

Navigating Cross-Border Trade for Agroecological Products in East Africa

Cross-Border Trade in Agroecological Products:
A Practical Awareness and Sensitisation Guide

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About PELUM Kenya

Participatory Ecological Land Use Management (PELUM) Kenya is a national network that currently comprises 69 Member Organisations (M.O.s). Its members mandate PELUM Kenya to promote agroecological principles and practices through networking and capacity building, AgroEnterprise and market development, information sharing, and advocacy

The members of PELUM Kenya are Non- Non-Governmental Organisations (NGOs), Community-Based Organisations (CBOs), and other networks working with small-scale farmers. The members of PELUM Kenya are categorised into four (4) networking zones: Nairobi/ Central zone, Upper Eastern & Northern Kenya zone, Lower Eastern & Coast zone, and Rift-Western Kenya zone.

Our Vision

Empowered, prosperous, and healthy communities in Kenya

Our Mission

To promote agroecological principles and practices for sustainable livelihoods among smallholder farmers, pastoralists and fisherfolks

Our Strategic Focus Areas

1. Policy influence and advocacy
2. Gender, Youth, and Social Inclusion
3. Building Climate Resilience Through Agroecological Practices
4. Market development for agroecological products
5. Institutional and Network Capacity Strengthening

Background

Cross-border trade in agroecological and organic products is crucial for promoting sustainable agriculture, enhancing livelihoods, and fostering regional integration across East Africa. The trade of such products helps farmers access larger markets, obtain fair prices, and encourage environmentally sound production practices. To ensure that products meet the expected standards of quality, safety, and sustainability, various institutions within Kenya and the East African Community (EAC) have established regulatory frameworks and certification systems. These frameworks are designed to guarantee that agroecological and organic products meet the requirements of both domestic and international markets, while ensuring compliance with environmental and public health standards.

Kenya has put in place several policies to focus on value web activities from the farm level through marketing, distribution, and exports to regional markets. For example, the National Agroecology for Food System Transformation Strategy for 2024–2033 was launched in 2024. The National Agroecology Strategy builds on several policies and strategies dealing with agriculture, sustainability, and trade to incorporate agroecological principles. The strategy's main goal is to promote a sustainable transformation of the food system in Kenya to ensure food security and nutrition, climate-resilient livelihoods, and social inclusion for all.

From a trade perspective, the strategy aims to strengthen mechanisms for the production, distribution, and use of locally produced agroecological inputs, promote the conservation and use of indigenous/locally managed seed and livestock breeds, and encourage the consumption of indigenous foods while protecting traditional food culture. Strategic area four of the strategy specifically targets agroecological products trade and aims at strengthening value addition, markets, and trade through (a) establishing and strengthening agroecology actors and actor associations to support the acquisition of inputs and the local and international marketing of products and services; and (b) promoting the use of agroecology foods and products in public and private institutions (schools, hospitals, correctional facilities), social protection and humanitarian relief programs. With more institutional coordination, engagement of farmers, agroecological and other actors in the value web, the passing and subsequent implementation of the Kenya agroecological strategy may provide good lessons for other EAC Partner States.

Agroecology is reshaping regional food systems by promoting sustainable, low-chemical, biodiversity-friendly farming. As East Africa deepens regional integration through the African Continental Free Trade Area (AfCFTA) and the East African Community (EAC), farmers and enterprises have growing opportunities to export agroecological products across borders. Rising consumer demand for organic and healthy foods across the region—highlighted in FAO's 2024 East Africa Organic Market Outlook—continues to create strong, premium-priced market opportunities for producers.

This guide aligns with the National Agroecology Strategy 2024–2033, which seeks to strengthen value addition, inclusive markets, and regional trade in agroecologically produced goods. It also supports EAC regional trade frameworks and sanitary and phytosanitary protocols that promote safe, harmonized movement of agricultural products.

Agroecological products refer to foods and natural inputs produced using ecological farming principles that avoid synthetic chemicals, enhance soil health, protect biodiversity, and uphold social and ethical production practices.

This booklet is developed by PELUM Kenya to equip agroecology actors with practical knowledge of regulatory requirements in Kenya and across the East African region. It aims to support fair, safe, and sustainable trade that uplifts agroecological farming communities.

Overview of Institutional Frameworks Regulating Cross-Border Trade

Cross-border trade for agroecology products involves multiple regulatory processes designed to protect human health, conserve biodiversity, and ensure quality. Unlike conventional produce, agroecological goods are associated with specific requirements such as organic certification, residue-free production, environmental sustainability, and truthful labelling. These requirements are enforced to build consumer confidence and prevent misleading claims that could undermine the integrity of organic markets.

Agroecology products face additional specifications to maintain ecological integrity and avoid misleading claims. Traders and processors must therefore work closely with regulators, customs officers, and clearing agents to ensure proper documentation and product verification at One-Stop Border Posts. Understanding these rules reduces delays, prevents confiscation of goods, and improves competitiveness.

To operate legally across borders, traders must meet standards on labelling, product safety, certification, pest control products, seed quality, phytosanitary compliance, packaging, and handling. Understanding these processes eliminates delays at border points, reduces confiscation risks, enhances competitiveness, and boosts farmer incomes. Certification safeguards market integrity by ensuring products are genuinely organic or sustainably produced. Through third-party audits, certifications guarantee environmental protection, fair practices, and food safety. Organic certification enhances consumer trust, facilitates export contracts and aligns producers with global and regional markets. Regulatory bodies at the border collaborate with KRA customs officials to validate certification marks for authenticity and prevent fraudulent claims.

Cross-border agroecological trade operates within an integrated system of national, regional, and international regulations, with each institution playing a complementary role in ensuring fair, safe, and traceable trade. Importantly, these frameworks are designed to support all actors—including smallholder farmers and informal cross-border traders—who form the backbone of regional agroecology value chains.

By the end of this guide, users should understand the key regulatory requirements, documents, and procedures needed to trade agroecological products safely and successfully across East African borders.

Key Agencies in Cross-Border Trade

Key Agencies in Cross-Border Trade

Successful cross-border movement of agroecology products requires understanding the government agencies that regulate production, certification, labelling, processing, and the movement of goods. These agencies work jointly at One-Stop Border Posts (OSBPs), where inspections are conducted once, and approvals are issued collectively. Requirements may also vary by destination country, even within the EAC.

1. Kenya Plant Health Inspectorate Service (KEPHIS)

KEPHIS regulates plant health and certifies seeds, plants, and plant products for export.

Key responsibilities

- Inspects consignments before export.
- Issues Phytosanitary Certificates (processing time: 1–3 days).
- Conducts exporter registration and farm/facility audits.
At OSBP: Works alongside KRA to verify pest-free status and compliance with each EAC country's phytosanitary rules.

2. Kenya Bureau of Standards (KEBS)

KEBS sets and enforces product quality, packaging, and labelling standards.

Key responsibilities

- Applies EAS 456 (East African Organic Products Standard) for organic verification.
- Confirms eligibility for Kilimohai certification.
- Issues Certificates of Conformity where required.
At OSBP: Verifies labelling, aflatoxin limits, and compliance with EAC standards.
Country variation: Rwanda checks label accuracy more strictly; Tanzania enforces packaging material requirements.

3. Pest Control Products Board (PCPB)

PCPB regulates biopesticides, botanical extracts, and other pest control products.

Key responsibilities

- Registers all pest control products.
- Issues Export and Import Permits (often same-day to 48 hours).
At OSBP, KRA, and PCPB jointly confirm that products are registered before allowing movement.

4. African Organisation for Standardisation (ARSO)

ARSO develops harmonized continental standards under the African Conformity Assessment Programme (ACAP).

Key responsibilities;

- ACAP is being rolled out to support AfCFTA.
- Eventually, a product certified in one African country will be recognized across other.

Relevance: Agroecology producers can benefit early by aligning with Eco Mark Africa sustainability standards.

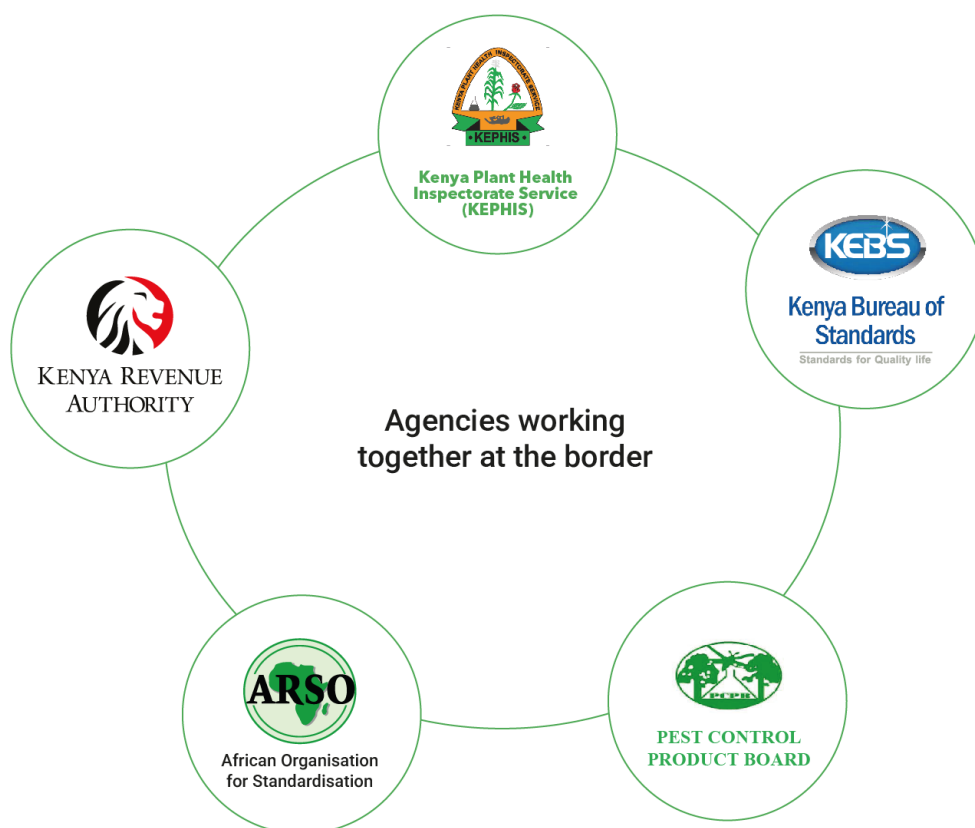
5. Kenya Revenue Authority (KRA – Customs)

KRA oversees customs declarations and cargo clearance through iCMS and OSBPs.

Key responsibilities include;

- Issues with Customs Export Declarations.
 - Verifies phytosanitary certificates, organic certification, KEBS documents, and PCPB permits.
- OSBP facilitates joint clearance with other agencies to reduce duplication.

ARSO Website <https://www.arso-aran.org/>



Types of Agroecological Products Traded

Agroecology products are not simply “chemical-free foods”; they are goods produced under ecological, ethical and healthy systems. As the demand for sustainable foods increases, traders must understand what qualifies for organic or agroecological trade in the EAC region. These products include primary farm produce, natural inputs, and processed organic goods.

1. Primary Agroecology Products

These include grains (maize, sorghum, millet), legumes (beans, cow peas, green grams), fresh fruits, vegetables, herbs, root crops and spices. Livestock products such as organic milk, eggs, honey, poultry and meat may also qualify if compliance is maintained along their production cycle.

2. Natural Inputs and Raw Processing Materials

These include organic fertilizers like compost, farmyard manure, plant-based foliar enhancers, biostimulants, and registered biopesticides. Such inputs must have PCPB approval before export.

3. Processed and Packaged Agroecology Products

Examples include organic flours, herbal powders, dried fruits, roasted seeds, organic baby food, herbal teas, plant-based soap, and essential oils. All processed goods must comply with KEBS food standards and organic labelling requirements.

4. Seeds and Propagation Materials

Agroecological seeds, seedlings and planting material meant for export must be certified and inspected by KEPHIS before issuance of export documentation.



Why Certification Matters in Cross-Border Trade

Certification is essential for protecting organic market integrity, building consumer trust, and ensuring that farmers are fairly rewarded for producing healthy and sustainably grown food. Without recognized certification, producers' risk being treated as ordinary commodity suppliers and may lose access to key markets in Uganda, Tanzania, and Rwanda.

Certification demonstrates compliance with the East African Organic Products Standard (EAS 456), which defines how organic and agroecological products must be produced, handled, and labelled. It also makes border verification easier because customs officers can quickly confirm authenticity.

Certification Timelines

1. Third-party certification: *3–6 months*
2. Group certification (ICS): *6–12 months*
3. Participatory Guarantee Systems (PGS): *Local/domestic markets only; not valid for EAC cross-border trade*

Minimum Organic Requirements (EAS 456)

To qualify for organic certification, producers must meet basic conditions such as:

- At least 3 years with no synthetic fertilizers or pesticides
- Documented land-use history and production records
- Use of ecological soil fertility and pest management practices
- Proper segregation of organic and non-organic units
- Full traceability from production to sale

Practical Tips for Traders and Farmer Groups

1. **Maintain daily farm and processing logs** (inputs used, activities, harvests). Auditors rely heavily on records.
2. **Organise certification and export documents early**, especially when targeting regional markets.

Benefits of Certification

- Better and more stable prices due to verified quality
- Protection against fraud and false organic claims
- Access to structured buyers: supermarkets, schools, hotels, regional wholesalers
- Faster clearance at One-Stop Border Posts (OSBPs) due to easier verification
- Stronger, long-term market relationships and credibility

Certification Prevents Mislabeling

Mislabeling weakens markets and reduces consumer confidence. Certification bodies ensure that any product labelled “organic” or “agroecological” follows recognised and

audited production standards. These systems create full traceability back to the producer or producer group, protecting both consumers and genuine farmers.



KILIMOHAI CERTIFICATION (STEP-BY-STEP)

Kilimohai is the official organic certification mark under EAOPS. It is supervised by KEBS and issued by approved certification bodies such as EnCert, Africert, ACERT, KOAN and Nesvax. A Kilimohai-certified product is immediately recognizable across East African markets.

Certification Types:

1. **Third-Party Certification:** Conducted by accredited independent bodies.
2. **Group Certification:** For smallholder groups through Internal Control Systems (ICS).
3. **Participatory Guarantee Systems (PGS):** Locally focused, low-cost certification models.

Certification allows farmers and processors to use recognized marks such as the **Kilimohai Organic Mark**, which assures buyers of authenticity and quality.

Steps to Obtain Kilimohai Certification

1. **Initial Application:** Farmer/group contacts a certification body.
2. **Transition/Conversion:** Producer changes practices (approx. 3 years).
3. **Organic System Plan (OSP):** Detailed document explaining practices.
4. **Inspection & Documentation Review:** External auditors verify compliance.
5. **Certification Decision:** If compliant, Kilimohai mark issued.
6. **Annual Renewal & Monitoring:** Continuous compliance required.

Export Advantage: When a Kilimohai-certified product arrives at KRA customs, the certification proves it is organic, removing disputes at the OSBP and easing cross-border approvals.

Role of Trade Information Desks (TIDs) in Cross-Border Trade

TIDs support small-scale traders operating under the EAC and COMESA Simplified Trade Regime (STR).

They do not regulate trade, but they help traders understand and comply with border requirements.

Key Functions of TIDS

1. Provide accurate information on:
 - STR procedures and basket lists
 - Duties, taxes, exemptions
 - SPS/standards requirements
 - Border operating hours and exchange rates
2. Guide traders on required documents (STR forms, CoO, invoices).
3. Direct traders to appropriate government desks (Customs, Immigration, Standards, Port Health).
4. Document and report Non-Tariff Barriers (NTBs).
5. Collect data on trade volumes and challenges to support policy improvements.
6. Help vulnerable groups (women, youth, PWDs) navigate border processes safely.

Role of Cross-Border Traders Associations (CBTAs)

CBTAs organize small-scale traders and ensure **structured, compliant, safe trade** across borders.

Key Functions:

- Sensitize traders on STR rules, Customs procedures, and SPS/Standards compliance.
- Organize traders, maintain registers, and promote orderly movement of goods.
- Represent traders in Joint Border Committees (JBCs) to resolve issues.
- Assist with NTB reporting and follow-up.
- Strengthen trader security and welfare (especially for women).
- Facilitate market linkages and cross-border business networking.

STR (Simplified Trade Regime) Clearance Process

TIDs/CBTAs help traders follow the established steps:

- Reception at TID for guidance
- Confirm eligibility under STR
- Assist in preparing STR documents
- Submit documents to Customs
- Goods verification/inspection
- Duty assessment (if applicable)
- Standards/SPS checks
- Immigration processing
- Exit with all stamped/cleared documents

This ensures compliance, reduces errors, and shortens clearance time.

Recommendations for Strengthening Cross-Border Trade Support

To enhance trader support systems:

- Formal recognition of TIDs/CBTAs in OSBP operations.
- Inclusion in Joint Border Committees.
- Joint sensitization missions with Customs/Immigration/SPS agencies.
- Unified training for OSBP, TID, and CBTA personnel.
- Stronger NTB reporting and resolution mechanisms.
- Expansion of STR awareness outside border towns.
- Digitalization of STR services (e-STR forms, mobile info).



Role and Mandate of the Kenya Bureau of Standards (KEBS)

KEBS is the national standards body responsible for developing, promoting, and enforcing product standards in Kenya. It was established under the **Standards Act Cap. 496** and began operations in 1974. KEBS reports to the Ministry of Trade, Industry and Investment.

Core Mandate:

- Promotion of standardization in commerce and industry.
- Provision of testing and calibration facilities.
- Product and system certification.
- Educational work in standardization and application of standards.

KEBS ensures that agroecological and organic products meet quality, safety, and labelling requirements before being traded locally or across borders. The institution also works closely with the EAC to harmonize regional standards for grains, cereals, and organic produce.

KEBS Standards and Certification Requirements for Agroecological Products

KEBS has adopted and harmonized East African Standards (EAS) and Kenya Standards (KS) covering a wide range of agroecological products. These standards promote consumer trust, protect public health, and enhance the competitiveness of agricultural exports. Even organic foods can pose risks if produced or stored poorly. Aflatoxin contamination from poor drying, wooden storage or excess moisture is the biggest threat to cross-border cereal trade. KEBS sets maximum aflatoxin limits and enforces these for export products.

Key Standardized Product Areas:

- **Cereals and Pulses:** Maize, wheat, sorghum, finger millet, and rice – covering grading, moisture limits, contaminants, and packaging.
- **Processed Foods:** Milled maize, wheat flour, and other value-added products.
- **Organic Products:** East Africa Organic Products Standard (EAOPS – EAS 456:2019) used for the *Kilimohai* organic certification mark.

Key Requirements:

- Quality and grading specifications.
- Limits for contaminants (e.g., mycotoxins, heavy metals, pesticide residues).
- Hygiene and food safety practices (EAS 39).
- Proper labelling with manufacturer details and country of origin.
- Sampling and testing procedures (EAS 900).

Organic labelling is a legal obligation. KEBS requires product labels to provide accurate, truthful, and non-misleading information to help consumers make informed choices. Any product falsely marketed as “organic” or “chemical-free” can be seized, destroyed, or banned at OSBP points. Proper labelling maintains the credibility of Kenya’s market and protects genuine organic farmers from unfair competition. The following are the details required in labelling:

- Brand/producer name + physical address.
- Country of origin: “Product of Kenya.”
- Certification mark (e.g., Kilimohai).
- Net weight and batch number.
- Processing date and expiry (if applicable).
- Ingredients (for processed goods).
- Storage and usage instructions.

KRA and KEPHIS officers may request sample checking. Products suspected of contamination are held for laboratory confirmation. Certified organic products are not exempt from aflatoxin checks. By meeting these standards, exporters and importers ensure compliance, market acceptance, and reduced risk of rejection at borders.

KEBS Website: <https://www.kebs.org/>





Role and Mandate of Kenya Plant Health Inspectorate Service (KEPHIS)

KEPHIS, established under the **KEPHIS Act No. 54 of 2012**, is a government parastatal responsible for regulating plant health, seed quality, and biosafety in Kenya. It functions as the **National Plant Protection Organization (NPPO)** and plays a crucial role in enforcing phytosanitary and sanitary measures in cross-border agricultural trade.

Core Functions:

1. Regulate plant protection, seeds, and plant varieties.
2. Administer and enforce sanitary and phytosanitary measures.
3. Inspect and grade plants and plant products at entry and exit points.
4. Issue phytosanitary and import inspection certificates.
5. Maintain laboratories for quality testing and residue monitoring.
6. Advise the government on seed quality and plant health policy.

KEPHIS ensures that all traded plants, seeds, and agricultural produce are safe, pest-free, and compliant with national and international regulations.

KEPHIS Processes and Compliance Requirements (Imports and Exports)

For a product to leave Kenya legally, the exporter must be registered with KEPHIS through the ieics.kephis.org platform. KEPHIS inspects the product at the farm/warehouse and at the OSBP border.

For Exports:

KRA verifies the phytosanitary certificate and approves documents before goods cross the border. Without this certificate, goods cannot leave Kenya.

1. **Registration:** Exporters register on the KEPHIS portal (ieics.kephis.org).
2. **Inspection:** KEPHIS officers inspect farms or facilities for pests, diseases, and quality standards.
3. **Certification:** Upon compliance, a **Phytosanitary Certificate** is issued for each consignment.
4. **Port Clearance:** The consignment is verified again before shipment.

Tip for Exporters: Before exporting, check the destination country's requirements. Do not assume the rules are identical across East Africa.

For Imports:

KRA verifies the phytosanitary certificate and approves documents before goods cross the border. Without this certificate, goods cannot leave Kenya.

1. **Registration:** Importers register with KEPHIS and submit relevant documents (KRA PIN, Certificate of Incorporation, ID, business permits).
2. **Plant Import Permit (PIP):** A mandatory document obtained before shipment outlining import conditions.
3. **Inspection:** Conducted at entry points; compliant consignments receive an **Import Inspection Certificate**.
4. **Non-Compliance:** May result in re-export, destruction, or quarantine.

Consequences of Non-Compliance:

- Interception or rejection of goods.
- Legal penalties under the Plant Protection Act.
- Financial losses and reputational damage.

PCPB CONTROL OF BIOPESTICIDES & BOTANICAL EXTRACTS

Organic production relies heavily on plant-based pest control solutions and biopesticides. However, these products must still be registered and approved by PCPB before crossing the Kenyan borders. Smuggling of uncertified biological products can cause national plant disease risks.

Export Requirements

- Product must be PCPB-registered.
- Export permit must be obtained for each product.
- Products must be labelled accurately, stating active ingredients.

OSBP Enforcement

At the OSBP, KRA and PCPB officers jointly inspect documentation before goods are allowed to move into neighbouring countries. Unregistered products are confiscated immediately.

ARSO CERTIFICATION & FUTURE TRADE UNDER AfCFTA

ARSO is preparing African states to trade under a continental single market. Under the African Conformity Assessment Programme (ACAP), products certified in one African country will be recognized across the continent. Kenyan agroecology exporters can benefit early by aligning products with ARSO sustainability standards—especially EcoMark Africa.

EcoMark Africa is ARSO's label for products meeting ecological and social sustainability requirements. It covers agriculture, livestock, forestry, aquaculture and tourism. Certification promotes resilience, environmental protection and ethical trade.

Why EcoMark Matters

- Gives Kenyan products global sustainability recognition.
- Helps access international markets.
- Builds higher consumer confidence.
- Fewer certification costs.
- Reduced testing repetition.

Opportunity for Exporters: **Farmers who are already organic can easily align with EcoMark standards and benefit from faster AfCFTA acceptance.**



KRA ONE-STOP BORDER POST (OSBP) OPERATIONS

Kenya has One-Stop Border Posts at Malaba, Busia (Uganda), Namanga, Taveta (Tanzania), and Isebania. At an OSBP, officers from two countries sit under one roof and jointly clear goods once reducing delays, paperwork duplication and costs.

Advantages for Agroecology Exporters

- Faster clearance = lower spoilage risk.
- Reduced transport costs.
- Joint inspections minimize delays on certificates.
- Less confusion on the rules from either side.

Documents Checked at OSBP

- Phytosanitary certificate
- KEBS label requirements
- PCPB permit (if exporting biopesticides)
- KRA customs declaration



DIGITAL CUSTOMS: iCMS & KENTRADE

KRA now relies on digital systems to simplify border clearance. The Integrated Customs Management System (iCMS) and KenTrade Single Window System allow traders to upload permits, certificates and inspection documents *before arriving at the border*.

Why Traders Must Use Digital Systems

- Enables pre-approval.
- Reduces clearance time.
- Avoids storage fees.
- Helps customs verify the authenticity of certificates.

Tip for Traders: Do not wait to reach Malaba or Namanga to process documents. Upload all documents on iCMS and KenTrade before dispatching your truck.

ESSENTIAL DOCUMENTS FOR EXPORTING AGROECOLOGY PRODUCTS

Make sure documents match packaging details—errors in spelling, weight or label descriptions can delay clearance.

Mandatory Export Documents

Document	Issued By	Purpose
Phytosanitary Certificate	KEPHIS	Confirms product is pest-free
Organic Certification (Kilimohai)	Organic Certifier + KEBS	Validates organic claim
Certificate of Conformity (if required)	KEBS	Verifies quality & labelling
PCPB Export Permit	PCPB	For biopesticides
Customs Export Declaration	KRA	Border clearance
Invoice + Packing List	Trader	Shows quantity/value
Certificate of Origin	KRA/Chamber	Proves Kenyan origin

Document checklist issued by agencies.



Phytosanitary Certificate

ISSUED BY: KEPHIS
Confirms product is pest-free



Organic Certification (Kilimohai)

ISSUED BY: Organic Certifier + KEBS
Validates organic claim

Certificate of Conformity (if required)

ISSUED BY: KEBS
Verifies quality & labelling



PCPB Export Permit

ISSUED BY: PCPB
For biopesticides

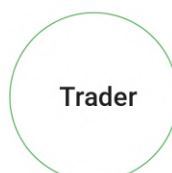


Customs Export Declaration

ISSUED BY: KRA
Border clearance

Certificate of Origin

ISSUED BY: KRA/Chamber
Proves Kenyan origin



Trader

Invoice + Packing List

ISSUED BY: Trader
Shows quantity/value

COSTS TO CONSIDER IN CROSS-BORDER TRADE

Exporting agroecology products involves fees such as:

1. Certification and inspection costs.
2. Packaging materials.
3. Transport & logistics.
4. iCMS/KenTrade charges.
5. Border agency fees.
6. Clearing agent fees.

Traders should budget for optional risks such as:

- Storage fees are due to the delay.
- Fines due to wrong labelling.
- Return-to-origin transport if rejected.

Tip: Negotiating as a cooperative minimizes costs through shared logistics.

Best Practices in Cross-Border Trade

Compliance builds trust. Fair trade motivates farmers to sustain ecological farming. Certified agroecology exports increase Kenya's reputation as a supplier of healthy, authentic and reliable foods. Compliance reduces disputes at border points, enhances farmer bargaining power, and strengthens regional trade partnerships. Here are the best practices in cross-border trade:

1. Start paperwork before harvest, not after.
2. Use only certified, traceable inputs.
3. Dry properly and check for pests before packaging.
4. Train staff on labelling and digital export platforms.
5. Maintain records of every delivery, sale and inspection.
6. Use legally registered clearing agents familiar with OSBP procedures.

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1 Start paperwork before harvest, not after.
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2 Use only certified, traceable inputs.
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3 Dry properly and check for pests before packaging.
- 

4 Train staff on labelling and digital export platforms.
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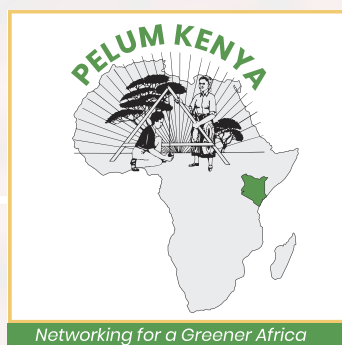
5 Maintain records of every delivery, sale and inspection.
- 

6 Use legally registered clearing agents familiar with OSBP procedures.

Conclusion


Cross-border agroecology trade represents a future where farming is both profitable and sustainable. By understanding procedures at OSBPs, meeting regulatory standards, and using digital customs systems, Kenyan farmers, cooperatives and SMEs can supply healthier foods across East Africa. PELUM Kenya will continue supporting capacity development, advocacy and farmer training to strengthen justice-based trading systems.













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