

# Opportunities in Postharvest: Introduction

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# Why Postharvest?

According to the UN Food and Agriculture Organization:

*95 percent of agricultural research investments in sub-Saharan Africa over the last 30 years have been directed to increasing productivity, with only five percent aimed at reducing food losses.*





Wholesaler  
08  
9 Nov 2016

Poor quality  
 $\frac{45.8 \text{ kg}}{113 \text{ kg}} \times 100 = 40.5\%$   
Total weight

Loss

Losses for hort  
crops typically  
range from 30  
to 50%



High losses occur due to:

- poor quality containers
- rough handling
- lack of temperature management







Losses occur during transport at ambient conditions (exposure to rough handling, heat and sun)



# Lessons Learned

- ▶ Comprehensive approach
- ▶ Sharing information
- ▶ Greater success with longer-term relationships
- ▶ **Requires a combination of technology, training and continued support**





# Technology examples







Demonstration of the CoolBot in a portable trailer





# Utilizing the Mobile CoolBot Trailer

For Postharvest Storage and Transport





# Training



Providing hands-on learning opportunities for small farmers in Tanzania



# Support



Postharvest support includes access to tools, materials, equipment, supplies such as plastic crates, systems for cleaning/reuse



# Support







# Private Sector Engagement

- ▶ Sustainable = Economically Viable = Profit
- ▶ Tension created by distortion with development aid
- ▶ Focus on local investment
- ▶ Success of B2Bs

# Looking Forward

- ▶ Pair Technology with Training
- ▶ Build relationships
- ▶ Demonstrate the business case for technological interventions
- ▶ Seek to demonstrate the value when training and materials are delivered for free
- ▶ Limit the duration of “free” interventions
- ▶ Beware of bypassing foundational best practices



# Recognize the Process

