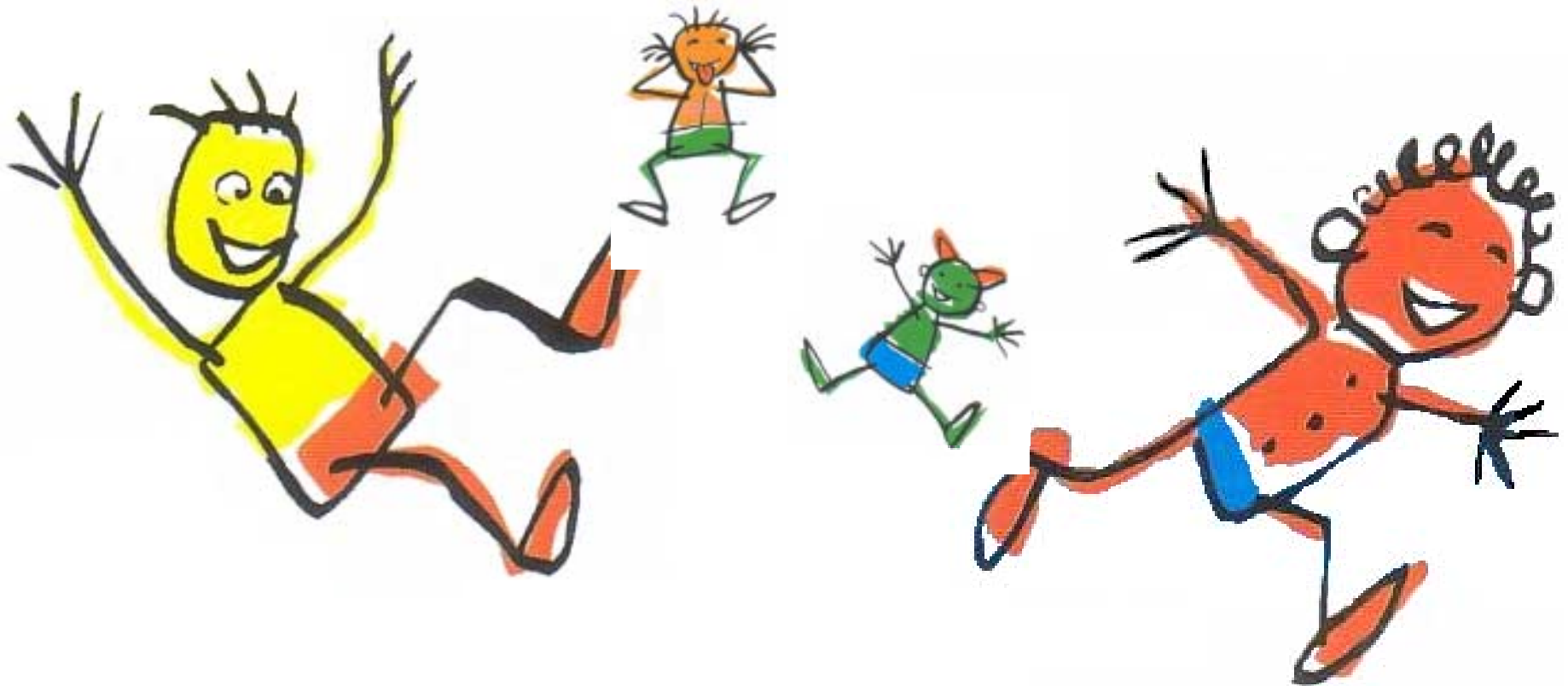




# Producing plumpy'nut in developing countries





# Producing plumpy'nut in developing countries



Nutraset has years of experience in food technology support and technology transfer

Created in 1986, Nutraset started the first project of local production in 1989 in Burkina Faso.

Some projects have failed, others have been successful.

(ie. Bangladesh, Burkina, DR Congo, Kenya, Malawi, Madagascar, Mauritania, Senegal, Togo, ...)



## Some words about ....



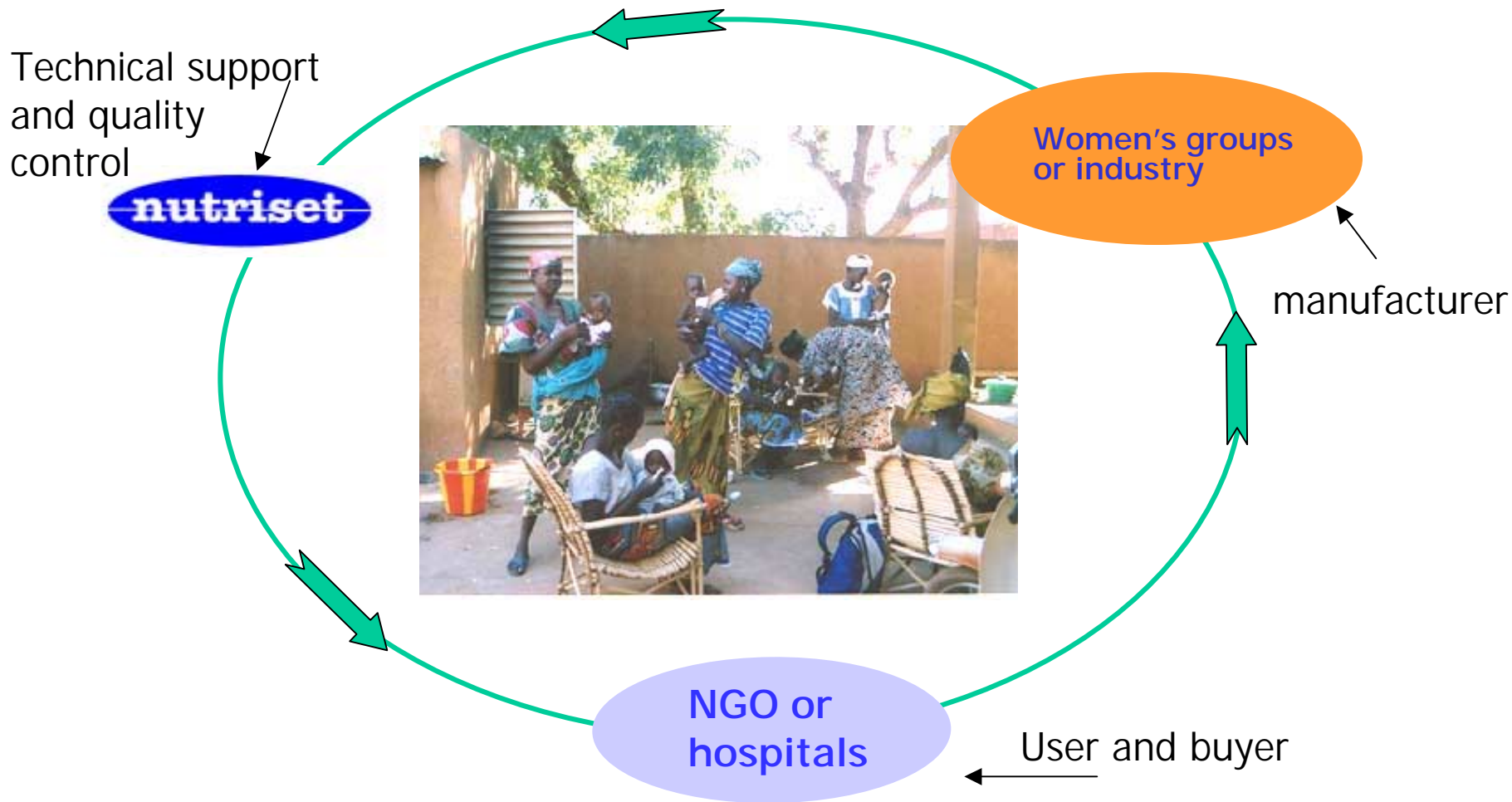
Local production was one of the objectives of plumpy'nut design

- ✓ commonly available ingredients
- ✓ flexible formula
- ✓ simple process
- ✓ No water in the process
- ✓ low costs process, intermediate technology
- ✓ possibilities of simple packaging



# Nutriset framework:

Three partners are necessary



# Nutraset FRAMEWORK

for production by **industrial companies**



## First step

To CONVINCE THE PARTNER TO MANUFACTURE

Failure often due to intercultural differences.

## Second step: Partner identification

- Assessment of the skills and means
- Royalty-free agreement to manufacture and sell under licence (plumpy'nut is a patented product)

# Nutriset FRAMEWORK for production by industrial companies




⇒ Why do we need an agreement?

⇒ Why buy premix from us?

- To ensure that the local plumpy'nut will contain the right premix
- To ensure availability of the premix at fair and regular conditions
- To ensure a link with the producer



# Nutraset support

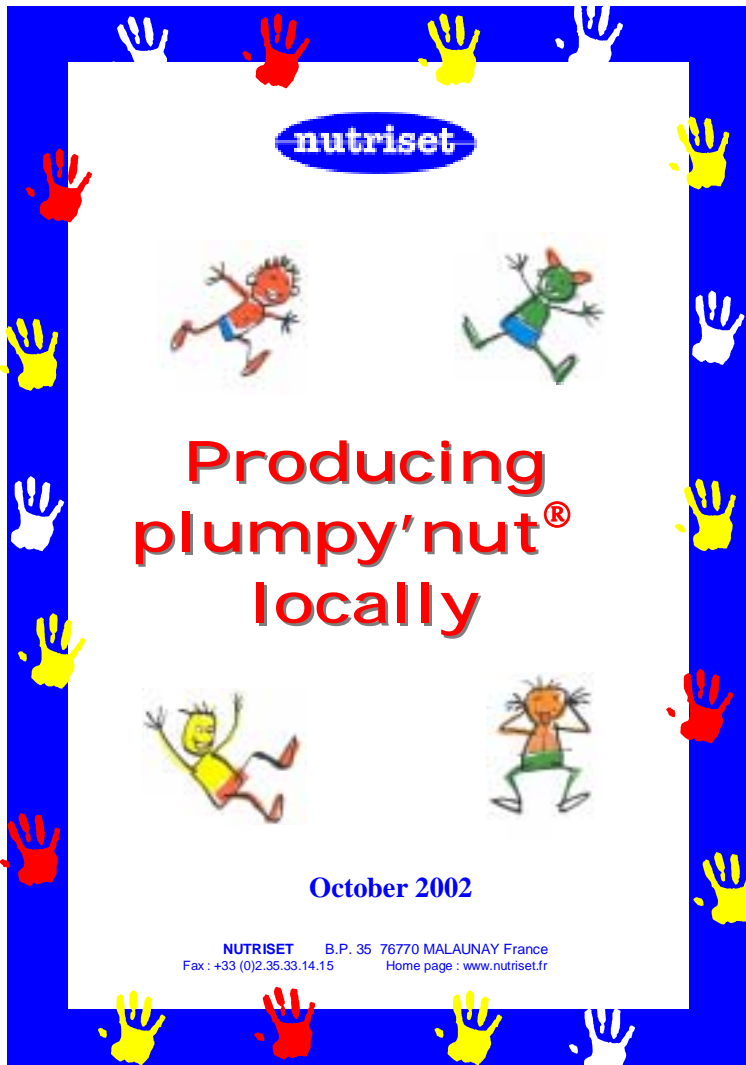
- 
- A photograph showing a man in a blue short-sleeved shirt and light-colored trousers standing at a white table. He is focused on a task, possibly preparing food or a sample, as he uses a dark-colored bowl. On the table, there are other items including a white container and some papers. The background shows a simple room with a framed picture on the wall.
- Providing food technology
  - Assisting in purchasing the raw materials
  - Putting partners in contact with suppliers
  - Performing tests and analysis or bring partners in contact with laboratories
  - Providing training in quality practices/procedures

# Nutraset quality support



- ❖ Setting-up quality protocols
- ❖ Analysing :
  - vitamin
  - aflatoxins
  - fat oxidation
- ❖ Collaborating with external laboratories

# Nutriset guidelines for production



Part 1 : Description of the product

Part 2 : Setting up the production unit

Part 3 : Production

Part 4 : Quality insurance – Hygiene

# The main difficulties

## regarding the product:

- Irregular production (availability)
- Irregular quality. Difference in quality standards.
- Prices and supplies fluctuate (season, harvest)
- Shorter shelf life of plumpy'nut manufactured locally (3 to 5 months)



# The main difficulties

## Regarding the product:

## Regarding the project:



- Demand is irregular
- Cash flow problems
- Unavailability of machines
- Inter-cultural differences (influences, values, constraints, motivation...)



# Conclusion:



willingness and honesty by all partners



genuine involvement of the producer for the project



existence of a market



availability of local resources



**Local production of plumpy'nut is possible and can be sustainable.**