



## Cameroon

### Client

**GIC GOMMAB (Gomme Arabique) and GIC PDL (coffee producers associations)**

### Actions

SNV supported the organisation of gum arabic producers to improve production techniques, and facilitated a market survey and negotiations between planters and exporters on prices and trade conditions. It also provided support for a public-private partnership to promote local tree nurseries and Acacia Senegal (gum tree) plantations.

### Advisory days

130

### Results

- An gum arabic organisation was created and began operations;
- More than one thousand planters received training on gum Arabic production, which had a positive effect on quality and productivity;
- Management systems of the producers association were strengthened, resulting in better services to clients and the formulation of a strategic plan for the development of the gum arabic market chain;
- A 10 per cent rise in production of high quality gum arabic (40,000 new Acacia. Senegal planted on 275 plantations) and additional resources raised for a further 10 per cent rise in 2007;
- Better coordination of negotiations between producers and exporters for the price of top quality gum, leading to a 30 per cent rise in earnings over the previous year;
- Three thousand households, representing 25,000 persons, have experienced a clear improvement in their living standards, as reflected in increased spending on health and education.