

HOW TO STORE AGRICULTURAL PRODUCTS IN COMMON?

WHAT IS IT ABOUT?

Collective storage consists in storing agricultural products from several farmers in a common place. It involves the implementation of common management rules accepted by the entire group.

Why storing products in common?

Besides the advantages of storage in itself (cf. storage method sheet), collective storage can be used to:

- **Mutualize investment** costs
- **Rationalize storage** costs
- **Facilitate collective marketing operations** (by improving the estimation of available quantities, simplifying logistics, etc.)
- **Facilitating access to credit** from MFIs with greater guarantee (warrantage)



The advisor's role

- Accompanying farmers in the implementation of their project (interest of collective storage, technical or organizational methods, etc.)
- Providing technical and economic expertise to fuel discussions
- Raising awareness or conducting training courses on good post-harvest practices, warehouse maintenance, stock management procedures and tools

STEPS FOR SETTING UP A COLLECTIVE STORAGE

1

CLEARLY IDENTIFYING FARMERS' NEED



FOs must analyze with all farmers, the expectations related to a given issue. The advisor will accompany discussions to analyze whether storage is the best solution to address that problem or not.

Questions to be asked:

- Are the volumes produced sufficient to be stored?
- Is there a capital gain on the selling price after storage and is it substantial?
- Does the FO wish to combine group marketing operations with storage?

2

INVOLVING FARMERS IN THE MANAGEMENT of the storage unit within a management committee

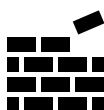
Farmers must be involved from the very beginning of the action with the type of storage unit, the location, but also the monitoring of the construction of the storage facility

Starting the activity with a small group of farmers to be able to experiment practices at both technical and organizational levels and create a positive experience that will be a model to others.



3

JOINT DEVELOPMENT OF STORAGE PROJECT



AT THE TECHNICAL LEVEL

- Defining the storage location
- Defining storage methods
- Removing technical constraints

AT THE ORGANIZATIONAL LEVEL

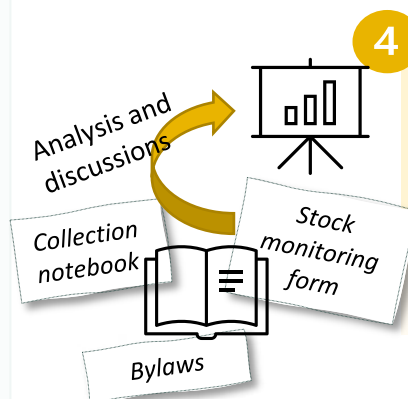
- Defining common rules (dates, duration, storage quantities etc.)
- Defining the transfer of ownership (who owns the stock)
- Defining the legal framework that will carry out the activity (association, cooperative, Ltd)

4

MANAGING THE STORAGE ACTIVITY

The management committee that has been set up must be able to monitor the storage activity to ensure that it remains profitable to farmers while covering the management and maintenance costs of the storage facility.

The monitoring of procedures and the use of storage management tools are essential.





Madagascar– Bag filling



FUNDAMENTALS TO REMEMBER

- Starting with the most dynamic farmers to minimize risk and create positive experiences that will serve as models for others. These first experiences will be used to test this mechanism, the procedures to be implemented and to make sure that it is cost-effective.
- Group storage requires discussions among farmers, and the implementation of this service often requires long-term accompaniment from the advisor.
- Carefully considering the most suitable legal form to carry out the storage activity.
- Clearly agreeing on the operating rules and tools to ensure proper monitoring.



Tanzania – Storage of maize



WORDS OF PROFESSIONALS

"Storage provides the farmer with better control over his/her product: if there is overproduction, it is much easier to sell the product over time and to supply the market when needed."

"The storage facility has strengthened the social link between FOs' members"

"Collective is based on the fact that group members are able to discuss and get along with each other"

"It is important to give farmers time to develop their ideas and see the project through the end."

"During the development of the project we all agreed, but over time, things do change. Therefore, working on the Constitution and internal regulations is essential to ensure the viability of the organization that will manage the storage."



Burkina Faso – Local storage warehouse



FOR MORE INFORMATION

Example of tools: Poster – storage of agricultural products

Webinar: "Storage of agricultural products": vidéo + PWP

