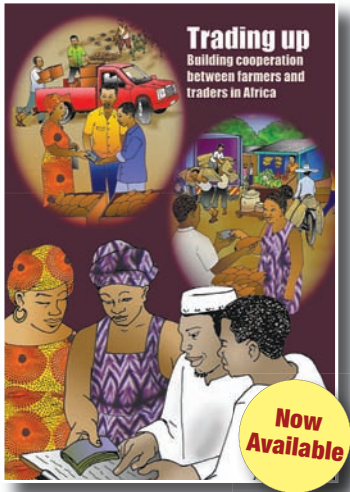


# Trading Up

Building cooperation between farmers and traders in Africa



*Trading Up* stands up for traders. The book aims to improve the relationship between producers and traders for more sustainable value chains that provide access to markets for local producers in Africa. *Trading Up* will stimulate policy makers to listen more to producers and traders when designing rules and support measures.

The book was developed through a writeshop process with 38 participants from over 20 organizations representing 12 countries. It has 15 richly illustrated cases from countries as far apart as Ethiopia, Lesotho and Ghana, that cover commodities ranging from soybeans and coffee, to milk and wool. The funding organizations – Cordaid, ICCO and Oxfam Novib – are promoting the value chain approach as part of their policy to improve small scale agriculture.

## Publishers

Royal Tropical Institute (KIT) and  
International Institute of Rural  
Reconstruction (IIRR)

## Funded by

Cordaid, ICCO, and Oxfam Novib

## Specifications

298pp, 25 x 17.5 mm

## ISBN

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## Price

Kshs 1200 / €12 (Africa) €17 (Asia)  
€25 (Europe) \$40 (USA)

## Series details

IIRR and KIT have produced *Chain Empowerment: Supporting African farmers to develop markets* aimed at sharing experiences among development practitioners. *Trading Up* is the second in this series about value chains in Africa. A third volume is planned for 2009 on the topic of rural finance, focusing on financial services for value chain development. A later title will cover cross-boarder trade.



Royal Tropical Institute

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