Trained Extension  
Officers and  
Farmers Groups'  
Leaders

DATE	LOCATION	EVENT	PARTICIPANTS
16-20 Jan	Mandalay	5 Days ToT Training for GAP Advisers/Extension Officers	24 14
21-26 Jan	Mandalay Sagaing Magway Aunglan	1-Day Inception Workshop for farmers on GAP and SPS	491 99
24-25 Apr	Mandalay	2-Days ToT Training on GAP, SPS and MRLs	29 13
26 Apr- 11 May	Target regions	2-Days Farmers Groups Training pre-harvest module	510 116
25 Jul- 8 Aug	Target regions	1-Day Farmers Groups Training post-harvest module	268 41
April-Dec	Beneficiary Villages	34 Farmers Field Visits conducted by NC and TOTs	20 farmers groups

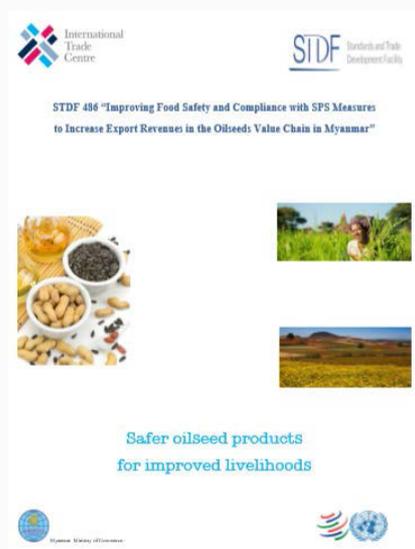


## Farmers' Manual and Record Book

A first draft of the Food Safety and Quality Manual for Farmers and Record Book has been distributed among beneficiary villages. These practical documents include useful information on good farming practices for oilseeds crops and guideline on how to record and monitor relevant information from planting to harvesting in line with national GAP system.

## Promotion of Plant Protection Mobile App

The Plant Protection Division under Ministry of Agriculture, Livestock and Irrigation has recently introduced a mobile application to promote the effective and safe usage of pesticides on agricultural products allowing users to cross reference brands to see if they has been registered and are in fact safe to use. During the field visits NPM and NC promoted the use of this App among beneficiary farmers' groups.



[Click here for more](#)

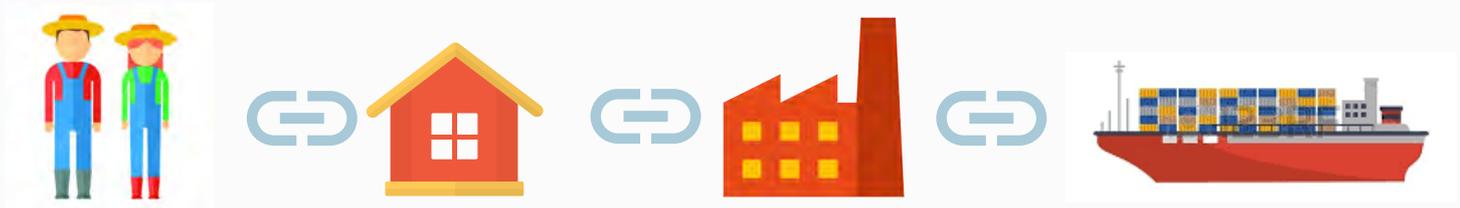


## Value Chain Approach



As farmers adopt better practices to grow their crops, the project aims at facilitating the connection between the other stakeholders along the oilseeds sector value chain. Collectors, Processors and relevant institutions are involved and encouraged to create sustainable supply linkages based on better quality and safer products as well as better prices paid to the farmers. In 2017, two successful pilot value chains have been established for sesame crops among beneficiaries farmers groups, collectors and exporters.

### Successful Pilot Value Chains for Sesame



**One Beneficiary Company (1)** initiates a direct value chain to implement the traceability of its products with 11 farmers of one of the project beneficiary groups, Kula village in Kyaukse township in Mandalay region. These farmers grow a new variety of black sesame produced by DoA and they will supply around 1600 baskets of black sesame (the equivalent of two containers) for a favorable price, 3.7% higher than the market one, as a result of the negotiation between the company and the Japanese buyer who submitted the trial purchase order. This value chain is expected to expand next year if the buyer is satisfied with the quality of sesame and the farmers will agree on the conditions. Moreover, the buyer facilitated MrIs' testing of raw sesame directly to be done by a Japanese Laboratory, in order to meet the importing country's regulatory requirements.

**Another Beneficiary Company (2)**, instituted linkages backward in the supply chain passing through a collector, also among project beneficiaries and trained on hygiene practices and traceability, to 35 farmers in Aunglan region (20 project beneficiaries) providing them 4% higher price for 2000 sesame seeds baskets (equivalent of more than 2 containers).

	VC 1	VC 2
Local market price	40500 mmk	41600 mmk
Price paid to GAP farmers	42000 mmk	43300 mmk





# Testimonials



**U Tin Aung, Farmer**  
Kyar Kar village,  
Kyauk Se township,  
Mandalay Region

“We are glad to discuss about GAP for improving productivity and quality of oil crop. Our village is dedicated to sesame farming. We love to grow sesame. Neighboring farmers are also impressed by our progress. As we have been growing sesame systematically, the GAP procedures explained to us are not that difficult to follow. However, we still need some more changes. We like this project and we are glad to be part of it. Though we grow sesame we do not have price guarantee. When we get GAP certificate we can reach export market”

“We attended this training for trainers to work together with farmers who would apply for GAP certificate. We strongly believe that GAP for oil crops will be successful as we join hands with farmers and apply our knowledge and skill together with their practical experience towards food safety and quality upgrade”.



**U Myo Oo, ToT**  
Salin Gyi township,  
Sagaing region



*Mandalay Inception Workshop opening speech by Regional Minister, Agriculture, Livestock and Irrigation*



*From left to right: Chairman Oil Miller Association, MyanTrade Director, ITC Adviser on Export Quality Management and National Project Manager*

*Closure of Mandalay Inception Workshop*





# 2

# COLLECTORS

In the oilseeds value chain, Collectors play a very important role in connecting farmers to processors, exporters and oil millers in the country. Storage of raw material like sesame seeds and peanuts, in fact, is a critical stage to control some of the hazards that may affect the safety and quality of the products. Therefore, it is very important to ensure that Good Hygiene Practices (GHP), proper use of fumigants, traceability, and FIFO of stacks of raw material are implemented at the collector warehouses. The project designed a component specifically dedicated to enhancing the capacity of storage facilities to meet SPS measures related to contamination and regular implementation of hygiene practices. 5 selected collectors from the three target regions have benefitted of 1 day site visit of the international consultant on Food Safety Dr.Namrata Wakhaloo, focused to improve their knowledge and implementation of good hygiene practices, FIFO, traceability, and testing.

Record keeping systems have been found to be quite efficient in all warehouses, however there is still a need of improvement in hygiene and storage practices.

During the mission, key equipments' list, necessary tools and materials have been identified to be purchased and distributed by the project in 2018.



**Meeting at the Commodities Exchange Centres**

2 meetings with collectors association and Regional Commodities Exchange Centers (CECs) have been organized with the aim to sensitize these actors on food safety in international trade, why compliance is required, and discuss challenges and solutions.

Among the various topic discussed, Pesticide Residues seem to have become a major issue in the sector, highlighted by the necessity to bring awareness through the media and DoA lack of means to cover GAP training for all farmers.

*Participants*

**CEC Mandalay 20 Collectors/Brokers**

**CEC Monywa 17 Collectors/Brokers  
7 MoC Staff**

# 5

**Collectors trained on GHP, FIFO and Traceability and significantly improved their practices**

## Development of Collectors' Manual

According to the issues identified at collectors' level and due to the strong interest expressed by both interested parties and local authorities, ITC is coordinating the development of a quality and food safety manual for oilseeds storage.

This manual shall include the sampling methods, all tests that should be conducted at the collection/storage facility and the posters and pictorials for hygiene and sorting customized to the small and micro warehouses used by collectors. Infact, it is of utmost importance that the current size of warehouses is considered while making recommendations.

The first roundtable held 12 and 13 June in Naypyidaw brought together public and private stakeholders of warehouses/ collectors such as senior administrators, control/inspectorate officials, technical advisors and other to initiate activities leading to the development and the correct usage of the manual.

After the structure had been defined, a second meeting with senior technical experts from DoA, MoC and laboratories has been organized in Yangon to define contribution to each chapter and roadmap for issuing the manual.

Once finalised, the manual will be available in both English and Myanmar language.



*Collectors Manual Roundtable opening speech by U Aung Soe, Director General Myanmar Trade Promotion Organization (12.06.2017 Naypyidaw)*

<b>35 Participants</b>	<b>16 Women</b>
13 MyanTrade, MoC, DoCA	
4 DOA	
6 Collectors, CECs	
3 Seeds Processors	
1 MITS Laboratory	
1 FDA	
1 Myanmar Pulses and Beans Association	



*Experts Group Meeting for Collectors Manual Development (24 November, MoC Office Yangon)*

<b>16 Participants</b>	<b>11 Women</b>
5 MyanTrade, MoC, CTQM	
1 DOA	
4 Laboratory (MITS, OMIC, SGS Myanmar Ltd.)	
2 FDA	

# 3

# PROCESSORS EXPORTERS OILMILLERS



2017 has been a fruitful year for the beneficiary companies involved in the implementation of the HACCP system. After the awareness training and first site visits to identify main gaps in their processing facilities conducted last two months of 2016, this year roadmap for actions included the development of HACCP documentation, closure of gaps and further improvements and monitoring on the implementation of food safety and good hygiene practices towards voluntary certification.

Two more missions have been conducted by Food Safety IC, to strengthen the understanding of the need for and implications to the oilseed value chain of Hygiene Practices and Food Safety Systems according to HACCP in Myanmar. A strong interest in the training programs delivered and the overall commitment shown by most of the companies in Yangon, Mandalay and target regions, as well a considerable improvements of the processing facilities have been satisfactorily witnesses.

Management and employees are now ready to issue their documents and conduct the Internal Verification Audit with the support of the TcCs by the beginning of 2018.

**New Golden Gate, one of the 11 beneficiaries' companies, already got ISO 22000:2005 certification in November 2017**

\* **5** Seeds Processors Exporters successfully implementing Food Safety Systems according to Codex HACCP

\*\* **6** Oil Millers

\* Aung Kyun Thar , Maou Oak Shaung International, New Golden Gate, Pyei Phyo Aung, Shwe Tha Zin.

\*\*Ah May Htwar, Asia Thar, Duwun Oilmill, Golden Taste, Soe Moe Tun, Triple Nine Great Integrity

### 3 - DAYS WORKSHOP ON IMPLEMENTING HACCP AS PER CODEX



### 3-DAYS WORKSHOP ON INTERNAL VERIFICATION AUDIT



Breakdown of Workshops participants



28 Processors/Exporters and Oilmillers
3 Collectors
9 MoC, Myantrade
2 DOA
10 FDA
8 Associations, Chamber of Commerce
2 Laboratory
11 TcCs

26 Processors/Exporters and Oilmillers
3 Collectors
5 MoC, Myantrade
7 FDA
1 Laboratory
10 TcCs



### Testimonials



*Thet Htun Lin  
MD Golden Taste  
Joint Secretary  
General MRCCI*

**Q: What is the progress you have made so far in implementing HACCP?**

A: Our Oil Mill put up application. We will join hands with volunteers (TcCs) to provide data. Currently, we are following FDA's guidelines and we upgraded our process main filter in the separate unit. We use floor tiles and the refined oil is stored in stainless steel tank [...].

**Q: Please tell us your view about the edible oil with or without HACCP?**

A: Very different in quality. Years before we had no proper certification process. (...) Now we have Lab in Mandalay and we need to spend less time and money than before for testing our products, and we have gained more confidence in the distribution of our oil in the market. Implementing HACCP is much better and we can achieve the international standard. We are proud to provide healthy and safe food for our people.

**Q: Any further view to present?**

A: We did not have a similar workshop or similar project in the past. We understand how we need to upgrade our products to meet requirements of international market. We are willing to take an active part in the project. We are glad to have more and more projects. On behalf of MRCCI, we are grateful for this kind of Training and we assure you to give more collaboration in future.

# Trainers cum Counsellor (TCCs)



**Khaing Thandar Kyaw**  
*Deputy Staff Officer  
Environmental Conservation  
Department  
Mandalay Region*

"Before becoming a TcC in this project, I had no awareness of food quality and safety. Now, when buying food, I really pay attention and chose the certified and safer products. I got much knowledge, experience, practice, and understanding of food safety from Namrata's training. I became confident to transfer my skills and support companies and other trainers for HACCP systems implementation. I hope to see safe oil come to the consumers in assisting the companies to get HACCP certification. I am proud to say that the oil millers have significantly improved under ITC and TcCs guidance. I aim to be a food safety consultant when this project has finished and to attend more trainings as well as assist other food sectors."



**Han Thi Htun**  
*Laboratory Technician  
MITS, Yangon*

"Cooperating with ITC project as a TcC has been a great challenge and a good experience to build national expertise. With assistance and collaboration, the enterprises will eventually go to get HACCP certificate. I hope to become a food safety consultant in the future."



**Ei Ei Htwe**  
*Laboratory Technician  
MITS, Mandalay*

"I am glad of being involved in ITC project because I acquired lot of knowledge on ISO, Food Safety and HACCP and I am able to follow up the implementation of Food Safety System in the companies. I committed to improving oilseeds program as it best."



**Mon Mon Oo**  
*Junior Clerk, MoC  
Yangon*

"Before becoming a TcC I didn't know much about food safety and quality. Being involved in the project and following Namrata's training gave me much knowledge, practice and experience. I hope companies will get certified and significantly improve under ITC and TcCs guidance"



**Sist Naung**  
*Consultant,  
Asia Pacific Inspection  
Body*

"A tremendous knowledge sharing of food safety training along oilseeds sector through the whole value chain can build strengthen capacity of SPS measures for market access and also support upgrading of national export strategies"



**Shwe Sin**

*Project Assistant,  
Hazardous Waste Management,  
Myanmar Project*

"Before becoming a TcC, I had no knowledge on food safety. After Namrata's training, I really understand that Myanmar people need more practice in food safety and hygiene. Because our people face many health problems (especially cancer) due to the food of their daily meals. As a food safety consultant, I would like to help the food producers of our country for safer meals and get more and more experience on the field to save our people life style and health."



**Than Tun Win**

*Inspector, MITS  
Yangon*

First of all, I would like to tell that I am very glad to participate in this ITC project, as a TcC. Formerly, I didn't know detail about the Requirements of Codex Recommended International Code of Practice General Principle of Food Hygiene, food safety, HACCP system implementation and how to conduct it. After attending the training, supported by ITC, I have more confidence and I have learned about it. Now I am helping the company where and when required with confidence. Above all, I have a chance to employ my knowledge and skill got from this project, for my country.



**San Mya Mya Win**

*Deputy Superintendent,  
MoC  
Mandalay*

As one of the participants in the STDF project, I improved my knowledge of Food Safety. Now I better understand food safety system and good hygiene practices according to codex HACCP and also control systems applied to oilseeds and edible oil processing. I will try to apply food safety system for consumer protection

**Hla Moe Khaing**

*Superintendent, MoC  
Magway*



**Thet Thet Naing**

*Superintendent, MoC  
Mandalay*

I have been working 25 years in MoC on trade promotion, market information, consumer protection and export of main agricultural crops. Participating in STDF-ITC project I acquired also knowledge in food safety and HACCP systems and I am now able to share it with companies in my country

My MoC Office appointed me to participate as TcC in STDF-ITC oilseeds project. I attended all training and I got so much knowledge of Codex standard and HACCP system



# MYANMAR ON THE ROAD TO EUROPE

Increasing linkages to European Export Markets for Oilseeds products

As part of the development of the project component to increase linkages along the sector value chain and to export markets, a Myanmar delegation of 5 beneficiaries Companies and 2 Sector Associations (MEOMA, MCFA) travelled to the Netherlands and Hungary to represent

Myanmar entrepreneurship in the oilseeds and edible oil sector and attend the World Export Development Forum (WEDF) and related B2B event organised by ITC



**NETHERLANDS**

Europe's 2nd largest importer of oilseeds, oils

## MEETING WITH MVO



Meeting on 20th October with MVO (the dutch oil and fat industry) representative Mr. Thijs Pasmans had been successfully hold, to introduce Myanmar companies to the dutch oilseeds and edible oil sector and MVO association activities.



## VISIT TO YME KUIPER



During the visit to YME Kuiper factory, Dutch importer of dried tropical fruits, nuts, and seeds, Myanmar representatives had the opportunity to acquire new knowledge and perspectives on operations and quality management and food safety procedures implemented by the company, as well as to discuss future possible trade relations to be established.





# BUDAPEST

## B2B COACHING SESSION



Business to Business (B2B) marketing and sales coaching session organized by ITC to support each individual company to achieve their highest sales potential when confronting with international buyers

## WEDF B2B MEETINGS



2 days B2B Meetings where international processors, exporters, traders, and associations have sat together to discuss the possible establishment of new business linkages and future partnerships

[Click here for B2B video highlights](#)



Opening of the World Export Development Forum, two days of plenaries, practical how-to sessions and testimonials by companies, experts and institutions on how to make trade more sustainable and inclusive for all



V+V Coop Oil Manufacturing factory visit enriched Myanmar companies with the experience of a fully automatic processing system on small scale dedicated to GMO and Chemicals Free edible oil products



## Additional activities to strengthen food safety

# NEEDS ASSESSMENT FOR PACKAGING SOLUTIONS IN MYANMAR OILSEED SECTOR

The objective of ITC Packaging Expert Mission was to conduct needs assessment for packaging solutions in oilseed sector, visits few processors and packaging companies, conduct half-day awareness training on packaging international requirements (jointly by ITC and Goglio, leading Company in manufacturing complete packaging systems) and provide advisory services to producers, processors, exporters.

### Awareness workshop and advisory service on Packaging related to Food Safety



25 Sept  
MoC Office  
Mandalay

26 Sept  
MoC Office  
Yangon

Post-Harvest Technology  
Training Centre (Pttc), DoA



25 Sept  
Mandalay  
Region

Roundtable Meeting



26 Sept  
MoC Office  
Yangon

Food Science And Technology  
Association (Fosta)



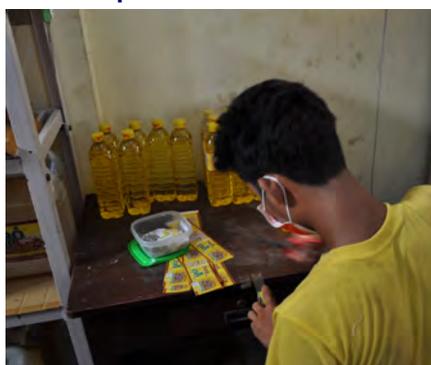
29 Sept  
Yangon

Myanmar Propack Exhibition



21-23 Sept  
Yangon

Visit to 3 Oilseeds and Edible  
Oil companies



Visit to 4 Packaging  
manufacturing companies



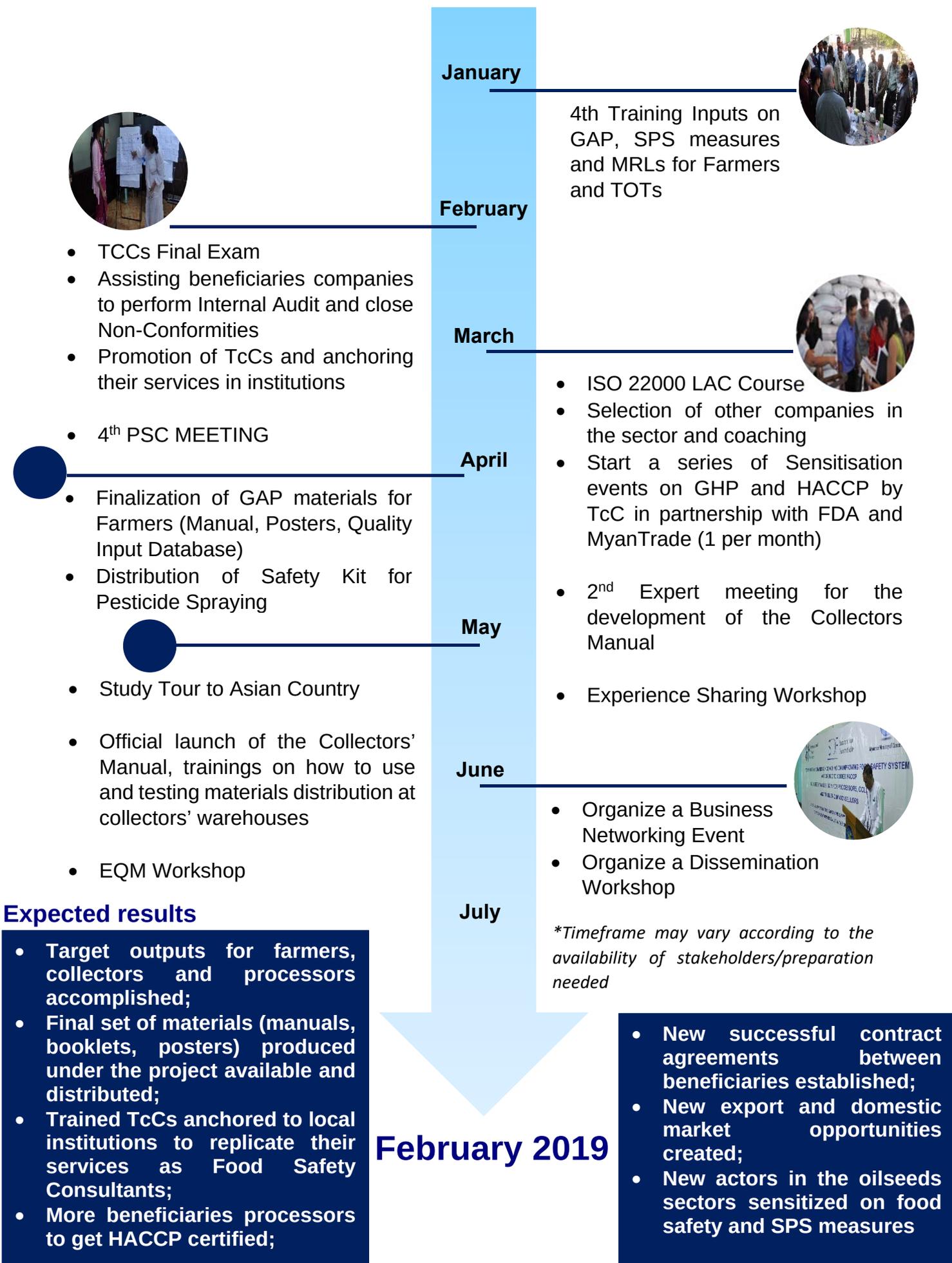
### Main Opportunities

- Develop packaging standards for the oilseeds and edible oil sector;
- Set-up an Institute of Packaging in Myanmar as an umbrella for private sector.
- Capacity building trainings to develop local expertise in the packaging sector;

### Main Challenges

- General lack of understanding the impact of packaging systems to increase the competitiveness of agro-food processors and the perception of quality for customers;
- Access to bar codes (GS1) for SMEs;

# NEXT STEPS 2018





**ITC Oilseeds Myanmar**



[www.facebook.com/itcoilseedsmyanmar](https://www.facebook.com/itcoilseedsmyanmar)

**Myanmar Trade Promotion Organization**



[www.trade.gov.mm](http://www.trade.gov.mm)

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