



INTRODUCTION TO AGRO PROCESSING

Course Objective

The objectives of this course are to:

- Equip the participants with adequate knowledge of the basic requirements and technologies required in the processing of various agricultural products to ensure profitability and value addition to agricultural products.
- Enable participants who are unfamiliar with Agro- processing acquire the knowledge and skills needed to make informed investment decisions.
- Acquaint participants with standard manufacturing practice (Good Manufacturing Practices) required in setting up an agro processing company.
- Educate participants on international best practices to ensure that the quality of processed products fit into both local and international markets.

Course Content

1. Market Analysis

- Understanding the market requirement relating to the product (market research).
- Analysis of the potential competitors of the product.
- Logistics and transportation requirements
- Distribution and marketing strategy required for the product

2. Production input

- Understanding the importance of quality and standards in processing
- Locating the major raw materials needed in the processing

- Sourcing for consistent quality raw materials
 - Contracting primary raw materials out to farmers
 - Accessing the potential of the raw materials in meeting expanded production capacity.
3. **Standards and Regulations for Agro-Industry Products**
 - Certification requirement for exporting purpose
 - Good manufacturing practice (GMP)
 4. **Product Development in Agro-processing**
 - Innovation in agro-industry
 - Traditional Food product modification
 5. **Processing of Products**
 - Processing techniques and Technology
 - Preservation technique
 - Storage of processed product
 6. **Branding and packaging of the produce**
 - Importance of branding
 - Types of packaging materials
 - Importance of packaging
 8. **The Fundamental Structures Needed in an Agro-processing Firm**
 - Administrative structures
 - Food packaging house
 - Equipment stands
 9. **Agro-Industrial Wastes management**
 - Facilities to take care of waste
 - Recycling waste where applicable
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