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Capacity building is a key component of P4P. A range of experiences employing appropriate technology is emerging from P4P-supported countries. This newsletter shares a sample of these, ranging from new parboiling rice technologies for Ghana to zero tillage in Nicaragua. It also provides insight into how modern technology can increase sales for farmers' organizations, demonstrated by the AGRISAL farmer's cooperative in El Salvador.

Parboiling rice – appropriate technology in Ghana eases the process for women

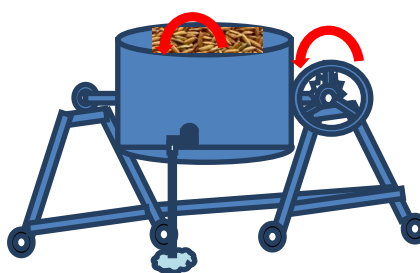
Parboiling, a task largely performed by women in Ghana, is an important activity along the rice value chain. Parboiling entails partially boiling rice in the husk, with three primary steps: soaking, steaming and drying. Parboiling makes it easier to process rice by hand, and boosts the nutritional value by driving nutrients, especially thiamine, from the bran to endosperm. In Ghana, harvested paddy rice is generally very dry and easily broken during the straight-milling process, a problem which can be alleviated through parboiling which prevents rice grains from breaking into pieces during milling thereby reducing the extent of losses.

Traditional Parboiling:

In Ghana, parboiling involves a lot of work for women. To soak the paddy rice, women need to fetch fresh water and relatively large quantities of fuel wood when using a traditional stove. During steaming (or partially boiling), the parboiled rice is manually scooped from the pot while it is still on the fire, resulting in the risk of being burnt, while also being tedious and a time consuming chore.

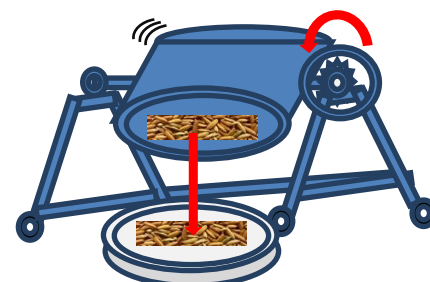
Appropriate technology: Energy Saving Stoves and Parboiling Equipment

With technical support from the government's Food Research Institute as well as financial and technical contributions from ACDI VOCA/ADVANCE, P4P has introduced a new technology based on its suitability to the local context - **semi-mechanized parboiling vessels and Energy Saving Stoves** to ten P4P rice producing Farmers Organisations (FOs) in the Northern Region of Ghana. With intensive training on the efficient use of technology, women started to work as a group and are very happy about the introduction of this technology. Mrs Afishetu Sumani from the Kpalsi Zisung Development Farmers Association in Kpalsi (Tamale Metro-District) explained that, "Now thanks to the semi-mechanized parboiling vessels introduced through P4P, women can parboil an 85kg-bag of paddy in a new vessel at once". This compares to about 43 kg under the traditional system.



By opening the water tap at the bottom, women can remove hot water.

The steering handle can rotate the vessel 90 degrees (or more). Female farmers can easily pour the parboiled paddy rice from the vessel onto a tray.



Continued on page 2



World Food Programme

20 P4P pilot countries

- Asia: Afghanistan
- Africa: Burkina Faso, DRC, Ethiopia, Ghana, Kenya, Liberia, Mali, Malawi, Mozambique, Rwanda, Sierra Leone, South Sudan, Tanzania, Uganda, Zambia
- Central America: El Salvador, Honduras, Guatemala, Nicaragua

The vessels have helped women smallholder farmers and processors by reducing the drudgery women go through. As shown in the diagram, the semi-mechanized vessels make it possible for the women to pour the parboiled paddy rice from the vessel without scooping in the traditional way. This reduces the danger of being burnt when scooping from the hot pot and also saves time and labour.

With the Energy Saving Stoves, much energy is conserved since there is very little escape of heat. Energy Saving Stoves are three times as efficient as traditional stoves, as it is possible to parboil three bags of paddy rice using the same quantity of fuel wood as required for one bag under the traditional method. This saves time, while also providing environmental benefits.



Semi-mechanized parboiler heated by an Energy Saving Stove

Financial Benefits

Before the introduction of this new technology, farmers often sold paddy rice without parboiling and milling, at the price of GHS40 (about US\$20) per 85kg bag (US\$ 0.24 per kg). Now women who are well trained and well equipped send the parboiled rice to the milling centre for the polishing process, using this final product for both home consumption as well as sale on the market. Women secure prices ranging from US\$1.0 to US\$2 per kg. Taking into account processing costs averaging US\$0.15 per kg (including fuelwood, water, milling, transport), women are now securing a healthy profit.

Appropriate equipment facilitates significant increase in sales for a farmers' organization in El Salvador

The Farmers' Organization (FO) AGRISAL became one of the first FOs to secure support from P4P and its partners in El Salvador in 2009. This FO recognized that many sales opportunities were lost due to its inability to meet short delivery time frames and quality standards required by local and regional buyers. This was due to some extent, to the fact that they processed their products by hand. According to Juana Cabrera, AGRISAL's manager and smallholder farmer, during this period, without the appropriate knowledge and technology, AGRISAL's annual sales were less than US\$ 20,000.



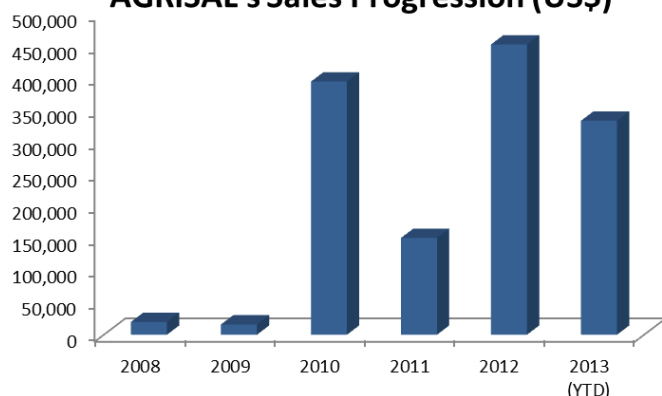
Staple grains cleaner, sorter and polisher.

Through co-finance and strong partnerships, AGRISAL secured equipment and machinery to classify, clean, polish and package grains as well as determine quality for their commodities (moisture, broken grain, aflatoxin). This new capacity allowed AGRISAL to more efficiently manage its business, to be competitive (reduce production costs and post-harvest losses, to be more efficient at processing grain to meet market standards) and to respond on time,

with adequate volume and quality. This gave AGRISAL the opportunity to take advantage of more diversified market options from engaging directly in local markets, to successfully selling to WFP.

AGRISAL's sales have shown a remarkable increase from less than US\$20,000 in 2008 to over US\$334,000 in the first quarter of 2013. Since 2010, AGRISAL has had sales of maize and beans of US\$ 1.37 million. This includes WFPs total purchase of 1660mt, which equals 65 percent of AGRISAL's total sales in El Salvador.

AGRISAL's Sales Progression (US\$)



Move towards zero tillage reaps benefits for P4P supported farmers in Nicaragua

The Municipality of Jalapa in Nicaragua is known for its flat topography despite its location in the mountainous province of Nueva Segovia. A large percentage of producers use mechanized soil preparation, resulting in constant soil disturbance and compaction. This has led to continuous damage to areas under cultivation, leading P4P to support a Zero Tillage initiative for two Cooperatives - Cooperativa de Servicios Múltiples de Campesinos Activos de Jalapa (CCAJ) and Asociación de Campesinos para el Desarrollo Integral Sostenible (ACADIS).

What is Zero Tillage?

Zero tillage is a system whereby crop residues from the previous harvest are left on the soil surface. A specialized planter or drill cuts through the desiccated cover and residues accumulated on the soil surface, slotting seed (and fertilizer) into the soil with minimal disturbance. *Extract from FAO Corporate Document Directory*

P4P assisted each cooperative to purchase one tractor and one direct planting machine (or Zero tillage machine). Working with the Institute of Agricultural Technology (INTA) and taking place over a five year period, the purpose of this experimental project is to reduce the costs of soil preparation, reduce soil nutrient losses, increase production through better spacing between crops and reduce the time involved in soil preparation and planting.

This initiative seeks to benefit approximately 300 smallholder farmers (40 percent women) through direct services, as well as the provision of credit for maize and beans production, which is repaid after harvest.

A View from the Field

Don Luis is a smallholder farmer from Jalapa. He owns 24 acres with 3 acres dedicated to basic grains. The remaining area is dedicated to pasture. Don Luis joined the CCAJ cooperative in 2009 and he has been working his farm full time ever since.

P4P organized a field demonstration of a mechanized zero tillage instrument with the CCAJ cooperative's leadership and 40 smallholders. The device is owned and operated by a large producer from Jalapa. Motivated by the demonstration, Don Luis decided to use the technology on his 3 acres of land used for maize. Cultivation. This led to a reduction in his overall cost of over 70 percent.



Zero tillage in action. Copyright: WFPP4P/ Nicaragua

There are three additional cost reduction aspects associated with the use of this technology: less seeds and fertilizers are lost due to a more controllable application system; a clear reduction in environment cost due to more eco-friendly zero tillage system; and a reduction in time invested in the planting and preparation (from three days with traditional methods to 90 minutes with the zero tillage device).

Yield per acre is also expected to improve. Don Luis expects a 22 percent increase in harvest this year using this method. This new technology has also led to a more controlled number of plants per linear meter (9 plants) and to more consistent distance between rows. Overall, Don Luis is increasing his performance, while protecting his most valuable asset—his land.

South Africa contribution to the Government of Lesotho – Learning from the P4P experience to undertake pro-smallholder procurement

The Republic of South Africa through the Department of International Relations and Cooperation (DIRCO) provided US\$ 20 million to the Government of Lesotho to help to alleviate the impact of the developing food crisis due to prolonged drought in the last harvest season. The funds were channelled through WFP, with agreement that all food commodities be purchased in South Africa through local suppliers – 60 percent through normal local regional purchase (LRP) modalities and up to 40 percent through pro-smallholder procurement modalities. WFP's Regional Bureau in Johannesburg, recognizing the opportunity of learning from the P4P experience, invited the P4P Rwanda Country Coordinator, Emmanuela Mashayo, to assist in programme design, focusing on capacity needs for smallholder farmers, partnerships and the internal coordination structure.

Types of Procurement

As proposed by DIRCO, it was agreed that, in time, smallholders farmers will need to compete in the same way as traders to ensure transparency and to provide an opportunity for them to gain exposure to a competitive environment. However, recognizing that smallholders may not have the capacity to meaningfully engage in this environment, especially at the beginning, it was agreed that the procurement process will be simplified, with three modalities of procurement proposed:

Pro-smallholder Competitive Tendering is expected to form the bulk of purchases and will provide a platform for training and capacity building.

Direct Purchases where competitive tendering is not practical e.g. there are insufficient suppliers to warrant competition such as the requirement for non-GMO commodities.

Forward Delivery Contracts in instances where an incentive is needed for smallholder farmers to produce particular commodities such as beans; or where a particular subset of smallholders is being targeted, such as women.

Capacity building and partnerships

Building on FAO's existing relations and field presence, the Provincial Department of Agriculture, the Rural Development Project and WFP undertook an assessment of production potential of specific geographic areas, existing means of storage available to the farmers, and possible sites for storage. Based on these findings, training will be provided in basic post-harvest handling practices such as commodity sorting, grading, and storage techniques for medium capacity farmers, as well the construction of storage units. These activities should allow smallholder farmers to add value to commodities and hence, secure more income. Currently all post-harvest activities are undertaken by agribusiness companies. High capacity smallholder farmers will be encouraged to increase the use of combine harvesters which will contribute to improved maize quality.

It is recommended that partnerships be coordinated through a steering committee, consisting of strategic and operational representatives. The objective of the steering committee is to oversee the implementation of the project and to represent the project at policy dialogue forums.

Adapting Internally

Based on P4P's experience, it is proposed that this project be closely coordinated by the Procurement and Programme Units within the WFP Regional Bureau Johannesburg. It is anticipated that two Programme Officers and a Procurement Assistant will manage the initiative. The Programme Officers will be responsible for the day to day activities of the project, while the Procurement Assistant will be responsible for daily administrative procurement functions. Monitoring and Evaluation will be embedded into the project and a detailed monitoring plan is proposed along seasonal and project milestones, beginning with the collection of baseline data.

An initial purchase of some 1000 mt of maize and beans from small-holder farmers in South Africa is expected to take place shortly. A further update on this project will be provided over the coming months.

Sharing the P4P Experience

- Lenin Gradiz, P4P Country Coordinator in Honduras, presented the experiences of P4P Honduras at the “From Subsistence to Sustainable Family Farming” event, in Bogota, Colombia. This event was organized by the Department of Social Prosperity of the Government of Colombia and the WFP Colombia. This is part of a programme of activities that WFP Colombia is carrying out in order to develop a pro-smallholder procurement strategy, leveraging the experience of P4P in conjunction with the local government.
- In Ghana, P4P attended the Joint Agricultural Sector Review, with participants from the Ministry of Food and Agriculture, USAID, IFAD, FAO, the World Bank, the African Development Bank, and a variety of other development partners. The goal of this meeting was to openly assess the implementation of all related agricultural programmes. P4P provided an update on implementation in Ghana and offered feedback on the Government’s mid-term review of its Medium Term Agricultural Sector Implementation Plan, which is currently being finalized.
- Sheryl Schneider, P4P Country Coordinator in Guatemala, attended the RWEE (Rural Women Economic Empowerment) Joint Programme (WFP/UN Women/FAO/IFAD) workshop on “Accelerating Progress Toward the Economic Empowerment of Rural Women” in Rome. Representatives from the agencies’ headquarters and the seven targeted countries defined the steps to be taken, with responsible agency/person, and date of finalization. Country level priorities include preparation of national work plans and mobilization of resources. P4P’s experience in working with women farmers provided valuable inputs to this workshop.
- P4P in Latin America participated in a mission to Mexico to discuss the potential collaboration between WFP and Mexico’s “National Crusade Against Hunger”. The work of P4P was introduced in the context of the potential of local procurement from smallholder farmers and linking farmers with safety net programmes.
- P4P Gender Consultant, Batamaka Some, presented a paper on P4P’s experiences in fostering relations with smallholder households, in Washington, DC as part of the USAID Feed the Future, Gender Learning Evidence Exchange. The event aimed to enhance participants’ understanding about the crosscutting nature of gender.

P4P welcomes Romain Sirois, Senior Programme Adviser and Ahnna Gudmunds, Communications and Advocacy Officer



Romain Sirois has joined the P4P Coordination Unit as Senior Programme Adviser, responsible for supporting LAC and Afghanistan, as well as preparations for the P4P final evaluation. Before joining P4P, Romain held many and diverse roles spanning more than 20 years with WFP, including programming, monitoring and evaluation, food security cluster, and Deputy Country Director in Haiti. For over two years, Romain was seconded to the Office of the High Commissioner for Human Rights evaluation division in Geneva. His academic background includes Development Studies, Latin American Studies and Social Science.



Ahnna Gudmunds joins the P4P Coordination Unit as the Communications and Advocacy Officer, following the departure of Tobias Bauer. A Swedish national, Ahnna has a background in journalism, media, communications and photography and most recently worked with WFP in South Sudan for two years.

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WFP's Report "The State of School Feeding Worldwide" has been released and can be found [here](#).

The United Kingdom's House of Commons Releases its Report on Global Food Security

"WFP's 'Purchase for Progress' scheme has a double benefit: it supports WFP's humanitarian work while also supporting local economies in developing countries."

Find the full report and its recommendations [here](#).

Solvable Problem: An Op-Ed from Ertharin Cousin, Executive Director of WFP

"The experience of P4P is showing us clearly that, with the right support and knowledge, it is possible to prevent losses of precious food in poor countries struggling to achieve food security. In the years ahead we will need to share those lessons far and wide to meet the challenge of feeding our growing population."

Read the full article, published by UNEP [here](#).

WFP's new Strategic Plan 2014-2017, recently approved by the Executive Board, embeds WFP's commitment to pro-smallholder procurement, building on the experience gained under P4P. Under Strategic Objective 3, "Reduce risk and enable people, communities and countries to meet their own food and nutrition needs", Goal 2 focuses on *leveraging purchasing power to connect smallholder farmers to markets, reduce post-harvest losses, support economic empowerment of women and men and transform food assistance into a productive investment in local communities.*

The 2014-2017 Strategic Plan can be found [here](#)