

Contributors and participants



Contributors

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Frank Almond trained as a Chemical Engineer and practised initially in the steel, process and petrochemical industries, specialising in process modelling, combustion engineering and issues of toxic waste, pollution and emission control. In the late 1970s he joined Fritz Schumacher's Intermediate Technology Development Group (ITDG), the organisation set up to promote the development and introduction of smaller-scale technologies, and was their Chief Executive for 8 years up to 1995. Following that, he joined the World Wildlife Fund as a Director of WWF-UK, where traditional species and habitat conservation was linked to human development, education, and market-based interventions. He now operates as an independent consultant and Partnerships Adviser to DFID Crop Post-Harvest Programme (CPHP).

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Alan Marter is a marketing and development economist with wide-ranging commodity and geographical expertise. He has over 30 years' working experience in developing countries, especially in Africa covering commodity and marketing analysis, small enterprise development, agricultural processing, institutional development, sector appraisals and policy analysis. He has skills in the development, monitoring and management of both research and development projects and has undertaken market studies, project and sector appraisals and evaluations both with institutions in developing countries and with international bodies including those concerned with marketing and trade issues.

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Photos: **Cover:** Harvesters delivering fine beans, destined for export, to a field shelter at York Farms, Zambia. Dr Andrew Graffham/Natural Resources Institute, UK.

Opening, page 1: Farmer pushing his bike with a load of matoke (cooking bananas) to the local market in Mbarara region, Uganda. Matoke is part of the staple diet all over Uganda, where the quality of roads and distances to market affect small-scale farmers' prospects of selling their produce. Heldur Netocny/Panos Pictures.

Theme papers, page 17: Ms Amazulu, leafy vegetable and tomato seller at Mtendere market, Lusaka, Zambia. Local market sales provide vital income to small-scale producers, but they could expand their enterprises with improved organisation. Dr Andrew Graffham/Natural Resources Institute, UK.

Overview, page 107: Packing pineapples from small-scale growers for export, Gannat Farms, Ghana. Cooperation, efficiency and quality control are essential in such ventures. Dr Andrew Graffham/Natural Resources Institute, UK.

Discussions, page 149: Farmers and traders loading tomatoes destined for Delhi market in Solan, Himalchal Pradesh, India. The use of cartons rather than wooden boxes is saving 10,000 trees a year, and improving sales of the off-season crop within India. International Development Enterprises (India).

Contributors and participants, page 159: Can we make markets work for these poor small-scale producers taking yams to market in Ghana? John Esser/Natural Resources International Limited, UK.

Donors and policy makers are now re-asserting the central importance of a healthy agriculture sector as a pre-requisite for general economic growth in developing countries where the role of the smallholder farmer will continue to be important for the foreseeable future. There is considerable interest in high-value export markets for agricultural produce, but internal markets are many times greater in value, and their relative importance is set to rise further. There is also general agreement that the removal of the various constraints that hinder increased access to those markets by both producers and consumers must be a policy priority.

The Crop Post-Harvest Programme (CPHP) of Natural Resources International Limited and Practical Action, the new name for the Intermediate Technology Development Group (ITDG) joined forces in order to bring together research knowledge and perspectives of an international NGO with long experience of the practical application of technologies and policies relating to the rural economy, both on- and off-farm. This linkage, between research knowledge and evidence, and policy and practice, was a central principle for the seminar *Beyond Agriculture – making markets work for the poor* was held on 28 February and 1 March 2005 in Westminster, London. The seminar brought together practitioners, policy makers and researchers from around the world to consider what lessons might be carried forward into the planning of future work. The material presented in these proceedings contains as many hypotheses and unanswered questions as it does firm knowledge and evidence, and as such it provided, and hopefully will continue to provide, a stimulus for further enquiry and debate.



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Beyond Agriculture – making markets work for the poor

