

**SATNET Asia Workshop on Good Practices  
in Agricultural Trade Facilitation in South and  
South-East Asia,**

**26 September 2014, Bangkok, Thailand**

**Workshop Report**



The Network for Knowledge Transfer on Sustainable Agricultural Technologies and Improved Market Linkages in South and Southeast Asia (SATNET Asia) aims to support innovation by strengthening South–South dialogue and intraregional learning on sustainable agriculture technologies and trade facilitation. Funded by the European Union, SATNET facilitates knowledge transfer through the development of a portfolio of best practices on sustainable agriculture, trade facilitation and innovative knowledge sharing. Based on this documented knowledge, it delivers a range of capacity building programmes to network participants.

SATNET Asia is implemented by the Centre for Alleviation of Poverty through Sustainable Agriculture (CAPSA) in collaboration with the AVRDC – The World Vegetable Center, the Asian and Pacific Centre for the Transfer of Technology (APCTT), the Food Security Centre of the University of Hohenheim and the Trade and Investment Division of UNESCAP.

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## **1. Background**

The Trade and Investment Division of the United Nations Economic and Social Commission for Asia and the Pacific (ESCAP) is working together with multiple partners on a project titled: Network for Knowledge Transfer on Sustainable Agriculture Technologies and Improved Market Linkages in South and South-East Asia (SATNET Asia). The general objective is to support innovation in the fields of trade facilitation and sustainable agricultural technologies in order to improve food security in these subregions. The Trade Facilitation component of the project aims to identify trade facilitation measures and build the capacity of government, private sector and civil society stakeholders to promote intra-regional learning of such measures in the Asia-Pacific region. This workshop is one of the key events of the project and will bring together participants from South and Southeast Asian countries to present trade facilitation policies and measures in the agro-food sector. The project is led by CAPSA, ESCAP's Centre for Alleviation of Poverty through Sustainable Agriculture and funded by the European Union.

The SATNET Asia workshop on Good Practices in Agricultural Trade Facilitation in South and South-East Asia took place on the 26<sup>th</sup> of September in Bangkok, Thailand. The purpose of the workshop was to enable inter and intra-regional learning among participating countries on policies, measures and initiatives that facilitate the trade of agriculture or food products.

## **2. Participants**

The workshop brought together a total of 41 participants from nine countries as well as 9 resource persons. In total 45 males and 5 females participated in the workshop. The participants came from both public and private sector organizations. Of the participants 1 was from farmer community, 20 from government ministry (Ministry of Agriculture), 4 non-governmental organization/ civil society, 4 university/research institute, 3 international organization and 9 from private sector.

## **3. Programme**

The programme divided into three broad sessions: Session One focused on Agricultural Trade Facilitation. Session Two looked at 'Identifying Good Practices in Logistics and Trade Facilitation' and Session Three tackled the 'Emergence of Standards and Traceability'

10 regional and international experts were invited to give presentation of 20 minutes providing insights into good practices and various aspects of agricultural trade facilitation.

## 4. Summary of the Workshop

Dr. Yann Duval, Chief of the Trade Facilitation opened the workshop with welcoming remarks.

**'Session One: Agricultural Trade Facilitation: Cases and Processes'** was chaired by Mr. Aung Soe, Deputy Director General, Ministry of Commerce, Myanmar. The session featured three presentations and the objective of this session was to present an overview of the measures and processes required to facilitate trade in the agricultural sector.

The first presentation 'Overview of SATNET Asia Project' was delivered by Mr. Anshuman Varma, Knowledge Management Coordinator of CAPSA. In his presentation Mr. Varma noted the rationale behind the SATNET Asia project and its efforts to address the causes of food insecurity in South and South-East Asia. In particular, he stated the objectives of the project were to strengthen South-South dialogue and intraregional learning on sustainable agriculture technologies and trade facilitation to address food insecurity and to increase and accelerate the rate of adoption of agricultural technologies that are sustainable, productivity-enhancing and suitable to the poorest and most vulnerable people of South and Southeast Asia. The presenter highlighted the four key work packages under the SATNET Asia project namely, Coordination of the SATNET Asia network coordinated by CAPSA; Development of a portfolio of best practices for agricultural technologies coordinated by the Food Security Center (FSC); Identification of options & measures for trade facilitation coordinated by the Trade and Investment Division, ESCAP; Innovative knowledge sharing coordinated by APCTT, AVRDC, and CAPSA. Mr. Varma also noted some of the key aspects. He stated the SATNET Asia project had 10 target countries Afghanistan, Bangladesh, Bhutan, Cambodia, India, Indonesia, Lao PDR, Myanmar, Nepal and Pakistan.

The following presentation was delivered by Dr. Heiner Lehr, Partner of Synthesa and Associates. The presentation was entitled 'Introduction to Trade Facilitation for Agricultural and Food Products'. He noted the significance of the agricultural sector in the Asia-Pacific region as a large contributor to national GDPs and labour employment. He also stated the improvements in the efficiency and productivity of the agricultural sector would go far towards alleviating poverty in the Asia-Pacific region. He introduced the concept of Information Management in Agrifood Chains refers to the distribution, collection, storage and usage of information items, connected by traceability that can be accessed via electronic systems. In his presentation he highlighted the benefits and challenges of paperless and paper-based systems for agrifood trade. In conclusion, Dr. Lehr put forth some recommendations intended to help countries move forward on establishing effective methods of exchanging information in agrifood supply chains. These recommendations included: the development of a Single Window for Agrifood Trade (SWAT); the need for countries to develop a national vision on roundtable for agrifood chain information management through national dialogue by the relevant stakeholders; identification and implementation of missing paperless systems for agrifood trade; the need to establish normative databases; establishing a standard framework for identification and information exchange; establishing a system of authorized economic operators (AEOs); implementing risk-based inspection system for issuance of licenses and certificates; and addressing legal implications of information management systems for agrifood chains. The presenter highlighted the three tenets of the smarter food vision, namely inclusive, safe and traceable. He also provided input on how countries might start to implement the single window for agrifood trade.

Mr. Cambodchine Dao, Trade Facilitation Expert from Cambodia, presented the final presentation of the session, which looked at '*Trade Facilitation for Agro-food Sector: Trade Logistics Key Issues and Remedies - Experiences of Cambodia*'. The presentation provided insight into the current state of

Cambodia trade logistics system. He noted that there is an absence of coherent policy and regulatory approach to the logistics need in trade facilitation. His presentation also gave an overview of the state of infrastructure and multi-modal transport; the institutional framework, including laws and regulations that applied to trade facilitation measures in logistics; the situation of service providers and the traders operating within the trade logistics systems. He also noted that in Cambodia there are high inland transport costs compared to Thailand and Vietnam. He highlighted some of the government solutions to trade logistics bottlenecks in Cambodia, namely the improvement and expansion of highways and railway networks; the development and expansion of ports and the establishment of new international border crossing, i.e. new border checkpoint with Thailand. He also noted that some of the development partners had been seeking to address trade logistics through various initiatives involving all economic actors and regulatory bodies. He also informed the workshop of the private sector initiatives to address some of the trade logistics issues, such as innovations in packaging and shipment packing.

**'Session Two: Identifying Good Practices in Logistics and Trade Facilitation'** was chaired by Mr. Oudet Souvannavong, Secretary General of the Greater Mekong Secretariat Business Forum. This session focused specifically on identifying good trade facilitation practices identified and implemented by countries, in order to integrate farmers into the supply chains and also to automate and streamline certain procedures within the agrifood chain.

Dr. Tomy Perdana, Lecturer at the Padjadjaran University in Indonesia gave a presentation on 'Developing Appropriate Logistics for Perishable Goods and the Integration of Smallholder Farmers'. He began his presentation by outlining some of the key challenges of small rural farms, namely the lack of financial capital, low quality of the products, poor cost and operation efficiency; lack of access to information; high transport costs and distance from collection centers, markets and ports. He also stated that farmers lack knowledge and information related to production decisions of when, how and how to grow. Due to the direct control over farm operations and production, the presenter noted that smallholder farmers can take advantage of certain opportunities. These opportunities could include access to niche markets, differentiated produce, cultivating rare varieties. Dr. Perdana also outlined the determinants of an efficient logistics management program and the steps necessary for developing a logistics model for production by small and rural farmer groups. The presenter also introduced the concept of the Triple Helix model, which was developed in Indonesia in order to help to facilitate trade and develop the appropriate institutional framework to support small farmers. The triple helix problem is a partnership between the Government, University and the Private sector, each with their own specialized role. For example, private sector providing financing and market guarantees; the university providing technical and managerial services; and government providing supporting facilities and regulatory support.

Mr. T. Shanthi A. De Silva, Trade Facilitation Expert from Sri Lanka delivered a presentation on the *Automation of Tea Export Procedure: Experience from Sri Lanka*. Mr. De Silva provided insight into the Sri Lanka tea industry and noted that it was the prime agricultural product for export in the country. He also provided an overview of the tea export system and role of the Sri Lanka Tea Board (SLTB) which issued the export permits for tea. Furthermore, Mr. De Silva informed the workshop of the path taken by Sri Lanka to automation of its tea export system. He noted that some of the key outcomes of the automation process included less paperwork for the exporter, the freight forwards, SLTB and customs. However, the automation process did not extend to the SLTB. Hence there was not reduction of time in processing by the SLTB. However, significant time reductions were made through processing at customs. Mr. De Silva provided further recommendations for the improvement of the automation of tea procedures in Sri Lanka. He also noted the example of Sri Lanka showed the automation of procedures for trade in

agrifood products requires commitment, clear direction and coordination. There is a need to simply and rationalize document and procedures before automation. Furthermore the introduction of best practices in trade facilitation would be helpful to promote additional efficiency in the export automation of agricultural products.

Ms. Lin Jing, Director, Tianjin entry-Exit Inspection and Quarantine Bureau, China gave a presentation *Electronic SPS Certification: Case of China*. She provided an overview of the authority responsible the issuance and coordination of sanitary and phytosanitary (SPS) matters in China, namely the General Administration of quality Supervision, Inspection and Quarantine (AQSIQ). The functions of AQSIQ include Control, Assessment, Inspection and Approval Procedures. AQSIQ takes responsibility for national entry-exit inspection, quarantine and certification. She informed the workshop that the electronic SPS certificates issued through the AQSIQ include animal health certificate, phytosanitary certificate and veterinary health certificate. These certificates can help to promote trade facilitation; prevent trade fraud; crack down on counterfeiting certificates; ensure quality and security of entry-exit products. She highlighted some the key features of the electronic certification (e-Cert) system, which include: the standardization of data; flexibility of access; openness; security and simplicity of the interface. She also noted some of the key benefits provided by the system include speeding up of the consignment clearance process of perishable goods; effectively preventing fraudulent certificates; maintaining smooth and efficient channels of communication and exchange of information for the trade in agricultural products.

**'Session Three: Emergence of Standards and Traceability'** looked more closely at the role of standards and their implication for the trade facilitation in the Asia-Pacific region. Furthermore, the presentation during this session looked at the relevance of traceability and electronic traceability in the automation of import and export process and for creating market linkages for smallholder farmers. This session was chaired by Mr T. Shanthi A. De Silva, Trade Facilitation Expert.

Mr. Patrik Jonasson, Director of Public Policy International, GS1 presented on *Global Standards for Smart Agriculture and Food Safety Systems: Implications for Developing Countries*. In his presentation Mr. Jonasson gave an overview of the GS1 standards, which are the most widely used and trusted supply chain standards system for the effective management of global supply chains. GS1 provides globally unique identification for products. He also provided an overview of all the GS1 standards for traceability. He noted that traceability was an issue of particular importance in the agricultural supply chain due to concerns over food safety. Furthermore, there are an increasing amount of regulatory requirements that now traceability necessary. He gave an example from India where traceability had been used to strengthen food safety and comply with global standards. The Agriculture and Processed Food Products Export Development Authority (APEDA), under the Government of India had implemented traceability through GS1 standards for grape exports through a system called GrapeNet. He outlined the process of implementation of the traceability system and provided insight into some of the benefits. He noted the Grapenet project increased confidence of farmers; introduced culture of food quality and safety; increased earnings of the farmers.

Mr. Francis Lopez, President, InterCommerce Network Services, Inc, Philippines presented on the topic of *Electronic Traceability and Paperless Trade Facilitation: The Automation of the Philippine Agri-Import Processes*. He provided an overview of the agricultural supply chain and noted the information and control requirements for the supply chain. Using the example of the Philippines agrifood trade system, Mr. Lopez provided some of the lesson learnt and best practices for countries seeking to streamline and automate their import and export procedures for agrifood. He highlighted some of the key challenges and

bottlenecks with manual processes, noting the many stakeholders involved; the multiple documents required; and difficulties in assessing the risk profile of consignments. He provided the workshop with an overview of the customs and quarantine clearance process in the Philippines as well as the stakeholders and documentation required for the import of agrifood products. He also highlighted why traceability systems were important for the transmission of the information throughout the agricultural supply chain. Traceability would be required for countries to move towards the implementation of an electronic exchange of SPS certificates. He introduced the models of e-SPS exchange and provided some key take away recommendations for their implementation.

Ms. Dhanashree Shukla, Director, Vikramshila Export and Imports gave a presentation on *Market Linkages of Smallholder Farmers through Traceability: The Needs of Developing and Importing countries*. She provided a brief overview of the typical export procedure for fresh fruits and vegetables in India. She also noted the export of agricultural products requires several documents such as phytosanitary certification, certificate of origin, bill of lading in multiple copies, invoice copies, insurance copies. Ms. Shukla also informed that this process involves a lot of time and manpower, in order to obtain the relevant documents from various institutions. This also adds additional costs and burden for smaller producers and exporters. It was stated that implementation of Single Window for trade and other paperless systems such as traceability would help to reduce the dependency, cost and time. She also provided an overview of the some of the other obstacles faced by fresh fruit and vegetable produce exporters, these included insufficient coordination among border agencies; lack of available of online export document processing; long waiting times for the loading and unloading of goods and the port, reducing the quality of perishable goods. Ms. Shukla provide an overview of way in which paperless systems could provide better linkages for farmers and reduce some of the key inefficiencies in the agricultural supply chain. She focused her presentation on the benefits of traceability for farmers and exporters. These benefits include increased market acces

Mr. Anut Vistrojana, Director of Standards Control Division, ACFS, Thailand gave a presentation looking at the *Emergence of Private Standards: Implications for the Developing World*. In his presentation he provided an overview of the private standards that impact on international trade. In particular he noted some the benefits and challenges regarding private standards. Furthermore Mr. Vistrojana highlighted some of the challenges included the burden that private standards can often place on small and medium sized producers in developing countries. However, he also noted that private standards can be a means for producers and exporters to comply with national and international standards. He also stated that it can assist in promoting best practices and increasing productivity. Private standards can be seen as a tool for smallholders to access the global market and to be integrated into the global supply chain. Although, increased capacity building is required, in order to promote compliance amongst smallholders as low literacy rates and financial means can pose challenges. He also presented on the best practices of Thailand in implementing and regulating private standards in order to ensure market access and promote food safety.



## 5. Key learning objectives and recommendations:

- Introduce the participants to effective means of exchanging information in the agrifood supply chain through the adoption of paperless systems, such as traceability and national single window for agrifood products;
- The need for consistent and coherent regulatory frameworks for the improvement of logistics for trade facilitation of agrifood products;
- Automation of export systems for agrifood products requires commitment by all involved stakeholders. Furthermore, there must be clear direction and coordination for the process to be successful;
- Capacity building is required for small and medium sized producers and exporters in order to promote compliance to private standards for the trade in agricultural products, in order to increase productivity and access to global markets;
- Implementing effective and well managed traceability systems can be a mechanism for integrating smallholders in global supply chains for agrifood products;
- Trade facilitation measures are important in establishing and maintaining market access for agricultural products of developing countries. Furthermore, trade facilitation measures, such as traceability promote food safety;
- The automation and streamlining of the agricultural supply chain can bring about great benefits to the farmers and exporters. This can allow for reduction in some inefficiencies and barriers to entering the agricultural supply chain.

## Annexes

### Annex 1: Programme

08:30 - 09:00	Registration
09:00 – 09:15	Opening Remarks <i>Mr. Yann Duval, Chief, Trade Facilitation Unit, ESCAP</i>
09:15 – 10:30	<p><b>Session One: Agricultural Trade Facilitation: Cases and Processes</b> <b>Chair:</b> <i>Mr. Aung Soe, Deputy Director General, Ministry of Commerce, Myanmar</i></p> <p>Overview of SATNET Asia Project and Recap from Site Visits <i>Mr. Anshuman Varma, Knowledge Management Coordinator, CAPSA</i></p> <p>Introduction to Trade Facilitation for Agriculture and Food Products <i>Mr. Heiner Lehr, Partner, Syntesa Partners &amp; Associates, Spain</i></p> <p>Trade Processes for Agro-food sector: Key Issues and Remedies. Experience of Cambodia <i>Mr. Cambodochine Dao, Trade Facilitation Expert, Attaché to Ministry of Commerce and Ministry of Economy and Finance/ World Bank Staff consultant, Cambodia</i></p>
10:30 – 10:45	Coffee Break
10:45 – 12:00	<p><b>Session Two: Identifying Good Practices in Logistics and Trade Facilitation</b> <b>Chair:</b> <i>Mr. Oudet Souvannavong, Secretary General, Greater Mekong Secretariat Business Forum, Lao PDR</i></p> <p>Developing Appropriate Logistics for Perishable Goods and the Integration of Smallholder Farmers <i>Mr. Tomy Perdana, Head of Center for Agricultural Supply Chain and Logistics System Studies, Padjadjaran University, Indonesia</i></p> <p>Automation of Tea Export Procedure: Experience from Sri Lanka <i>Mr. T. Shanthi A. De Silva, Trade Facilitation Expert, Sri Lanka</i></p> <p>Electronic SPS Certification: Case of China <i>Ms. Lin Jing, Director, Tianjin entry-Exit Inspection and Quarantine Bureau, China</i></p>
12:15 – 13:30	Lunch
13:30 – 15: 00	<p><b>Session Three: Emergence of Standards and Traceability</b> <b>Chair:</b> <i>Mr. T. Shanthi A. De Silva, Trade Facilitation Expert, Sri Lanka</i></p> <p>Global Standards for Smart Agriculture and Food Safety Systems: Implications for Developing Countries <i>Mr. Patrik Jonasson, Director, Public Policy International, GS1, Malaysia</i></p> <p>Electronic Traceability and Paperless Trade Facilitation: The Automation of the Philippine Agri-Import Processes <i>Mr. Francis Lopez, President, InterCommerce Network Services, Inc, Philippines</i></p>

	<p>Market Linkages of Smallholder Farmers through Traceability: The Needs of Developing and Importing countries  <i>Mrs. Dhanashree Shukla, Director, Vikramshila Export and Imports, India</i></p> <p>Emergence of Private Standards: Implications for the Developing World  <i>Mr. Anut Vistrojana, Director of Standards Control Division, ACFS, Thailand</i></p>
15:00 – 16:00	Recommendations and Summary of the day

## Annex 2: List of Participants

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## Annex 3: Training Evaluation

### Introduction

The objective of this workshop is to enable inter and intra-regional learning among participating countries on policies, measures, initiatives, projects or cases that facilitate trade of agriculture or food products. A total of 41 participants and 9 resource persons were from related offices. Participants came from various organization both private and public sector, out of these, 1 was from farmer community, 20 from government ministry (Ministry of Agriculture), 4 non-governmental organization/civil society, 4 university/research institute, 3 international organization and 9 from private sector. The evaluations were filled by both participants and resource persons – 37 were Males and 5 were Females.

### Usefulness of the content and quality of processes and logistics

The evaluation divided into 2 major areas, general feedback section and knowledge, attitude, practice section. The score could be ‘excellent’ to ‘poor’ and ‘yes’ or ‘no’ answer. Scores were given for each evaluation criteria – poor – 1, fair – 2, good – 3, and excellent – 4. The table below presents the results. In terms of usefulness of the workshop and the quality of implied processes & logistics, participants evaluated each key session. The session that the highest number of participants (59%) rated ‘good’ is Session 1 and 2, however session 1 received 41% for ‘excellent’ while session 2 received only 34% for the same rate. The average score for all content was calculated as 3.34 (3.41 – the highest).

Agenda and flow of the sessions were rated ‘good’ for 57% and ‘excellent’ for 38% and for instruction and feedback

### The level of overall satisfaction and expectation

	4	3	2	1	Total Reply	Average	%high
	Excellent	Good	Fair	Poor			
2. How do you rate the workshop overall?	40%	57%	2%	40%	42	3.38	98%
3. To what extent did the workshop meet your expectations? (from very large to small extent)	30%	60%	10%	30%	40	3.20	90%

From the table below, 57% of participants rated overall workshop at ‘good’, 40% rated it as ‘excellent’ and 2% rated it as ‘fair’ and more than 60% of participants indicated that the training met their satisfaction at ‘good’ rate. About 30% and 10% indicated that the overall satisfactions were met to an ‘excellent’ and ‘fair’ rate respectively.

	4	3	2	1	Total reply	Average	%high
	Excellent	Good	Fair	Poor			
<b>General Feedback section</b>							
1. How would you rate the usefulness of the workshop and the quality of implied processes & logistics?							
<i>Session One:</i>	41%	59%	0%	41%	39	3.41	<b>100%</b>
<i>Session Two:</i>	34%	59%	7%	34%	41	3.27	<b>93%</b>
<i>Session Three:</i>	41%	51%	8%	41%	39	3.33	<b>92%</b>
<i>Rec &amp; Summary</i>	38%	53%	9%	38%	32	3.28	<b>91%</b>

Participants also comments on aspects of the workshop that could be improved in the future as follow:

- 8 participants mentioned that the workshop time should be longer
- A few of them ask for group work, group discussion/case study to be included in the workshop
- Content should be extended to other product as well, not only agriculture
- A field visit (sea port, river port) for more knowledge so then they can link it to practice

## Knowledge, attitude, practice section

When asked if the workshop equipped them with the right knowledge to improve the way they work when they go home, all of them replied with 'yes' then when asked how would they rate the knowledge and understanding of the following; *Agricultural Trade Facilitation: Cases and Processes, Good Practices in Logistics and Trade Facilitation of agro-food products and Emergence of Standards and Traceability*. The highest percentage (60%) given by participants is 'Good Practices in Logistics and Trade Facilitation of agro-food products' for 'good' rate follows by 59% and 57% for *Agricultural Trade Facilitation: Cases and Processes* and *Emergence of Standards and Traceability* respectively.

	4	3	2	1	Total Reply	Average	%high
	Excellent	Good	Fair	Poor			
<i>Agricultural Trade Facilitation: Cases and Processes</i>	34%	59%	7%	0%	41	3.27	<b>93%</b>
<i>Good Practices in Logistics and Trade Facilitation of agro-food products</i>	30%	60%	8%	3%	40	3.18	<b>90%</b>
<i>Emergence of Standards and Traceability</i>	32%	57%	11%	0%	37	3.22	<b>89%</b>

95% of participants indicated that they fully understand all topics studied or activities observed during the workshop. 8 participants mentioned that they have learnt about traceability, 7 participants for E-Certificate, 5 for SPS and the same amount for E-Traceability and 4 for logistics management. However, there is a comment that the term used is too technical for a researcher who has no expertise in logistic.

16% of the participants expected to learn the following that were not cover in the workshop;

- Cultivation and pest management area
- Cost benefit analysis
  
- Postharvest of animal husbandry
- SPS certificate and different country and trade barriers due to quarantine and regulation of different country
- Packaging
- Food safety issue
- Different standard of different product

**Theory versus practice:** 9 participants will adopt/apply the E-traceability that have learnt to their work, 7 will adopt traceability of product and paperless and 6 will apply market linkage development to their work.

93% of participants mentioned that they will act as trainer to train other in using any of the new knowledge or share this knowledge with others.

This evaluation will be taken into consideration when designing other workshops in the future.