



AFAAS AFRICA WIDE AGRICULTURAL EXTENSION WEEK, 2015

October 11 – 15, 2015 | Addis Ababa, Ethiopia | Hilton Hotel

Date (Day and Date) Monday 12.10.2015	Session/ Break Away Event Title: The role of private sector in delivery and servicing of equipment, and providing Rural Advisory Services (RAS) in Post-harvest Management (PHM)
Name of Rapporteur	Jerry Egessa & Simon Degelo
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<p>Major Points Made by Each Speaker (put under the names of each speaker so it is easy to follow) (up to ten)</p> <p>1. Speaker 1, Name: Jean Njiru</p> <p>Key points:</p> <ul style="list-style-type: none"> a. It does little good to train farmers on post harvest management if they can't find the technologies in the market. Therefore supply chain development is crucial for new technologies. b. Private sector only gets interested in promoting a technology if there is a demand. Projects can contribute to the market development by initial sensitization of the farmers about the benefits of phm. Once the market is working, the private sector will take over and spread information as a marketing action. c. If farmers here about PICS bags for the first time, the price is a major concern. Once they understand the benefits of postharvest management, they are willing to pay the price it costs. <p>2. Speaker 2, Name: Aberash Tsegay</p> <p>Key points:</p> <ul style="list-style-type: none"> a. In postharvest management it is important to build a pool of private sector service provider, both for advisory and technology supply. b. Sometimes extension workers became service providers to earn additional income from postharvest management. c. Some actors earn a lot of money from providing services postharvest management. They go to the farmers with mobile threshers and get paid from the farmers. d. At the beginning it is important to invest in quality control, but at the technologies get spread and the farmers get knowledgeable about them, they know how evaluate the quality of the tool. 	

3. Speaker 3, Name: James Morangira

Key points: a. Maintenance of equipment for phm is a major issue. Therefore we keep the technologies as simple as possible, eg. we use the same engines as in normal motor-bikes, so there are plenty of mechanists that can fix them. Additionally we train them in troubleshooting and maintenance.

b. Don't start from scratch but work with people that already know how to do business. E.g. often grain traders or input supplier are successfully starting to sell equipment or provide services for phm. Sometimes there are also some potent farmers who invest e.g. in a thresher for themselves but also to create additional income by providing services to their neighbors. We make surveys to find promising actors to get involved in phm.

c. It is important to adapt the technologies to the local needs, so we can maximize their usability.

4. Speaker 4, Name: Bellah Mpofu

Key points: a. Most decision makers are ignorant about the problem of postharvest management and the potential of technologies to improve it.

b. Price differentiation can help to put incentives for better phm, as farmers get better prices for premium quality. However, mostly premium markets are not developed, yet.

c. There is a lack of regulation for food quality standards, and even if the rules are there they often are not implemented. Food standards mostly are only applied to export markets.

d. Programs that work with subsidies can make the situation worse. After the program is over, the farmers expect to get the technology for a price that is under the price of production and refuse to pay market prices.

<p>Key action-points or way forward (up to five)</p>	<ol style="list-style-type: none"> 1. Actors along the value chain work together to create premium markets for premium products. 2. Government, NGOs and Certification Organisations work towards implementation of standards. 3. Promote commercial marketoriented enterprises and encourage private sector advisory services. 4. Projects shall facilitate market development instead of interfering by becoming market actors, themselves. 5. Roles and responsibilities of actors in the market system must be understood by everybody. 6. Link up health extension workers with agricultural extension workers to increase awareness of the consumers on food quality, in particular the ones linked to PHM (aflatoxin etc.)
<p>How can AFAAS support follow through on the</p>	<ol style="list-style-type: none"> 1. Share knowledge, experience and information about market systems. 2. Develop tools for practitioners to work on market systems.

<p>action-points? (up to five)</p>	<p>3. Advocacy to make government understand the importance of postharvest management.</p> <p>4. Advocacy for better regulations and implementation of food standards</p> <p>5.</p>
<p>Any Quotable Quotes (up to five) (Provide Quote and Name of Speaker)</p>	<p>1. "Once the farmers understand the benefits of postharvest management, they are willing to pay the price it costs." Jean Njiru, Perdue PICS project</p> <p>2. "It does little good to train farmers on postharvest management if they can't find the technologies in the market." Jean Njiru, Perdue PICS project</p> <p>3. "For one to be considered a qualified extension worker she or he should be a practitioner not a teacher." Frogene Banet</p> <p>4. "Everybody knows about Facebook but nobody knows about postharvest management" Max Olupot, AFAAS</p> <p>5.</p>
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