

Is your agricultural production future-proof?

Service Module

Agricultural consulting

> Your questions

- Do we have the information needed to employ best agricultural practices and achieve the quality, continuity and volumes that we need?
- How to prevent and control pest and diseases. How can we assure adequate crop fertilization?
- Where can we get production-related know-how in connection with specific crops?

> Our answers

- Competent advice to enhance production quality and sustainability of specific crops.
- Preparation of crop-specific info sheets and checklists.
- Practical assistance in designing and implementing improved technological solutions.



Service Module

Organic inputs

> Your questions

- Are there inputs available that could perform better than the ones currently used?
- How can the efficiency of inputs be enhanced?
- Are there ways to improve access to critical organic inputs?

> Our answers

- Crop- and country-specific advice on how to improve access to and the efficiency of available and new organic inputs.
- Define and put in place crop-specific solutions with available inputs and complementary production techniques.



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Conversion management

> Your questions

- What does a shift towards organic and/or fair trade imply in terms of technology, organization, documentation and certification?
- What are the critical factors that I will need to prioritize in the conversion period and how should I handle them?

> Our answers

- Technological, economic and procedural assessment of the system change.
- Advice and guidance in planning and implementing the conversion process.
- Practical assistance in putting in place new critical technologies, procedures and the required documentation.



An example of FiBL's market development support

Transition management in China

A large Dutch trader specializing in organic fruit products needed to secure and amplify its supply of fruit juice concentrates. In view of its reputation in successfully bridging production and trade, FiBL was commissioned to source and evaluate suppliers in various parts of the world. In PR China, for example, a smallholder producer group was assessed in terms of sustainability, production quality and organization.

The FiBL evaluation and SWOT analysis showed serious but not irreparable flaws in all areas. An Action Plan was therefore drafted and implemented in the year after the assessment. In a series of courses, farmers were trained in organic production techniques, internal control and quality management systems were revamped and a demonstration farm was set up. The interventions resulted in a highly reliable project from which all parties involved will profit for many years to come.

