



*Agribusiness in Sustainable Natural
African Plant Products*

Memorandum of Understanding between AGRIBUSINESS IN SUSTAINABLE NATURAL AFRICAN PLANT PRODUCTS (ASNAPP) and AGRICULTURE LIVESTOCK AND PHYTOPHARMACIE (AGRELPH)

1. Introduction

ASNAPP is a USAID co-funded initiative in partnership with the Association Education Sante, Dakar, Senegal, and other government and leading universities, research institutions and the private sector. ASNAPP's mission is to help create and develop successful African agribusinesses in the natural product sector and improve the economies of rural communities through the production and/or sustainable collection and trade in natural products.

AGRELPH is a Senegalese enterprise created in 1997. AGRELPH's main activity is in the processing and commercialization of biopesticides, nutritional supplements, processing of fruits and vegetables, medicinal plants, and herbal teas including Wadu. AGRELPH is both a producer as well as a buyer of fresh fruits, vegetables and natural products and when purchasing such products work with farmer and rural communities organized in groups who collect the materials for AGRELPH.

2. Objective of this MOU

The objective of this MOU is to work together to develop the natural products of Senegal including Hibiscus, Wadu and other medicinal plants, as well as biopesticides as identified by AGRELPH for which there are market demands for the local, regional and export markets. The expected outcome of the collaboration will include: improvement in the quality of the herbal products, improvement in the market and trade of the herbal products, increased employment for Senegalese, and increased income level to the communities involved in the collection, production and processing of the raw materials.

3. Parties Involved

The parties involved in this MOU include ASNAPP-Senegal and AGRELPH. The ANSAPP-Senegal organization lead contact includes, Mr. Massaer Nguer, ASNAPP Country Manager, and M. Diatta, ASNAPP Research and Development Coordinator. At AGRELPH, the lead contact is Mr. Abdoulaye WADE, President of AGRELPH. For the purpose of this MOU, ASNAPP also includes all its partnering organizations such as the New Use Agriculture and Natural Plant Products Team at Rutgers University (ASNAPP-Rutgers), USA; Alcorn State University, USA; Stellenbosch University (South Africa); and ASNAPP-West Africa (Ghana).

4. Responsibilities

ASNAPP will provide the following services:

- i. Assist in developing quality control systems for selected products;
- ii. Establish market linkages and assist in market development;
- iii. Provide assistance in strategic planning for product commercialization;
- iv. Provide enterprise development skills for AGRELPH;
- v. Support product formulation activities and packaging;
- vi. Establish formal growing and/or collection entities;
- vii. Provide technical assistance to the collecting and/or cultivating groups;
- viii. Provide training in the collection, production, harvesting, and post-harvest handling of the targeted natural products.
- ix. Provide such assistance in Good Agricultural and Collection Practices (GACP) to better ensure the production and supply of high quality raw materials from the women and other groups.
- x. Promote and display AGRELPH products at the ASNAPP trade show booths and as applicable.

AGRELPH will provide the following:

- i. Establish commercial contact with farming and rural community groups for the collection and the purchase of raw material of the herbal products of interest to AGRELPH;
- ii. Enlarge, expand, and strengthen these collecting and producer groups according to the increase of the market;
- iii. Regularly inform ASNAPP about its activities with these groups of collectors and/or growers;
- iv. Allocate a percentage of its benefit to the groups of collectors for the conservation and the regeneration of the resources;
- v. Agrees to pay fair prices to the collectors and growers
- vi. Respect the standard norms for organic production
- vii. Respect the norms for the sustainable collection of wild plants such as the Wadu.
- viii. Ensure the "traceability" of the products coming from the wild and/or the cultivated fields so that the product from the 'bush' through the final product can be traced from origin.

ix. Participate actively in exhibitions and trade shows that ASNAPP is involved.

5. Duration

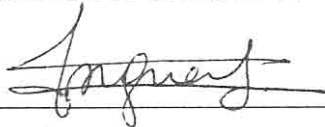
This MOU shall be operating for a period of three years, subject to renewal.

6. Termination

Each party shall endeavor to maintain this agreement in good faith. Each party is committed to ensure strong and regular contact and communication. Either party however also has the right to terminate this agreement with three months prior notice and with written cause provided to the other party.

7. Signature

The signatories to this agreement represent that they are fully authorized and empowered to sign this agreement on behalf of their respective organizations.

Signed: 

Name: NGUER MASSAD

Title: Country Manager ASNAPP

Date: December 29th 2004



Signed: 

Name: Abdoulaye WANE

Title: Président d'AGRELPH

Date: 22 Décembre 2004

