



# CABI's role in facilitating trade and market access

Julie Flood, Global Director, Trade and Commodities

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## Presentation Outline

- Trade, an engine of development
  - Alignment with global and continental priorities
  - Challenges and issues
  - CABI's contribution
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- Priority areas identified at last Consultation
  - What needs to be addressed in CABI's MTS 2016-2019





**“An ounce of trade can be worth a pound of aid.”**  
**Ban Ki-moon, Secretary-General of the UN**





## **The opportunity:**

**If the world's 500 million smallholder farmers can trade more, better quality produce, they'll be able to improve their lives and contribute to the increasing global demand for food.**



# Trade for Development

## Global

- Aid for Trade
- Sustainable Development Goals

## Regional context

- Regional and continental free trade areas
  - Argentina, Brazil, Paraguay, Uruguay and Venezuela - **Mercosur** (1991)
  - Bolivia, Colombia, Ecuador and Peru - **Andean Community** (1969)
  - United States & Chile - Free Trade Agreement (2004)
  - CARICOM; Costa Rica – CARICOM
- Use of ICTs





**But there are challenges...**





## Caribbean Key Factors

- Competition from imports
- High reliance on imported inputs
- Increasing demand for convenience foods: ready to cook or precooked
- Low and inconsistent supplies hinders local processing -import substitution
- Un-competitiveness of traditional crops such as sugar, and banana
- Niche markets in the US and Europe
- Aging farming population



## Challenges and Issues

- Quality inputs
- Product quality and safety
- Post harvest, marketing and value addition
- Efficient and effective regulation
- The issues
- Solutions from CABI





## Quality Inputs

- Quality germplasm for market-oriented production
  - Good Seed initiative; improved coffee germplasm
- Agrochemicals – fertiliser, pesticides
  - CocoaSafe in Asia and Pacific
  - Promoting FAO's Code of Conduct (Plantwise)
- Access to credit
  - Credit guarantee scheme for coffee growers





## Product Quality and Safety

- Meeting public and private standards
  - Ghana horticultural exports project
  - Cocoasafe in Asia
- Improving safety of food
  - Aflatoxin reduction
  - Contaminants in cocoa
- Sustainable Production
  - Rational Pesticide Use in key commodities in Trinidad Tobago and Colombia
  - IPM packages for Red Palm Mite





## Post Harvest, Marketing and Value Addition

- Information
  - Direct to Farm (D2F),
  - Café Move!
- Post-harvest storage
  - Biopesticides for stored grain pests
- Producing for higher value markets
  - Better Cotton (Pakistan)
  - Ghana horticultural exports project





# Efficient and Effective Regulators

- Biosecurity capacity
  - Australia-Africa plant biosecurity partnership
  - Potential spread Frosty Pod in Caribbean
- Public-private cooperation
  - Climate change adaptation (coffee)
  - Better Cotton Initiative
- Implementation of SPS measures
  - Peru government- SPS compliance; IPM
  - Caribbean Plant Health Directors Forum



## Conclusions

- Trade can help achieve both food security and economic goals
- There are big opportunities, but difficult challenges especially for smallholders
- Engagement with the market essential
- All of CABI's themes support our trade and market access work





Assalamualikum शुक्रिया xie-xie kiitos  
mercí zikomo efharistó  
ありがとう  
obrigada  
thank you  
tak ke itumetse asante sana  
danke urakoze terima kasih dhanyawaad

**Julie Flood, Global Director, Trade and Commodities**  
**[j.flood@cabi.org](mailto:j.flood@cabi.org)**