

# Beyond Agriculture – making markets work for the poor: proceedings of an international seminar

28 February–1 March 2005, Westminster, London, UK



*Edited by*  
**F.R. Almond and S.D. Hainsworth**



The Department for International Development (DFID) is the UK government department responsible for promoting development and the reduction of poverty. The policy of the Government was set out in a White Paper published in November 1997. The central focus of the policy is a commitment to the internationally agreed target to halve the proportion of people living in extreme poverty by 2015, together with associated targets including basic healthcare provision and universal access to primary education by the same date. A second White Paper on International Development, published in December 2000, reaffirmed this commitment, while focusing specially on how to manage the process of globalisation to benefit poor people.

Natural Resources International Limited (NR International) specialises in managing programmes and projects in the natural resources, environmental and rural development sectors, as well as in cross-cutting areas such as institutional development. The company is owned by the University of Edinburgh, Imperial College of Science, Technology and Medicine and the University of Greenwich, and draws on the expertise of these and other institutions, both in the UK and overseas. In addition to the Crop Post-Harvest Programme, NR International also manages the Crop Protection, Livestock Production, Forestry and Post-Harvest Fisheries research programmes on behalf of DFID.

### **Crop Post-Harvest Programme (CPHP)**

A great deal of effort on behalf of governments and the international community goes into helping small-scale farmers produce good harvests. But productivity, while important, is not everything. Smallholders and kitchen gardeners face many hurdles in transporting, storing, processing and (if they are fortunate enough to produce a surplus) marketing their crops. These activities, vital to farming livelihoods, are also a source of employment. Over the last decade, the CPHP (funded by the UK Department for International Development) has commissioned research to alleviate some of the obstacles, leading to improvements in food security, health and incomes in sub-Saharan Africa and South Asia. Solutions have been identified and tested which add value to crops, strengthen access to transport and credit, reduce drudgery, improve food safety and quality, reduce storage and handling losses, and increase market access.

### **Practical Action**

Practical Action, the new name for ITDG, is an international NGO working in Africa, Asia and Latin America to eradicate poverty by developing and using technology, and by demonstrating results, sharing knowledge and influencing others. Poor people depend on their own assets, skills and enterprise to build a secure livelihood for their families. They have little capital, very limited access to credit, inadequate power in the market and rarely receive support from formal institutions. The Markets and Livelihoods Programme is a major pillar of Practical Action's strategy, working to create better market systems for the poor. Achieving growth and improved performance of market-chains in ways that benefit poor small-scale producers involves building market intelligence capacities and better services such as support to upgrade their technologies, to access local, regional or international markets on favourable terms.

# **Beyond Agriculture – making markets work for the poor:** proceedings of an international seminar

28 February–1 March 2005, Westminster, London, UK

*Edited by*  
**F.R. Almond and S.D. Hainsworth**



Natural Resources International Limited  
Park House, Bradbourne Lane  
Aylesford, Kent ME20 6SN, UK



Intermediate Technology Development Group (ITDG)  
Schumacher Centre for Technology and Development  
Bourton on Dunsmore, Warwickshire CV23 9QZ, UK

**2005**

**Citation**

Almond, F.R. and Hainsworth, S.D. (Eds.) 2005. Beyond Agriculture – making markets work for the poor: proceedings of an international seminar, 28 February–1 March 2005. Westminster, London, UK. Crop Post-Harvest Programme (CPHP), Natural Resources International Limited, Aylesford, Kent and Practical Action, Bourton on Dunsmore, Warwickshire, UK. 176pp.

ISBN 0-9546452-3-5

This publication is an output from the Crop Post-Harvest Research Programme (CPHP) funded by the UK Department for International Development (DFID), for the benefit of developing countries. The views expressed are not necessarily those of DFID.

Practical Action is the working name of Intermediate Technology Development Group Ltd., Charity reg. no. 247257

---

## Contents

<b>Opening</b>	<b>1</b>
<b>Preface</b>	3
<b>Welcome</b> <i>Jim Harvey</i>	5
<b>Opening address</b> <i>Richard Mkandawire</i>	7
<b>Keynote address</b> <i>Mandi Rukuni</i>	9
<b>Theme papers</b>	<b>17</b>
<b>Building linkages and enhancing trust between small-scale rural producers, buyers in growing markets and suppliers of critical inputs</b> <i>Rupert Best, Shaun Ferris and Antonio Schiavone</i>	19
<b>Market information needs of rural producers</b> <i>Alan Marter</i>	51
<b>The role of small-scale producers' organisations in addressing market access</b> <i>Estelle Biénabe and Denis Sautier</i>	69
<b>Enabling rural producers to understand and better satisfy the product, process and delivery standards required by buyers</b> <i>David J. Walker</i>	86
<b>Overview</b>	<b>107</b>
<b>Mapping the market: market-literacy for agricultural research and policy to tackle rural poverty in Africa</b> <i>Jon Hellin, Alison Griffith and Mike Albu</i>	109
<b>Discussions</b>	<b>149</b>
<b>Contributors and participants</b>	<b>159</b>
<b>Contributors</b>	161
<b>Participants</b>	167