

Discover News-sheet for colleagues in Africa

March 2017

Packaging, labelling and selling



The priority of Discover partners is to practice good

hygiene and good nutrition and to treat as many health complaints as possible using organically grown medicinal plants – and to do this with one's family, the local community and to train others.

Discover partners and groups also need to generate some income to support their work. Many Discover partners produce good natural medicines. The question arises, is it possible to sell these products and generate some income?

Some have succeeded in marketing their product locally, and some have even jumped through all the bureaucratic hoops and paid the necessary fees to enable them to sell their products throughout the country.

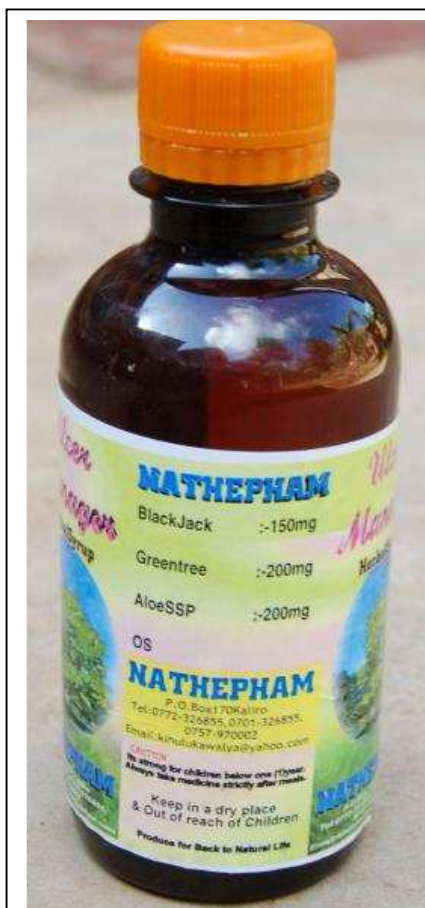
Before you even begin,

1) decide in whose name you will sell this product. I strongly suggest that you sell in the name of your own local group. Do not sell in the name of Discover. You must carry responsibility for the purity and quality of your product. If ever there are any legal difficulties then you must deal with them, not Discover in Germany!

You can always write that your project is affiliated to the project Discover in

Germany, and even give our web-site if you wish.

2) To prepare a medicine for sale means working with larger quantities than usual. Check that you have access to enough plant material, containers and whatever equipment you require. You also need a clean, hygienic area for preparation and a dry room for storage.



Cough syrup produced by Eric Kihuluka in Uganda. Sales of this syrup help to finance Eric's transport as he travels to train other groups.



An experienced herbalist in Ghana takes great care over her harvesting, drying and packaging. She produces noni juice (*Morinda citrifolia*) and moringa leaf powder.

3) I recommend you read step 8, and be sure you can find a market. This is sometimes the biggest challenge!

At every stage, wash your hands with soap and running water!

1. Good harvesting techniques: Harvest the material plant during the late morning when the medicinal components are at the highest level, harvest well away from the roads so that the herb is clean and not contaminated, and harvest only fresh, good quality plant material with no blemishes.
2. Washing: If you are in any doubt at all about how clean the plant material is, wash it in clean water, then in water with a little salt, and finally in clean water again. Shake to remove most of the water.
3. Drying: Dry the plant material very thoroughly. Dry in the shade, dry within three days if possible, and, as always, ensure all surfaces are absolutely clean. Either use a solar drier or dry inside where there is a good draft of air.
4. Sieving: If necessary rub your plant material through a sieve, for example dried moringa or artemisia leaves. Stalks may sometimes be used in boiling water as an inhalation.



Joseph and Milly Grace Ogwal in Lira, Uganda, produce a range of delicious medicinal wines.



This is a commercial malaria treatment produced in Ghana. The carton give the manufacturer with its address, the name of the product, its uses, the quantity, the ingredients, the dosage and necessary precautions.

5. Storing: Store in clean, airtight, dry and dark conditions, for example in a barrel or hard plastic container with a tight lid.
6. Preparation: Prepare your medicine in the same way every time, so that you have a product of consistent quality.
7. Labelling: Prepare an attractive label that gives your name (or the name of your project), the name of the medicine, the weight of the medicine, the expiry date, the ingredients, the uses and the dosage. Here you need the help of a local printer.
8. Registering: Your product must now be approved and registered by the responsible government agencies. Each country has its own procedure. This example is, I believe, the procedure in Uganda:
 - A) Make contact with the “Uganda Small Scale Industries Association”. This is not essential, but this organisation is very helpful with advice. It is probably wise to become a member.

- B) Take the packaged and labelled product to the Uganda National Bureau of Standards. The chemist will check it a) for impurities and b) that the medicine is what it is claimed to be. The Natural Chemotherapeutic Research Institute can also analyse the contents.
 - C) Visit the National Drug Authority (NDA). One needs their approval to get a bar code.
 - D) Register your product also with your local district authority. The district must know about your product. Otherwise you could have difficulties.
9. Marketing: Now comes perhaps the biggest challenge. That is to find outlets for your product. Can you sell it yourself from your home, can you find a local, reliable shop that will sell your product, can you find a shop in a town that will sell your product?

I wish you success!

Keith