



Increasing private sector-led development of the canarium industry in Papua New Guinea

Overview

Nuts have huge potential to improve the livelihood of the rural poor in developing countries, and help to eradicate poverty and hunger. They are highly nutritious, and can be stored, sold for cash, processed, and exported to distant markets.

Galip nut (*Canarium indicum*) is an edible nut produced by an agroforestry tree, and donor agencies have focused on commercialising the industry in Papua New Guinea (PNG) and the Pacific.

This project seeks to expand markets and processing of galip nuts in East New Britain, PNG, by strengthening the capacity and engagement of the private sector, using nuts from existing trees.

It offers interventions such as market research, technical advice, capacity building, business mentoring and access to infrastructure for both private and public-sector stakeholders.

The project is targeted at:

- » smallholder and small-scale entrepreneurs
- » small and medium-sized enterprises
- » large-scale processors.

This is one of five projects in the Transformative Agriculture and Enterprise Development Program that aims to:

- » foster private sector-led development in agriculture
- » increase agricultural productive capacity
- » enhance livelihoods by improving access to markets for farmers in PNG and Bougainville, particularly women farmers who do most of the canarium nut growing and trading work, including cultivating, harvesting, processing and selling the nuts.

ACIAR project number	FST/2014/099
Start date and duration (years)	June 2015 – 3 years
Location	Papua New Guinea
Budget	\$3.5 million

Project leader(s) and Commissioned Organisation

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Research

The project aims to:

- » assess what the private sector needs to participate in the canarium industry
- » develop and undertake research-based interventions that address the needs of the private sector including smallholders, small-scale entrepreneurs (especially women), small and medium enterprises, and large-scale processors
- » develop an appropriate commercial model for a medium value-adding factory for the canarium industry

create a model for public–private partnerships in the canarium industry in PNG.

Achievements

The project team has:

- » set up a pilot factory at the National Agricultural Research Institute in Kerevat, and developed processing technologies, including a solar-assisted large-scale drier that can dry 8 tonnes of nuts a week using only a 2-kilowatt element
- » developed and refined methods for processing canarium—the factory products include raw and roasted kernels
- » tested the local markets' demand for canarium product—the products sell for 86 kina per kilogram, and there is strong repeat demand (products are out of stock awaiting the new season).

Female entrepreneurs and smallholders have received training, including the following:

- » A total of 25 small-scale entrepreneurs already marketing and selling galip were trained to crack, dry, process, package and label the nuts.
- » A workshop for small-scale female entrepreneurs showcased a female entrepreneur from Vanuatu.
- » Three women have been intensively mentored to introduce some technologies into their practice and to add value to their galip nuts.
- » Three small-scale entrepreneurs were mentored to source raw materials locally, and improve processing, packaging and labelling.
- » A total of 37 female smallholders and small-scale entrepreneurs were trained in solar drying at two training events (one in a remote community without power).
- » A total of 50 female smallholders and small-scale entrepreneurs were trained in processing, food safety, health and hygiene.

Impact story

The project has given many smallholder farmers access to markets for their galip nuts, with about 650 of them now selling galip nuts to the factory.

The number of smallholder farmers selling galip to the factory more than doubled in 2016, as a result of new processing equipment that has increased factory capacity.

Two small-scale entrepreneurs from the Kokopo markets, Anna Kopang and Doreen Frank, were trained to add value to galip nuts.

These women were selling galip nuts the traditional way, as fresh kernels in a karamup (wrapped in banana leaves). Nuts sold this way have a very short shelf life, and must be sold or consumed within two days.

The women received mentoring and training in food safety, drying, packaging, and labelling their products.

This process will give their galip nuts a shelf life of about three months, and enable them to ask a higher price for their products.

These women have prepared labelling and packages, and are planning to sell their own dried and labelled product this coming galip season.



Caption: Women from the local markets attending the PNG Galip project training day held at the NARI nut processing factory in East New Britain (date unknown). Photographer: Emma Kill, University of Sunshine Coast