



**វិទ្យាស្ថានស្រាវជ្រាវ និង អភិវឌ្ឍន៍ជនបទកម្ពុជា**  
**Cambodian Institute for Research and Rural Development**



## **PRODUCTION AND MARKET OF ORGANIC BLACK PEPPER**

**The case of MOPAC (Mondul Kiri Organic Pepper AC)**

**Prepared for**

**National Forum on IPM and Food Safety**

**Organized by GDA of MAFF in collaboration with FAO and IRRI**

**Siem Reap, 28-29 October 2019**

**Prak Sereyvath, Director of CIRD**

**Tel: 855 (0)12 88 79 66; E-mail: [prakserayvath@cird.org.kh](mailto:prakserayvath@cird.org.kh)**

# Contents

Potentialities

Producers' interest and organization

Capacity building toward organic development

Inspection and certification

Marketing and commercialization

Problems encountered and lessons learnt



# Potentialities for organic pepper development

---

- Production area: Pu Chrey commune, Pech Chreada district, Mondul Kiri province
- The area was recently used for cropping with low agro-chemicals use in general
- Particularly, some farmers produce black pepper without using any agro-chemicals
- Market demand of organic pepper is high and with price incentive: 150% - 200% of conventional pepper price
- Potential producers expressed their interest and request for technical support from CIRD



# Producers' interest and organization



Meeting amongst interested producers: decision to get organized for economic of scale within organic scheme



Proceed the steps of AC establishment



MOPAC establishment and registration (34 producers with around 80 ha of potential organic pepper farms)



## Capacity building toward organic system development

- Training and coaching of organic pepper producers on cultivation, harvesting, drying and storage technics in compliance with EU and US organic standards;
- Support the AC in setting-up of organic control systems: auto-control;



Training and coaching of internal inspection team (3 internal inspectors) on inspection method in conducting organic pepper inspection in compliance with EU and US organic standards

## Inspection and certification

Support the organic producers groups to contact and contract with external inspection and certification body

Control Union Certifications B.V. (Netherlands) was selected and contracted

Results:

- 28 producers with around 60 ha were not certified (field inspection passed but not at laboratory level), they need to pass the 3-year conversion period.
- 6 producers with 29 ha for around 70 MT of organic pepper, are certified to USDA and EU organic regulations



### CERTIFICATE

CERTIFICATE No: C864013NOP-01.2019  
REGISTRATION No: CU 864013

Field of attention:  
Organic production methods  
USDA-NOP  
CROPS, ICS-NOP, HANDLING / PROCESSING

Issued to:  
Cam HK Investment Co., Ltd.  
St. Lum, Phum Ressey, Sangkat Stung Meanchey3, Khan Meanchey, Phnom Penh

Phnom Penh

CAMBODIA

Standard:  
Certified to the USDA organic regulation, 7 CFR Part 205.

**Anniversary date: 11 February 2020**

Control Union Certifications declares to have inspected the unit(s), and/or product(s) of the above mentioned client, and have found them in accordance with the standards mentioned above.  
Once certified, a production or handling operation's organic certification continues in effect until suspended, suspended or revoked.  
Anniversary date - when the certified operation must submit its annual update.

Effective date:  
05 April 2019  
Place and date of issue:  
Jakarta, 10 April 2019



Control Union Certifications is officially accredited by the United States Department of Agriculture



On behalf of the Managing Director  
Mr. Adhi Kurnia Tama

Certifier  
Control Union Certifications  
Meeuwenlaan 4-6  
8011 BZ ZWOLLE  
The Netherlands  
<http://www.controlunion.com>  
tel: +31(0)38-4260100

This certificate covers the following PRODUCTION UNIT(S) which meet(s) the criteria of paragraph 205,201 through paragraph 205,207 or paragraph 205,207 through 205,239 and all other applicable requirements of part 205 of the National Organic Programme, and the standard which are applicable to the below indicated status:

#### Small farmer groups

Unit no.	Name of unit	Unit ref.	Organic ** ha farmers		In conversion *** ha farmers		Products
PRD 095825	Cam HK Investment Co., Ltd.	F-01	28.63	6.00	0.00	0.00	Hilly Organic Black Pepper Hilly Organic Red Pepper Hilly Organic White Pepper
			<b>28.63</b>	<b>6</b>	<b>0.00</b>	<b>0</b>	

**ប្រេចសរីរាង្គតំបន់ខ្ពង់រាប**  
**Hilly Organic Pepper**

丘陵有機コショウ 白コショウ	丘陵有机胡 椒白胡椒	구릉 유기농 고추 후추
-------------------	---------------	--------------

**White Pepper**  
Lot: OP-1-08-1 **100g**

CONTROL UNION  
CERTIFIED

 KH-BIO-149  
CU 864013 Non EU Agriculture

 Hilly Organic Pepper  
hillyorganicpepper@camhk.com

 SCAN ME

 Exp: 31-08-2022  
www.camhk.com 012 926 351

Product name and logo: Hilly Organic Pepper  
Kinds of products: black, red and white pepper



## Marketing and commercialization (conti.)

- Main buying companies: Signature of Asia, Fuchs and Amru Spice
- Through Contract Farming
- Incentive price: 200% compared with conventional pepper (2019 case)



# Problems encountered and lessons learnt

- Pest control problem: botanical pesticides are not always work
- Though producers never use any agro-chemical, still the laboratory test find some traces of chemical residue. However, cross-check a different laboratory, no any trace of chemical residue found.
- Inspection and certification cost is high
- Need more work load compared with conventional pepper production

