

Smallholder Market Access & Post-harvest Loss Reduction in Africa

Webinar Series on Grain Post-Harvest Handlings for Smallholders

Mr. Cephass Taruvinga
Post-harvest Management Specialist

Introduction

- Smallholder Market Access for Post-harvest Reduction in Africa
- Understanding the role of market access in reducing losses

What is Market Assess

- Opportunities for smallholder farmers to sell produce at fair prices
- Minimising post-harvest losses through better market connections



Market Access and Post-harvest Loss (PHL)

- Part of a holistic approach to addressing PHL
- Combines technological, practical, and systemic solutions



Market Access & adoption of PHL Solutions

- Market access motivates farmers to adopt PHL technologies
- Rewards from market sales encourage PHL reduction practices
- Without markets, adoption of technologies declines

Categories of Limited Market Access

Access to market can be limited:

1. Complete lack of market access

- Due to bad roads

- Lack of information

- Gvt marketing policy

2. Access but at low prices

- Brokers & middle man

- Lack of competition

3. Access but delayed payments

- Lack of operational capital

- Procurement strategies by buyers

Implications of Limited Market Access

- Contributes to post-harvest losses due to lack of value addition
- Long term storage which increases spoilage risk
- Case Example:
 - Tanzania (lack of access),
 - Zimbabwe (delayed payments)

Barriers to Market Access

Value Chain Barriers:

- Informal trading systems
- No incentive for quality
- Limited volumes & poor presentation
- Access to trading facilities restricted
- Weak market linkages
- Poor handling, storage, transport & processing

Barriers to Market Access cont

Policy Barriers:

No grading/standards protocol

Lack of Management Information Systems

Poor infrastructure

State procurement policies

Solutions for Market Access

Technical/Value Chain Solutions:

- Efficient value chains reduce PHL, support sustainability
- Strengthen links between producers, processors, markets
- Formalise trading with digital platforms
- Access to real-time pricing, demand, and logistics info
- Direct benefits to farmers by reducing middlemen
- Invest in handling, storage, and transport infrastructure
- Partner with agribusinesses and cooperatives for technology and value addition
- Regional hubs for aggregation, processing, and distribution
- Robust grading and standards protocols
- Training and capacity-building for best practices

Solutions for Market Access

Policy Solutions

- Develop/enforce grades and standards protocols
- Implement Management Information Systems (MIS)
- Invest in tailored infrastructure
- Revise state procurement policies to support smallholders

Conclusion

- Improving market access is key to reducing post-harvest losses
- Requires both technical and policy interventions
- Empowers smallholder farmers and enhances food security and sustainability



World Food
Programme



Thank You



Sharing for Learning