



Royal Tropical Institute
KIT Development Policy & Practice



Trading up: Building cooperation between farmers and traders in Africa

Authors: KIT and IIRR

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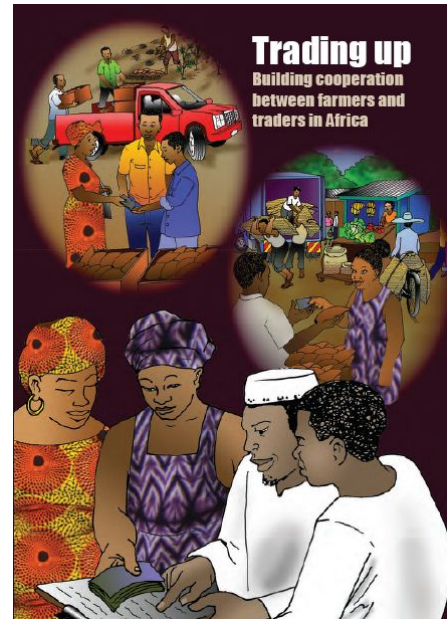
Paper, 280 pp, 9789068326994

Summary

In much of Africa, smallholder farmers face serious difficulties selling their produce. But farmers, along with development agencies and governments, treat the traders who market their goods with suspicion and mistrust.

Trading Up stands up for traders. It shows how traders struggle to run their businesses in the face of adverse policies and attitudes. With more respect and support, they could develop markets, add value to products, invest in new businesses, and improve the efficiency of the food distribution system. They could generate demand for farm products and help improve the incomes and livelihoods of rural people.

Trading Up's 15 richly illustrated cases from countries as far apart as Ethiopia, Lesotho and Ghana, cover commodities ranging from soybeans and coffee, to milk and wool. The book shows how relations have been strengthened between the farmers, traders, wholesalers, processors and retailers in the value chain. It describes how they have built institutions (such as market information systems) and agreed on rules (such as standard weights and quality grades) to enable agricultural markets to function better.



About the series

Under the coordination of the Royal Tropical Institute (KIT) and the International Institute of Rural Reconstruction (IIRR), this book was written by more than thirty traders, farmers and professionals from Africa, Europe and the USA, and edited by Paul Mundy.

IIRR and KIT produce publications on a variety of development themes, aimed at sharing experiences among development practitioners and private sector partners. This book is the second in a series about value chains in Africa. The first was *Chain empowerment: Supporting African farmers to develop markets* which focused on farmer organizations and their support agencies (NGOs). A third volume is planned for 2009 on the topic of rural finance, focusing on financial services for value chain development.

Ordering information

This book can be ordered from the website of KIT Publishers: <http://tinyurl.com/5stqyb>

The PDF is free to download from the KIT website: <http://tinyurl.com/5stqyb>

And from the Cordaid website: <http://tinyurl.com/6hp72b>



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