

**Sustainable and competitive
agricultural supply chains in
European Union pre-accession
countries and new member states**

(EU Access)

Annual Report 2005

EURO
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V E G E T A B L E

EU Access Annual Report 2005

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EU Access Annual Report 2005

I. General

1. Programme number

400-VI

2. Title

Sustainable and competitive agricultural supply chains in European Union pre-accession countries and new member states

From institutional support to practical development

3. Abbreviation

EU Access

4. Programme leader and organising institute

A.P. Everaarts, Applied Plant Research (APR)

5. Participating institutes

- Applied Plant Research (APR)
- International Agricultural Centre (IAC)
- Agricultural Economics Institute (LEI)
- Research institutes, Universities, Governmental Organisations and other partners in the European Union pre-accession countries and in new member states

6. Abstract

The EU Access programme is directed at the development of sustainable and competitive agricultural supply chains in European Union pre-accession countries and in the new member states, through capacity building on research, training, extensions and institutions. The programme focuses on field vegetable and fruit production chains. Current projects are concerned with (i) the development of Producers Organisations, (ii) establishment of a platform for co-operation in organic field vegetable production and research, (iii) improving safe food production and product quality control, (iv) transfer of knowledge, and, (v) market orientation and chain management.

7. Duration of programme

January 1 2003 – December 31 2006

8. Budget

The original budget for 2005 was € 330,000.-

9. Type of programme

Policy development and policy implementation

10. Relevant organisations and potential users of programme results

The main objective of the programme is to support the general policy of the Dutch Government with respect to European Union accession, in particular on sustainable and competitive agricultural supply chains. Especially the Department International Affairs, the Department Agriculture and the Department Industry and Trade of the Ministry of Agriculture, Nature and Food Quality, have an interest in increasing agricultural sustainability, competitiveness, food quality and food safety in the pre-accession countries and in the new member states.

Programme activities are directed at all key-players in the pre-accession countries and in the new member states involved in agricultural production chains, such as government organisations, producers' organisations, product boards, distribution and retail organisations

operating at a national or European Union level, private companies involved in agribusiness, local research institutes, extension service, certification organisations, local farmers' organisations and farmers. Presently the programme focuses on supply chains in field vegetables and fruit production.

11. Programme board members of the Ministry of Agriculture, Nature and Food Quality (LNV) and contact person Department of Knowledge (DK)

Chairman: Drs. S. Mohamed (Dept. International Affairs)

Secretary: Ir. P.P.L.M. Verhagen (Dept. Knowledge)

Members: Ir. J.A.F. van de Wijnboom (Dept. Agriculture) and Ir. A.M. Vroegop (Dept. Industry and Trade)

Contact person DK: Drs. J.P.L.M. Rijniers



Workshop meeting in Bulgaria

II. Report on 2005

1. Relevance of the programme for the policy of the Ministry of Agriculture, Nature and Food Quality

In 2004 the European Union has been enlarged with ten countries and other countries are likely to join in later years. The European Union increased 34% in area and in particular the agricultural production potential increased considerably. Due to the enlargement the European Union population increased with approximately 105 million people. This considerable increase of the European Union common market will influence developments in all European Union countries, including The Netherlands. The objectives and results of EU Access programme are supportive to the policy of the Dutch Government with respect to the pre-accession countries and the new member states.

Specific questions and deliverables, as formulated in the workplan of the EU Access programme for 2005, are addressed in the sections on the projects executed in this year.

2. Co-operation with partners in Wageningen University and Research Centre and with partners in pre-accession countries and in new member states

Three partners in Wageningen University and Research Centre are co-operating in the EU Access programme: (i) Applied Plant Research of the Plant Science Group, (ii) the International Agricultural Centre and, (iii) the Agricultural Economics Institute of the Social Science Group.

During the early years of the programme, difficulties were met from time to time and in varying degrees, in finding the right and motivated partners in the pre-accession countries and in the new member states. In these countries funds for research, and time spend on research co-operation, usually are limited. Especially the condition for co-operation in the programme, that only travel expenses can be provided for, frequently proved an obstacle for potential partners to participate.

However, in 2005 in all projects well motivated co-operation with partners in pre-accession countries and in new member states took place. Fifteen organisations in Poland, Czech Republic, Slovak Republic, Hungary, Bulgaria, Romania, Cyprus and Turkey were formally participating in the projects. In the Transfer project no formal co-operating organisations were appointed, but many parties from various countries were actively involved in the main activity of Transfer in 2005.

3. Communication

Programme Board

Two times a formal meeting was held with the Programme Board. In April to present the 2004 Annual Report of the programme and in December to present and discuss the 2006 programme Workplan. Especially the Chairman and the Secretary of the Board played an active role in advice and consultation for the programme. The Programme Board at the end of each quarter received a progress report, detailing the activities carried out in each project and a financial progress statement for each project.

Programme team

The programme team met once during the annual international workshop in March in Sofia. At this workshop the programme aims were presented and discussed with all participants in the programme. A second meeting was held in September to discuss the progress in the projects and the planning of the programme for 2006. There were frequent contacts between programme leader and project leaders. Progress in the projects was monitored by an internal quarterly report of each project, stating activities and budget spend.

Workshop Sofia and Bucharest

In workshops on March 20 and 21, the EU Access programme was presented at the Ministry of Agriculture and Forestry in Sofia, Bulgaria and on March 24 at the Ministry of Agriculture,

Forestry and Rural Development in Bucharest, Romania. The aim of these workshops was to make the programme known to both Ministries of Agriculture, to other relevant organisations and persons, and to promote co-operation with Bulgaria and Romania in the EU Access programme. The Agricultural Counsellor at the Dutch Embassy in Bucharest, Mr. M. Brouwer, and his staff were instrumental in organising these workshops. Presentations were given by officials from Bulgaria, Romania and the Netherlands, and by the project leaders of the EU Access programme. Both workshops were well attended by representatives of the host country and by participants in the EU Access programme and many new contacts were established.

Business meeting

On April 19 a meeting ('Bedrijvendag') was organised in Baarn, the Netherlands for Dutch field vegetable, fruit and fruit tree producers, traders and policy makers in these sectors. The subject of this meeting was: "One year after accession. What are the trends and consequences for the Dutch field vegetable, fruit and fruit tree growing businesses?" An introduction to the subject was given by the Director General of the Ministry of Agriculture, Nature and Food Quality, Mr. A. Oostra. K. Zmarlicki and F. Adamicki from Poland described the fruit and field vegetable sectors in their country and the possibilities and conditions for foreign investment. M. Dokupil gave a presentation on recent developments in the fruit sector in the Slovak Republic. A. Slabbekorn vice-chairman of the Dutch Fruit Growers Organisation and J. Robben, chairman of Field Vegetable Committee of the Agriculture and Horticulture Organisation of the Netherlands presented their opinions in reaction to the lectures from Poland and the Slovak Republic. In the afternoon the projects of the EU Access programme were presented. A representative of the Ministry of Economic affairs gave an overview of possibilities to obtain subsidies for investment in Central European countries. The Business meeting was attended by approximately fifty persons.

Antalya

The EU Access Programme Board expressed its wish to have the EU Access programme meeting in 2006 in Turkey. This to profile the programme in Turkey and to promote relevant contacts with Turkish partners. During 2005 contacts were established with the Department of Agricultural Economics of Akdeniz University, Antalya, Turkey. Representatives of this department are actively working on subjects related to conditions for accession to the European Union. These subjects are especially relevant since the Antalya region is a major horticultural production area in Turkey. To elaborate on this contact, the project leader of the Producers Organisations project and the EU Access programme leader from November 30 to December 3 paid a visit to Antalya to promote and further elaborate contacts with this Department. Presentations were given on the EU Access programme and on the Producers Organisations project at the GrowTech Eurasia Horticultural Exhibition and at the Akdeniz University. It was agreed to co-operate in the Producers Organisations project and to explore possibilities for jointly organising a workshop on Producer Organisations and related subjects in Turkey in 2006.

Newsletters

Three EU Access programme newsletters were published in 2005 and distributed to a wide range of relevant contacts. In the Newsletters the progress and activities in the programme and individual projects are described and upcoming events are indicated.

Policy Briefs

In 2005 two Policy Briefs were published. Policy Briefs are published for a wide audience. They are intended to give an overview of a subject, based on the activities of a project in the EU Access programme. One Policy Brief dealt with Organic vegetable production in new and candidate member states. The second Policy Brief described the situation with regards to improving quality management in fruit and vegetable production.

Kennisonline

To improve communication with the Ministry of Agriculture, Nature and Food Quality, and thereby to ease the use of results of the programmes carried out by Wageningen University and Research Centre, a website “Kennisonline” (www.kennisonline.wur.nl) and a monthly periodical with the same name, were established in 2004. On the website the full text of the Programme and the projects, and products, can be found. A financial contribution is made from the programme to maintain the website and publication.

Knowledge transfer

Knowledge transfer was achieved through meetings, workshops and presentations with the respective partners in the pre-accession countries and in new member states and others, and by making reports available. Details are given in the reports on the projects.

4. Organisation

Cluster International Co-operation

All international programmes carried out by Wageningen University and Research Centre for the Ministry of Agriculture, Nature and Food Quality are part of the Cluster International Co-operation. A cluster leader co-ordinates activities and reporting to the Ministry of Agriculture, Nature and Food Quality. A percentage of each programme budget is used for the cluster management (see Financial Report 2005).

5. Highlights

Programme - Excerpts from presentations

Business meeting

K. Zmarlicki, Research Institute of Pomology and Floriculture, Skierniewice, Poland, on investments in the Polish fruit sector: “The agricultural land is cheap when comparing to the old EU member states. Man labour is very cheap in Poland compared to the prices in the Netherlands. The high rate of unemployment cause that an hourly wage of skilled worker is usually lower than 2 Euro.”

F. Adamicki, Research Institute of Vegetable crops, Skierniewice, Poland, on field vegetable production in Poland: “There is a high number of small area farms with relatively low yields per hectare. The area of integrated and organic production is growing. Whole sale markets offer large and homogenous lots of products. They also offer services related to promotion, quality, control, standardisation and packaging. Whole sale markets now largely depend on the development of producer groups”, and, “You will not find success if you expect high profits in a short period of time without own investments.”

M. Dokupil, SK Fruit Producer Organisation, Bratislava, Slovak Republic on the growing importance of modern marketing methods of fruit in Slovakia: “Every month at least one new (supermarket) store is opened.”

Workshop Sofia and Bucharest

Mrs. E. Tatomir, Director Crop and Horticulture Department, Ministry of Agriculture, Forestry and Rural Development, Bucharest, Romania: “Romania’s geographical position is highly favourable for all horticultural species. The areas grown with horticultural species are concentrated mainly in the proximity of urban areas, ensuring in this way the supply of the cities with fresh fruit and vegetables. The horticultural sector employs a large share of the population involved in agriculture. “

M. Brouwer, Agricultural Counsellor, Royal Dutch Embassy, Bucharest, Romania: “Your presence here today proves that you are interested in the developments in the fruit and field vegetable sector. All the experts who are involved in this programme will share with their Bulgarian and Romanian colleagues their experience and will transfer knowledge and

information. I hope this workshop contributes to get an overview what current and new member states and organisations in this field can offer to each other.”

Projects

Development and training of Producers' Organisations in pre-accession countries and new member states

Two successful workshops on Organisation Development and on Quality have been conducted. The handbook on Organisation Development for Producers' Organisations has been completed.

Platform for research and development of organic vegetable production in pre-accession countries and new member states

A well attended conference on organic field vegetable production was co-organised with the Research Institute of Vegetable Crops in Skierniewice, Poland. In Lelystad and Wageningen, The Netherlands, the first course on organic field vegetable production was held.

Development and testing of a protocol for safe food production and product quality management

The quick scans of the present situations were completed. The results have been discussed and published in a report. Pilots for improvements have started.

Comparative study on extension and transfer of knowledge in pre-accession countries and new member states

In co-operation with the FAO a workshop was held in Budapest on innovative approaches for knowledge generation. The workshop was attended by approximately 35 participants from 12 countries.

Improving market orientation and chain management for vegetables and fruit

The Market project started late in the year and preparations for a start of activities in 2006 have been completed.

6. Programme information on CD

- Annual Report EU Access 2005
- Report Workshop Sofia and Bucharest
- Report Business Meeting ('Bedrijvendag')
- Programme Flyer
- Programme Newsletter nr. 1, 2, 3 and 4
- Programme Policy brief nr. 1, 2, 3 and 4

Sustainable and competitive agricultural supply chains in European Union pre-accession countries and new member states (EU Access)

- 1. Project title** : Development and training of Producers' Organisations in pre-accession countries and new member states (PRODUCER)
- 2. Project number** : APR 610456
- 3. Project leader** : M.J. Groot, Applied Plant Research, The Netherlands
E mail: marianne.groot@wur.nl
- 4. Executing agency** : Applied Plant Research (APR)
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The Netherlands
Tel. : + 31 488 473712
Fax : + 31 488 473717
- 5. Abstract** : The need for training, support, advice and institutional strengthening of producer organisations in pre-accession countries and new member states is identified. Capacity building programmes to strengthen the formation and development of effective Producers' Organisations are developed in line with the identified needs and potentials.

6. Participating organisations

- International Agricultural Centre (F. Joosten and M. Sopov), Wageningen, The Netherlands.
- Research Institute of Pomology and Floriculture (K. Zmarlicki), Skierniewice, Poland.
- Mendel University of Agriculture and Forestry (R. Pokluda), Brno, Czech Republic.
- Ministry of Agriculture, Veterinary and Food Administration (M. Pohankova), Bratislava, Slovak Republic.
- Department of Agricultural Economics, University of Akdeniz (B. Ozkan, C. Sayin), Antalya, Turkey

7. Objectives

Long-term objectives

The project is expected to contribute to:

- The institutionalisation of Producer Organisations (PO's) in the new European Union member states, that meet the standards of the EU to undertake the roles and responsibilities in line with the changing market policy of the EU.
- The development of sustainable market-oriented agriculture in the new EU member states.
- The policy of the Dutch government with respect to pre-accession countries, as formulated in the strategic policy document "LNV & Pre-accessiestedun Midden Europa".

Short-term objectives

In order to achieve the above mentioned objectives the project will produce the following results:

- The prevailing needs for training, support, advise and institutional strengthening of (starting) producer organisations in pre-accession countries have been identified.
- Capacity building programmes to strengthen the formation and development of effective Producers' Organisations have been developed in line with the identified needs and potentials.
- The capacity building programmes are implemented and evaluated by the project partners.

- Network of PO's, including selected PO's from The Netherlands, are established to exchange information and experiences leading to a continued strengthening of the PO's in the EU.

Purpose

By the end of the project the following will have been achieved:

- Partner organisations in the pre-accession states will have adequate capacity and experience to promote the formation and development of effective Producer Organisations in line with EU Directive 412/97.

8. Results

8.1. Output and impact

The project will be conducted in four years from 2003 to 2006. During the third year, 2005, the following activities were executed:

Workshop

In March 2005, a workshop was held in Sofia, Bulgaria. This workshop was linked with the programme meeting. During this workshop the experiences during the pilots on Organisation Development and Quality were discussed. The minutes of this meeting are included in the deliverables.

Pilot Organisation Development

The second workshop of this pilot was organised in March 2005. During the second quarter the "homework" results of the PO's were evaluated and discussed. A visit to the participating PO's during the summer was used for capacity building and to give them individual advice. Also the results of this pilot were monitored. The visit to the Czech and the Slovak PO's showed that they are implementing results from the workshops, but made clear also the difficult circumstances they have to deal with.

Pilot Quality

The second workshop on quality was organised in November 2005, Skierniewice, Poland. About 30 Polish growers and representatives of PO's participated. After the introduction on Eurep-Gap during the first workshop in 2004, participants were interested in more detailed information about Eurep-Gap. During four presentations and an exercise on record keeping and recall, the programme included several points related to Eurep-Gap. A Polish accredited inspector of Agro Quality Support, paid attention to the procedures of auditing and certification. During this presentation the differences between individual and group certification were explained.

An interesting new contact is the Dutch Kwaliteits Controle Bureau (KCB), which has a Polish quality controller (working for Agro Quality Support) operating in Poland. The contact resulted in co-operation during the workshop.

New partners

In the first week of July, on request of Mr M. Brouwer (the Agricultural Counsellor in Bucharest), a visit was made to Romania to present the Producers project at a symposium in Dorohoi. During this same visit also the Ministry of Agriculture in Bucharest was visited, to discuss their interests in a project linked with the Producers project. With agreement of the Programme Board the extra budget for Turkey was used for this visit to Romania, due to the interests of the Romanian partners. However, during this summer a possible partner from Turkey turned up, who is keen to participate in the project. In order to strengthen these relations a visit was made to Turkey in December (together with Mr A. Everaarts, on behalf of the programme).

Assistance with finding funds for project partners

During the first week of July a proposal was discussed with the Ministry of Agriculture in Romania. During the summer several adjustments to the proposal were discussed. This to clarify some questions of the Ministry fine-tuning with another project (financed by Senter).

Deliverables

The results planned for 2005 have been achieved, except for generating funds. The Handbook of the pilot Organisation Development is ready and the Handbook of the Pilot quality is in draft.

8.2. Training, technology transfer and knowledge exchange

Two workshops were organised by the project. Provisional minutes of these workshops are available. The pilot Organisation Development included also a visit some months after the workshop to the participating PO's. General presentations about PO's were given in The Netherlands, Romania and Turkey.

8.3. Reports and publications

- Groot, M.J. and F. Schoorl, 2005. Ontwikkelingen in de Poolse fruitsector. *Fruitteelt* 95(2):14 – 15 (Paper in "Fruitteelt" about the developments in the Polish fruit sector).
- Groot, M., 2005. Minutes meeting workshop Producers, March 22, Sofia.
- Sopov, M. 2005. Report – Organisational strengthening of Producer Organisations in the fruit and vegetable sectors.
- Sopov, M. 2005. Training manual – Organisational strengthening of Producer Organisations in the fruit and vegetable sectors.
- Groot, M.J. and K. Zmarlicki, 2005. Producers Organisations according to EU – Experiences in The Netherlands and four new EU-members. Paper for Polish growers congress on January 2006, Grojec, Poland.
- Groot, M.J., 2005. PPO ondersteunt producenten organisaties in nieuwe lidstaten. Kennisonline, mei, p.2.

8.4. Presentations

General:

- Producer's organisations. Presentation for EU-access program members and Bulgarian stakeholders at meeting held at the ministry of agriculture and forestry. Sofia, March 21 2005, Bulgaria, by M.J. Groot.
- Producer's organisations. Presentation for Romanian stakeholders at meeting held at the ministry of agriculture. Bucharest, March 24, 2005, Romania, by M. J. Groot.
- Producenten organisaties in Centraal Europa. Presentation at bedrijvendag. Baarn, April 19, 2005, The Netherlands, by M.J. Groot.
- Producers Organisations according EU – Experiences in The Netherlands and 4 new EU-members. Presentation during symposium with theme: "The marketing of horticultural products in the context of Romania's European integration". Dorohoi, July 7 – 8, 2005. Romania by M.J. Groot.

During Workshop Organisation Development:

- Workshop introduction. Presentation at Workshop Pilot Organisation Development. Lednice, March 3, 2005, Czech Republic, by M. Sopov.
- Setting Objectives. Presentation at Workshop Pilot Organisation Development. Lednice, March 3, 2005, Czech Republic, by M. Sopov.
- Strategic Alternatives. Presentation at Workshop Pilot Organisation Development. Lednice, March 3, 2005, Czech Republic, by M. Sopov.
- Planning for implementation. Presentation at Workshop Pilot Organisation Development. Lednice, March 3, 2005, Czech Republic, by M. Sopov.
- Strategic Planning. Presentation at Workshop Pilot Organisation Development. Lednice, March 3, 2005, Czech Republic, by F. Joosten.

During Workshop Quality:

- Refresher Course: Quality assurance and food safety. Presentation at Workshop Quality. Skierniewice, November 30, 2005, Poland, by M. van der Voort.
- Eurep-Gap - the consequences for your fruit farm. Presentation at Workshop Quality. Skierniewice, November 30, 2005, Poland, by F. Schoorl.

- Tracking and Tracing/record keeping for Eurep-Gap. Presentation at Workshop Quality. Skierniewice, November 30, 2005, Poland, by M. van der Voort .
- Audit and certification. Presentation at Workshop Quality. Skierniewice, November 30, 2005, Poland, by A. Kusyk.
- Exercise about Eurep-Gap. Presentation at Workshop Quality. Skierniewice, November 30, 2005, Poland, by M. van der Voort.

9. Duration

The project will be implemented from 2003 to 2006.

10. Information on CD

10.1. Publications

- Groot, M., 2005. Minutes meeting workshop Producers, March 22, Sofia.
- Sopov, M. 2005. Report – Organisational strengthening of Producer Organisations in the fruit and vegetable sectors.
- Sopov, M. 2005. Training manual – Organisational strengthening of Producer Organisations in the fruit and vegetable sectors.
- Groot, M.J. and K. Zmarlicki, 2005. Producers Organisations according to EU – Experiences in The Netherlands and four new EU-members. Paper for Polish grower's congress on January 2006, Grojec, Poland.

10.2. Presentations

General

- Producer's organisations. Presentation for EU-access program members and Bulgarian stakeholders at meeting held at the ministry of agriculture and forestry. Sofia, March 21 2005, Bulgaria, and presentation for Romanian stakeholders at meeting held at the ministry of agriculture. Bucharest, March 24, 2005, Romania, by M. J. Groot.
- Producenten organisaties in Centraal Europa. Presentation at bedrijvendag. Baarn, April 19, 2005, The Netherlands, by M.J. Groot.
- Producers Organisations according EU – Experiences in The Netherlands and 4 new EU-members. Presentation during symposium with theme: "The marketing of horticultural products in the context of Romania's European integration". Dorohoi, July 7 – 8, 2005. Romania by M.J. Groot.

Workshop Organisation development

- Workshop introduction. Presentation at Workshop Pilot Organisation Development. Lednice, March 3, 2005, Czech Republic, by M. Sopov.
- Setting Objectives. Presentation at Workshop Pilot Organisation Development. Lednice, March 3, 2005, Czech Republic, by M. Sopov.
- Strategic Alternatives. Presentation at Workshop Pilot Organisation Development. Lednice, March 3, 2005, Czech Republic, by M. Sopov.
- Planning for implementation. Presentation at Workshop Pilot Organisation Development. Lednice, March 3, 2005, Czech Republic, by M. Sopov.
- Strategic Planning. Presentation at Workshop Pilot Organisation Development. Lednice, March 3, 2005, Czech Republic, by F. Joosten.

Workshop Quality

- Refresher Course: Quality assurance and food safety. Presentation at Workshop Quality. Skierniewice, November 30, 2005, Poland, by M. van der Voort.
- Eurep-GAP - the consequences for your fruit farm. Presentation at Workshop Quality. Skierniewice, November 30, 2005, Poland, by F. Schoorl.
- Tracking and Tracing/record keeping for Eurep-Gap. Presentation at Workshop Quality. Skierniewice, November 30, 2005, Poland, by M. van der Voort.
- Audit and certification. Presentation at Workshop Quality. Skierniewice, November 30, 2005, Poland, by A. Kusyk.
- Exercise about Eurep-Gap. Presentation at Workshop Quality. Skierniewice, November 30, 2005, Poland, by M. van der Voort.



Farmers can join forces when establishing an Producers organisation

Sustainable and competitive agricultural supply chains in European Union pre-accession countries and new member states (EU Access)

- 1. Project title** : Platform for research and development of organic field vegetable production in pre-accession countries and new member states (ORGANICS)
- 2. Project number** : APR 530087
- 3. Project leader** : W. Sukkel, Applied Plant Research, The Netherlands
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- 4. Executing agency** : Applied Plant Research (APR)
P.O. Box 430
8200 AK Lelystad
The Netherlands
Tel. : + 31 320 291375
Fax : + 31 320 230479
- 5. Abstract** : Institutions and persons involved in research, certification and knowledge transfer of organic vegetable farming in European Union pre-accession countries and new member states are identified. A platform for research and development of organic field vegetable production in pre-accession countries and new member states is established.

6. Participating organisations

- International Agricultural Centre (J.B. Schiere), Wageningen, The Netherlands.
- Research Institute of Vegetable Crops (A. Szafirowska and J. Babik), Skierniewice, Poland.
- University of Prague, (P. Kuchtova), Prague, Czech Republic.
- Pro Bio Association (J. Urban), Prague, Czech Republic.
- Green Marketing (T. Vaclavik), Prague, Czech Republic.
- Research Institute of Plant Production (Z. Lehocká and M. Klimekova), Piestany, Slovak Republic.
- Technical University of Košice (G. Timcák), Košice, Slovak Republic.
- S. Baco (Freelance), Košice, Slovak Republic.
- Agricultural Research Institute (I. Papastylianou), Nicosia, Cyprus.
- Agrolink (S. Nikolova), Sofia, Bulgaria.
- Bioterra (A. Imre), Cluj, Romania.

7. Objectives

Long-term objectives

The objective of the Organics project is to contribute to:

- Improvement of research and knowledge transfer on organic vegetable farming in the participating countries.
- Improved quality production and sustainability of organic vegetable farming by an improved set of farming methods in the participating countries.
- Harmonisation of certification guidelines and quality demands for organic farming and its produce.

Short-term objectives

In order to achieve the long-term objectives the project will produce the following results:

- Identification of institutions and persons involved in research, certification and knowledge transfer of organic vegetable farming in the participating European Union pre-accession countries and new member states.
- Identification of state of the art of research, certification and knowledge transfer of organic vegetable farming in the participating countries.
- Identification of relevant knowledge sources within Europe on organic vegetable farming.
- Establishment of a working group of countries for regular and efficient exchange of information.
- Exchange of knowledge on organic vegetable production in general and more specific on research organisation, research methodology, certification and methodology of knowledge transfer.
- Initiation of project proposals on joint topics for research and development.

Purpose

Establishment of a platform for research and development of organic field vegetable production in pre-accession countries and new member states.

8. Results

8.1. Output and impact

Sofia and Bucharest workshop

Two workshops were organised in Sofia and Bucharest in March. In both places the project was presented to government officials of respectively Bulgaria and Romania. Also in Sofia with participating organisations plans for 2005 were discussed and a draft programme for 2005 was made.

New participants

As a result of the workshops in Sofia and Bucharest new contacts were made. In Bulgaria contacts were made with representatives of the Ministry of Agriculture involved in Organic agriculture and of the National Advisory Service. In Bucharest Mr. Albert Imre of Bioterra was present with whom a more formal participation within the organics project was arranged and contacts were made with representatives of the Ministry of Agriculture (see Country visit Romania). In 2005 the Rumanian organisation Bioterra joined the Organics project.

Country visit Romania

Resulting from the workshop in Bucharest a country visit to Romania was made from 2 to 4 June 2005. The visit was organised by ms Teodora Aldescu from the Ministry of Agriculture. Various stakeholders were met and field visits were made. The contacts established were a basis for further cooperation in the field of organic farming.

Organic Conference in Skierniewice

The Organics project co-organised a conference together with the Research Institute of Vegetable Crops (RIVC) in Skierniewice, Poland. The conference took place from July 27 till July 28. This conference received various positive comments from farmers and policy makers as being a well organised conference, at which a lot of practical information was presented. Speakers were invited to present practical information regarding cultivation techniques and information concerning legislation, marketing and action plans. Also mr. M. Schlueter from the International Federation of Organic Agriculture Movements (IFOAM) was invited to present IFOAM's view on the EU action plan on organic agriculture.

Abstracts and Proceedings from this conference were published by the Research Institute of Vegetable Crops at Skierniewice, Poland.

Course on organic vegetable production

At the beginning of 2004 a start was made with organising a course regarding Organic farming. In 2005 additional funding was granted and from September 1-10 this course was held at Lelystad and Wageningen. At the course participants received practical information about weed control, fertilisation, crop protection etc., as well information about the intentions of organic farming and what basic ideas are behind the concept of organic farming.

The course was specifically organised for persons who have a key position in the organic farming movement in their own country. Because of this they easily can transfer the information from the course to a broader audience in their countries. In Bulgaria and Poland already workshops were and will be organised in order to share the information from this course. In total 16 persons, of whom ten were not involved in the organics project before, were trained. The participants came from Armenia, Bulgaria, Cyprus, Czech Republic, Malta, Poland, Romania and Slovak Republic.



Mechanical weeding explained during the course by P. Bleeker.

Project meetings

Two project meetings were organised in 2005. The first one was held at Sofia following the programme meeting on March 21. At this meeting plans for 2005 were discussed with an emphasis on the organisation of the conference in Poland.

The second meeting was held on July 29 after the conference in Poland where also the project members were present. At this meeting the conference was evaluated, information about the course was presented and presentations were given by the participants about the current situation of organic farming in their countries.

Cooperation with Transfer

In December the Transfer project together with the FAO organised a workshop on “Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries”, Budapest, Hungary, December 4-7, 2005. At this meeting a presentation titled “Networks for innovation in agriculture”, was presented by W. Sukkel. At the end of 2005 the programme board decided that a more close cooperation between Transfer and Organics should be established. In 2006 joint activities will be developed in the Slovak republic and in Bulgaria.

Spin offs

Within the frame of the Organics project several proposals were submitted for additional projects and funding.

- By Dr. I. Papastylianou a draft proposal was made for establishing Pilot farms for research in European Union countries. This proposal is now rewritten as a joint proposal from Wageningen-UR, Darcof (Denmark) and FIBL (Switzerland). The proposal is supported by IFOAM.
- Organic cattle feed. At the moment G. Borm (APR-Lelystad) is involved in writing a proposal for this plan and is looking for possibilities for funding.

Deliverables

In 2005 two main activities were carried out:

- The first activity was a conference in Poland organised by project members working at the Research Institute of Vegetable Crops in Skierniewice.
- The second activity, was a course titled “Organic Agriculture; farming practices and intentions in plant production”. The course was held from September 1-10, 2005 in the Netherlands for a total of 16 persons with a key position in organic agriculture in the new member states or candidate member states. The course could be organised because an extra grant of 30 k€ was received from the Dutch ministry of Agriculture, Nature and Food Quality.

8.2. Training, technology transfer and knowledge exchange

- Conference on Organic Farming in Skierniewice, July 27 - 28, 2005, Poland. Organised in close cooperation with the Organics project by J. Babik, I. Babik, S. Kolosowski and A. Szafirowska of RIVC. (About 180 participants).
- Course on Organic farming. , Lelystad-Wageningen. 1-10 September, 2005. (16 participants).

8.3. Reports and publications

- De Putter, H., and W. Sukkel, 2005. Biologische groenteteelt in Centraal Europa: Kansen en bedreigingen. *Ekoland* (4) 2005: p22-23.
- International workshop Organic vegetables-Research and Practice: Abstracts, 27-28 July 2005. Skierniewice, Poland. Editors Dr. J. Babik, Dr. A. Szafirowska, Dr. J. Smoter. 64pp.
- Vegetable crops news (41) 2005, pp 189. Publication of Research Institute of vegetable crops, Skierniewice, Poland. Editors J. Babik, W. Sukkel, A. Szafirowska and I. Babik. 189pp.
- Bleeker, P., 2005. Weed control in organic farming. *Vegetable crops news* (41): p165-184, Skierniewice. Ed. J. Babik, W. Sukkel, A Szafirowska and I. Babik.
- Sukkel, W., 2005. Organic farming methods in perspective. *Vegetable crops news* (41): p97-104, Skierniewice. Ed. J. Babik, W. Sukkel, A Szafirowska and I. Babik.
- Sukkel, W., M. Klimekova and Z. Lehocka, 2005. Organic vegetable production in new and candidate member states. Policy brief EU Access 2, June 2005. 2pp.

8.4. Presentations

- Organic vegetable production. Presentation for EU-access program members and Bulgarian stakeholders at meeting held at the ministry of agriculture and forestry. Sofia, March 21, 2005, Bulgaria, by W. Sukkel
- Organic vegetable production. Presentation for Romanian stakeholders at meeting held at the ministry of agriculture. Bucharest, March 24, 2005, Romania, by W. Sukkel.
- Organic farming. Presentation at bedrijvendag. Baarn, April 19, 2005, The Netherlands, by W. Sukkel
- Organic farming in the Netherlands and the Organics project. Presentation for Romanian stakeholders. Bucharest, June 3, 2005, Romania, by W. Sukkel.
- Experiences and experiments with new intra row weeders. Presentation at International workshop Organic vegetables-Research and Practice conference. Skierniewice, July 27- 28, 2005, Poland, by P. Bleeker
- Organic farming methods in perspective. Presentation at International workshop Organic vegetables-Research and Practice conference. Skierniewice, July 27- 28, 2005, Poland, by W. Sukkel.
- Bio market – Czech republic – Regional Food marked vs. whole sale. Presentation at International workshop Organic vegetables-Research and Practice conference. Skierniewice, July 27- 28, 2005, Poland, by Jarmila Chladová.
- IFOAM EU group – representation of interests for organic farming in Europe. Presentation at International workshop Organic vegetables-Research and Practice conference. Skierniewice, July 27- 28, 2005, Poland, by M. Schlueter.
- Dutch Policy on organic agriculture 2005-2007. Presentation at International workshop Organic vegetables-Research and Practice conference. Skierniewice, July 27- 28, 2005, Poland, by L. Kersbergen.
- The IFOAM EU-group position towards the EU action plan for organic food and farming.

Presentation at International workshop Organic vegetables-Research and Practice conference. Skierniewice, July 27- 28, 2005, Poland, by M. Schlueter.

- Organic farming in the Netherlands. Presentation at project meeting. Skierniewice, July 29, 2005, Poland, by H. de Putter.
- Future of the Dutch agriculture *System innovation of arable crops in the Netherlands*. Presentation at Organic course, Wageningen, September 2, 2005, The Netherlands, by J.E. Jansma.
- Weed control in organic farming. Presentation at Organic course, Wageningen, September 2, 2005, The Netherlands, by P. Bleeker.
- Functional Biodiversity Manipulating biodiversity in arable farming for better pest suppression. Presentation at Organic course, Lelystad, September 2, 2005, The Netherlands, by F. van Alebeek.
- From intentions to practice. Presentation at Organic course, Wageningen, September 5, 2005, The Netherlands, by W. Sukkel.
- Crop Rotation in Organic Farming. Presentation at Organic course, Wageningen, September 6, 2005, The Netherlands, by W. Sukkel.
- Fertilisation and Soil Quality in Organic Farming. Presentation at Organic course, Wageningen, September 6, 2005, The Netherlands, by W. van Leeuwen.
- Research and the implementation of the nitrate directive. Presentation at Organic course, Wageningen, September 8, 2005, The Netherlands, by C. van Wijk.
- Organic farming and rural development, special niches for West and Central Europe? Presentation at Seminar Organic farming in West and Central Europe, local and/or global markets. Wageningen, September 6, 2005, The Netherlands, by M. Lankester (Avalon Foundation).
- New paradigms and the network society for organic development. Presentation at Seminar Organic farming in West and Central Europe, local and/or global markets. Wageningen, September 6, 2005, The Netherlands, by I. Guyt (Consultant Knowledge systems).
- Trade and consumers in organics, a view from the marketing sector. Presentation at Seminar Organic farming in West and Central Europe, local and/or global markets. Wageningen, September 6, 2005, The Netherlands, by I. van de Graaf (Stichting Eigen Erf).
- Product uniformity and farm diversity: conflicting objectives? Presentation at Seminar Organic farming in West and Central Europe, local and/or global markets. Wageningen, September 6, 2005, The Netherlands, by W. Sukkel.
- Food-miles and the nearness principle, back to the future? Presentation at Seminar Organic farming in West and Central Europe, local and/or global markets. Wageningen, September 6, 2005, The Netherlands, by D. Znaor (University of Essex, UK and consultant organic farming Central Europe).
- Organic glasshouse production. Presentation at Organic course, Wageningen, September 9, 2005, The Netherlands, by L. Janmaat (DLV).
- Legislation, supervision and labels in the organic production. Presentation at Organic course, Wageningen, September 9, 2005, The Netherlands, by L. Janmaat (SKAL).
- Networks for innovation in Agriculture Budapest presentation. Presentation at Workshop on knowledge circulation and Generation for Central European stakeholders in knowledge transfer organised by FAO and the Transfer project. Budapest, December 5, 2005, by W. Sukkel.

8.5. Other deliverables

- CD with presentations of the present situation of organic farming in Slovakia, Romania, Bulgaria, Cyprus and The Netherlands given by project participants at July 29 at Skierniewice during a project meeting.
- CD with presentations and other information collected during the Organic Course Lelystad-Wageningen 1-10 September 2005.
- Organic Agriculture. Farming practices and intentions in plant production. Course material 2005. Project Organics: Research and extension in organic vegetable production.

9. Duration

The project will be implemented from 2003 to 2006.

10. Information on CD

10.1. Reports and publications:

- De Putter, H., and W. Sukkel, 2005. Biologische groenteteelt in Centraal Europa: Kansen en bedreigingen. *Ekoland* (4) 2005: p22-23.
- Sukkel, W., M. Klimekova and Z. Lehocka, 2005. Organic vegetable production in new and candidate member states. Policy brief EU Access 2, June 2005, 2pp.

10.2. Presentations:

General

- Organic vegetable production. Presentation for EU-access program members and Bulgarian stakeholders at meeting held at the ministry of agriculture and forestry. Sofia, March 21, 2005, Bulgaria, and presentation for Romanian stakeholders at meeting held at the ministry of agriculture. Bucharest, March 24, 2005, Romania, by W. Sukkel.
- Organic farming. Presentation at bedrijvendag. Baarn, April 19, 2005, The Netherlands, by W. Sukkel
- Networks for innovation in Agriculture Budapest presentation. Presentation at Workshop on knowledge circulation and Generation for Central European stakeholders in knowledge transfer organised by FAO and the Transfer project. Budapest, December 5, 2005, by W. Sukkel.

Poland

- Experiences and experiments with new intra row weeders. Presentation at International workshop Organic vegetables-Research and Practice conference. Skierniewice, July 27- 28, 2005, Poland, by P. Bleeker

Organic course

- Future of the Dutch agriculture *System innovation of arable crops in the Netherlands*. Presentation at Organic course, Wageningen, September 2, 2005, The Netherlands, by J.E. Jansma.
- Weed control in organic farming. Presentation at Organic course, Wageningen, September 2, 2005, The Netherlands, by P. Bleeker.
- Functional Biodiversity Manipulating biodiversity in arable farming for better pest suppression. Presentation at Organic course, Lelystad, September 2, 2005, The Netherlands, by F. van Alebeek.
- From intentions to practice. Presentation at Organic course, Wageningen, September 5, 2005, The Netherlands, by W. Sukkel.
- Crop Rotation in Organic Farming. Presentation at Organic course, Wageningen, September 6, 2005, The Netherlands, by W. Sukkel.
- Fertilisation and Soil Quality in Organic Farming. Presentation at Organic course, Wageningen, September 6, 2005, The Netherlands, by W. van Leeuwen.
- Research and the implementation of the nitrate directive. Presentation at Organic course, Wageningen, September 8, 2005, The Netherlands, by C. van Wijk.
- Organic glasshouse production. Presentation at Organic course, Wageningen, September 9, 2005, The Netherlands, by L. Janmaat (DLV).
- Legislation, supervision and labels in the organic production. Presentation at Organic course, Wageningen, September 9, 2005, The Netherlands, by L. Janmaat (SKAL).

Seminar

- New paradigms and the network society for organic development. Presentation at Seminar Organic farming in West and Central Europe, local and/or global markets. Wageningen, September 6, 2005, The Netherlands, by I. Guyt (Consultant Knowledge systems).
- Product uniformity and farm diversity: conflicting objectives? Presentation at Seminar Organic farming in West and Central Europe, local and/or global markets. Wageningen, September 6, 2005, The Netherlands, by W. Sukkel.

Countries

- Organic farming in the Netherlands. Presentation at project meeting. Skierniewice, July 29, 2005, Poland, by H. de Putter
- Organic farming in Cyprus. Presentation at project meeting. Skierniewice, July 29, 2005, Poland, by I. Papastylianou.
- Organic farming in Romania. Presentation at project meeting. Skierniewice, July 29, 2005, Poland, by E. Valentiny.
- Organic farming in Slovak Republic. Presentation at project meeting. Skierniewice, July 29, 2005, Poland, by M. Klimekova.
- Organic farming in Bulgaria. Presentation at project meeting. Skierniewice, July 29, 2005, Poland, by S. Nikolova.
- Tables Bulgaria presented by S. Nikolova.

10.3. Others

- Programme booklet of organic course, 1-10 September, 2005.
- Seminar announcement September 6th, 2005.

10.4. Pictures

Pictures of Poland Conference

Pictures of course



Visit at the OBS during the Organics course.

Sustainable and competitive agricultural supply chains in European Union pre-accession countries and new member states (EU Access)

- 1. Project title** : Development and testing of a protocol for safe food production and product quality management (QUALIMAN)
- 2. Project number** : APR 530129
- 3. Project leader** : H.B. Schoorlemmer, Applied Plant Research, The Netherlands
E mail: herman.schoorlemmer@wur.nl
- 4. Executing agency** : Applied Plant Research (APR)
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Tel. : + 31 320 291337
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- 5. Abstract** : Initiatives in control of food safety and product quality in pre-accession countries and new member states are identified and benchmarked. Improvement of some of the bottlenecks and issues will be achieved by development and testing of protocols to improve food safety and product quality.

6. Participating organisations

- Research Institute of Pomology and Floriculture (K. Zmarlicki), Skierniewice, Poland.
- Research Institute of Vegetable Crops (F. Adamicki and M. Grzegorzewska), Skierniewice, Poland.
- Ministry of Agriculture, Veterinary and Food Administration (V. Baricicová and M. Dandar), Bratislava, Slovak Republic.
- Hungarian Fruit and Vegetable Board (C. Szabo), Budapest, Hungary.

7. Objectives

Long-term objectives

The project is expected to contribute to:

- The control of product quality of vegetables and the control of food safety, which have become basic trade conditions in the European Union (EU).
- A change in quality behaviour and thinking by producers from production orientated to consumer orientated concepts.
- Improvement of harmonisation of certification guidelines and good agricultural practices.
- Improvement of research and knowledge transfer on quality management of vegetable farms in the participating countries.
- Full traceability which is asked by the General Food Law of the European Union.

Short-term objectives

- Identification and benchmark of initiatives in control of food safety and product quality in the participating countries.
- Identification of bottlenecks and issues in quality management of chain participants in their general practice.
- Conceptual exploration or improvement of some of the bottlenecks and issues, for example by development and testing of protocols to improve food safety and/or product quality.

- Network building, knowledge exchange and training about quality management between the participating countries.

Purpose

Identification of the current initiatives, bottlenecks and important issues about quality management and food safety in pre-accession countries and new member states. To explore, develop and test solutions for improvement. Establishment of a research network focussed at control of food safety and product quality at farm level.

8. Results

8.1. Output and impact

The project will be conducted in three years, from 2004 to 2006. In 2005 the following activities have been realised.

During the first months of the year each project partner completed a quick scan. Interviews by the local project partners of several chain organisations and stakeholders gave insight into the problems on quality and food safety in the market chain of onions and apples. During a workshop of the project group



Is the product quality inline with the EU regulations in this situation?

(Sofia, March 2005) all project partners presented the results of their quick scan and discussed the common ground in bottlenecks and solutions. The bottlenecks can be divided into three categories: product quality, quality management and chain management. The problems concerning product quality are related to lacking knowledge about EU quality standards, with poor product handling, and unsuitable storage and sorting capacity. The implementation of quality management is limited by insufficient knowledge of quality systems and food safety demands, the lack of motivation at farm level, and the infrastructure for control, residue analysis, etc. still being in their early stages. At chain level lack of communication, cooperation and strategy impede an efficient and effective chain organisation. This analysis formed a starting point for two pilots to improve the situation.

During a second meeting (Mojmirovce, September 2005) the project group discussed the approach of the two pilots: one about quality standards and one about quality management systems.

Goal of the first pilot is to improve the knowledge of growers about quality requirements in the European Union for which a universal training on quality requirements will be developed. This training will inform growers and trainers on the basic quality requirements and the relation of these requirements with international standards and EU legislation. The pilot was planned in December in Poland with participation of the Polish project partner, a group of onion growers and the Polish quality inspection service. Because of organisational aspects the pilot was postponed to February 2006.

During a congress of the Central European Initiative in Slovakia the project was presented. Organisations involved in development and interpretation of market standards like OECD and UNECE showed much interest into our approach.

The second pilot is focused at Eurep-Gap certification. The first step in the pilot is to get better insight in bottlenecks of certifying for Eurep-Gap within the new EU member states. A questionnaire was drawn-up for participants from different countries of the pilots. With these interviews a better view on bottlenecks and knowledge of Eurep-Gap in Poland, Hungary and Slovakia will emerge. With the

information of the interviews a training course will be developed. The test of the training will take place in February or March 2006.



Eurep-Gap certificate

During the next meeting of the project team (Turkey 2006) the pilots will be evaluated, improved and a plan for dissemination will be discussed.

Deliverables

The quick scan per participating country is completed. The common ground in the bottlenecks was discussed during a workshop. The results are described in a public report. Plans for two pilots with growers are developed. Project partners made a good start with the preparation of the pilots. They will be carried out in the beginning of 2006. Several communication activities

are being worked out.

8.2. Training, technology transfer and knowledge exchange

- International presentations about the project were given during meetings in Rumania and Bulgaria organised in cooperation with the Dutch agricultural counsellor.
- For the project team two meetings were organised. The first was a workshop (in Bulgaria) focussed about bottlenecks in quality management. The second was a meeting (in Slovakia) about the approach of the pilots. This was combined with a presentation about the project during a congress of the Central European Initiative.
- In the Netherlands a presentation was given at the company meeting in Baarn. A presentation was given for students at the Christelijke Agrarische Hogeschool in Dronten.
- Based on results of Qualiman a workshop about Chain management was given for the Rumanian market task force, during their visit to The Netherlands.
- Results of the project were used to give a workshop about quality management systems in Poland for the project PRODUCER.

8.3. Reports and publications

- Kusiak, L., 2005. Nieuwe EU-lidstaten, lonkende afzetgebieden. Veel mogelijkheden door samenwerking en kennisexport. Reilen en Veilen magazine. Nummer 2, juni 2005. p12-14.
- de Wolf, M., V. Baričičová, M. Dandar, M. Grzegorzewska, H. Schoorlemmer, C. Szabo and K. Zmarlicki. 2005. Quick scan Quality management and food safety. Quality management and food safety in apple and onion chains in Hungary, Poland, Slovakia and The Netherlands. Applied Plant Research, Lelystad, The Netherlands. PPO no 530129-1, pp 39.
- Schoorlemmer, H.B., 2005. Improving quality management in fruit and vegetable production. Policy Brief EU Access. Nr 3, November 2005. pp2.

8.4. Presentations

- Let's experience the consequences of being part of a chain: The chain game. Presentation at Workshop chain management for market task force Romania, Wageningen, March 9, 2005, The Netherlands, by H.B Schoorlemmer.
- Improving quality management. State of the art of Qualiman. Presentation for EU-access program members and Bulgarian stakeholders at meeting held at the Ministry of Agriculture and Forestry. Sofia, March 21, 2005, Bulgaria, by H.B. Schoorlemmer.
- Improving quality management. State of the art of Qualiman. Presentation for Romanian stakeholders at meeting held at the Ministry of Agriculture. Bucharest, March 24, 2005, Romania by H.B. Schoorlemmer.
- Dutch Quick Scan results. Presentation at Workshop Qualiman. Sofia, March 22, 2005, Bulgaria, by M. de Wolf.
- Kwaliteitsmanagement in de nieuwe EU-landen. Presentation at bedrijvendag. Baarn, April 19, 2005, The Netherlands, by H.B. Schoorlemmer.
- Kwaliteitsmanagement in de nieuwe EU-landen: Kans of Bedreiging. Presentation and forum

discussion at Christelijke Agrarische Hogeschool. Dronten, June 9, 2005, The Netherlands, by M. de Wolf.

- Quality management: developments and bottlenecks in new EU countries. Presentation during a congress of the Central European Initiative (CEI) titled "Fresh fruit and vegetables marketing quality and health safety controls. Differences and similarities between CEI-countries" (adopted by OECD). Mojmirovce, September 15-16, 2005, Slovakia, by H.B. Schoorlemmer.

9. Duration

The research project will be implemented from 2004 to 2006.

10. Information on CD

10.1. Publications

- De Wolf, M., V.Baričičová, M. Dandar, M. Grzegorzewska, H. Schoorlemmer, C. Szabo and K. Zmarlicki. Quick scan Quality management and food safety. Quality management and food safety in apple and onion chains in Hungary, Poland, Slovakia and The Netherlands. Applied Plant Research, Lelystad, The Netherlands. PPO no 530129-1. pp 39.
- Schoorlemmer, H.B., 2005. Improving quality management in fruit and vegetable production. Policy Brief EU Access. Nr 3, November 2005. pp2.

10.2. Presentations

General

- Improving quality management. State of the art of Qualiman. Presentation for EU-access program members and Bulgarian stakeholders at meeting held at the Ministry of Agriculture and Forestry. Sofia, March 21, 2005, Bulgaria, and presentation for Romanian stakeholders at meeting held at the Ministry of Agriculture. Bucharest, March 24, 2005, Romania by H.B. Schoorlemmer.
- Kwaliteitsmanagement in de nieuwe EU-landen. Presentation at bedrijvendag. Baarn, April 19, 2005, The Netherlands, by H.B. Schoorlemmer.
- Let's experience the consequences of being part of a chain: The chain game. Presentation at Workshop chain management for market task force Romania, Wageningen, March 9, 2005, The Netherlands, by H.B. Schoorlemmer.
- Quality management: developments and bottlenecks in new EU countries. Presentation during a congress of the Central European Initiative (CEI) titled "Fresh fruit and vegetables marketing quality and health safety controls. Differences and similarities between CEI-countries" (adopted by OECD). Mojmirovce, September 15-16, 2005, Slovakia, by H.B. Schoorlemmer.

Meeting in Sofia

- Dutch Quick Scan results. Presentation at Workshop Qualiman. Sofia, March 22, 2005, Bulgaria, by M. de Wolf.
- Qualiman Quick Scan-Hungary. Presentation at Workshop Qualiman. Sofia, March 22, 2005, Bulgaria, by Czaba Szabó.
- Quality management and safe food production - quality of onion in Poland. Presentation at Workshop Qualiman. Sofia, March 22, 2005, Bulgaria, by M. Grzegorzewska.
- Quality of apples in Poland. Presentation at Workshop Qualiman. Sofia, March 22, 2005, Bulgaria, by K. Zmarlicki.

Sustainable and competitive agricultural supply chains in European Union pre-accession countries and new member states (EU Access)

- 1. Project title** : Comparative study on extension and transfer of knowledge in pre-accession countries and new member states (TRANSFER)
- 2. Project number** : IAC 236320010
- 3. Project leader** : D. Klaver, International Agricultural Centre, The Netherlands
E mail: dieuwke.klaver@wur.nl
- 4. Executing agency** : International Agriculture Centre (IAC)
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Tel. : + 31 317 495240
Fax : + 31 317 495395
- 5. Abstract** : An analysis is made of previous extension projects and experiences on transfer of knowledge in the pre-accession countries and new member states, together with a description of the present situation with regards to extension and the co-operation between researchers, extension service and end-users of knowledge in the participating countries. Recommendations for improvement of the present situation will be formulated.

6. Participating organisations

The following list gives an overview of organisations who participated in Transfer activities in 2005. We do not make a distinction between national coordinators and other members of the network, because members of the network contribute in a very diverse way to the success of Transfer.

- International Agricultural Centre, Social and Economic Department, Wageningen, The Netherlands.
- Ministries of Agriculture, Department of Research, Education and Extension, Czech Republic and Bulgaria.
- Research and education institutes in charge of capacity building for advisory services, Czech Republic, Hungary, Poland and Slovak Republic.
- Research Institutes for Agriculture, Czech Republic and Slovak Republic.
- National Agricultural Advisory Centres, Poland and Bulgaria.
- Institutes for Agriculture and Food Information, Czech Republic and Slovak Republic.
- Non-Governmental not-for-profit organisations, Poland, Slovak Republic, Hungary, Georgia and Armenia.
- Private organisations, Poland, Austria and Georgia.
- FAO in Budapest and the IPM- Farmer Field School of the FAO in Rome.

7. Objectives

Long-term objectives

- Establishment of a sound model for the foundation of an effective extension service.
- Pilot experiments in which recommendations are tested.

Short-term objectives

- Analysis of previous extension projects and experiences on transfer of knowledge in the participating countries.

- Study of past country / case experiences.
- Analysis of the present situation with regards to extension and the co-operation between researchers, extension service and end-users in the participating countries.
- Formulation of recommendations on the improvement of the present situation with respect to efficient transfer of knowledge and effective extension services.

Purpose

To establish and test a framework of alternative models for improving extension effectiveness in European Union pre-accession countries and new member states.

8. Results

8.1. Output and impact

8.1.1. What worked?

1. Establishment of network.

In 2005, the Transfer network has been extended in the following way.

- During the annual meeting in March in Sofia and Bucharest, first contacts have been made with the ministerial departments in charge of advisory services, as well as with the national extension services in Bulgaria and Romania. Contacts with Bulgaria are promising for actions in 2006.
- An e-mail contact was established with the Department of Agricultural Economics, Akdeniz University, Antalya, Turkey. The person who is interested in the Transfer project could, however, not come to the Budapest workshop in December, due to bad weather conditions.
- One member of the Transfer network, who is working within the FAO, offered to host a meeting in the Regional Office of FAO in Budapest. He also established a relation between the Transfer project and the AgroWeb Network that is managing an EU Agroweb-website in many Central and Eastern European countries. Together with this network and national coordinators, Transfer will be setting up a website for knowledge transfer in relevant languages.
- With the help of IAC colleagues and FAO-Budapest, contacts could be established with several FAO projects and the FAO in Rome. Contact persons in Hungary and Serbia are implementing projects in the field of Integrated Pest Management with the Farmer Field School Methodology (FFS). FFS is to be considered as an innovative approach to transfer of agricultural knowledge.
- Contacts with the ORGANICS project and its members have been reinforced in 2005.

One of the major outputs of the expansion and nurturing of the Transfer network, is the organisation of a workshop in Budapest, which was co-financed by different organisations and co-organised with FAO regional office in Budapest.

Another output is the construction of a website on Transfer together with FAO-SEUR and the Agroweb network <http://agrowebcee.net/subnetwork/transfer/index.php>

2. Study tour to the Netherlands in November 2005, Innovative advisory approaches.

In November 2005, three Transfer members made a study tour through the Netherlands. The outcomes of which were used to prepare the Budapest workshop (December 4- 7, 2005). They visited LTOs' farmer study clubs, Applied Plant Research with its participatory research approach, ETC multi-stakeholder platforms in the dairy supply chain, as well as Agro-Eco Consultancy's approach with advisory services for organic market chains.

Major lessons learned are as follows:

- Farmers do have access to many sources of high quality advice, including study clubs who are relevant and not so expensive.
- Farmer groups do influence applied research agendas as well as national policies.
- They actively participate in programmes that aim at agricultural innovation, such as the Farming with a Future and the Agro-Eco projects.
- Research and advisory programmes focus on entire market chains.

- Both farmer study clubs and multi-stakeholder platforms need external facilitators in order to ensure sustainable outcomes.

In their own countries, advisory systems reforms, low quality of advice and farmers' mistrust are constraints to those innovative approaches.



Visit at a lettuce farmer during the study tour.

The outputs of the study tour have been the starting point for the organisation of the workshop in Budapest on innovative approach for knowledge generation. All three participants to the study tour prepared a presentation on the findings of the study tour that they compared to the situation in their respective countries. One presentation concentrated on the role of advisory services, research and stakeholders in the market chain in developing market opportunities. Another presentation focused on the methodology of farmer study clubs and farmer field schools approaches and the last presentation was on how research institutes can become more demand driven and oriented towards the needs of farmers.

All three participants to the study tour will play a role in the activities that have been planned for 2006. The participant from Hungary can be used as a resource person and a trainer in the field of Farmer Field School methodologies. The Polish participant is working on a more sound project proposal and the Czech participant will play an important role in managing the Transfer website of the AGROweb network.

3. Workshop in Budapest from December 4-7, 2005, on innovative approaches for knowledge generation.

The 2004 Transfer workshop revealed that there is an increasing need to explore participatory and multi-stakeholder approaches for knowledge generation, where farmers, researchers, advisors, policy makers, and others work together for agricultural innovation. In practice, farmers and others working together create practicable solutions for improved farming more, than centrally organised individual farm advice.

Some of those approaches are known as farmer study clubs (Netherlands), farm circles (Czech Republic), and farmer field-schools (FAO). Those approaches and new concepts have been explored in a workshop held in Budapest, Hungary, from December 4-7, 2005.



FAO-IAC workshop at Budapest.

The workshop was hosted by the FAO Sub-regional Office for Central and Eastern Europe (FAO SEUR) and co-moderated by IAC and FAO.

Participants represented research and information institutes, advisory services, policy makers, private entrepreneurs, farmer and consumer organisations working in the conventional and the organic agricultural sector. The approximately 35 participants were coming from 12 different countries and their travel costs and accommodation were financed by the FAO Regional Programme on Farmer Field Schools, UNDP/GEF, the Dutch EU Access programme, ORGANICS and TRANSFER, except for self paying participants.

Financial and other commitments made for 2006.

- Transfer: 10.000 Euro: activities in Slovak Republic, Bulgaria and eventually Poland.
- Organics: 10.000 Euro: activities in Slovak Republic, Bulgaria and Czech Republic.
- FAO SEUR: 5.000 USD for EKOMIT Conference. Slovak Republic.
- FAO: Support to non EU countries for similar activities.
- FAO: Phase out methyl bromide in Poland, Bulgaria and Hungary with FFS methodology.
- FAO: Training on FFS methodology: eventually in Slovak Republic.
- FAO: on request of Bulgaria: EU conference on EU regulation for advisory services framework. directives 2006-2013. IAC will be requested to support.

Actions for 2006.

- Cyprus: Michalis Omirou (Department of agriculture) will call organic farmer groups together and make an inventory of issues and questions that need to be solved with research. He will try to earmark some budget from the Ministry for the research.
- Czech Republic: Perla Kuchtova (Czech University of Agriculture, Department of Crop Production) will translate a manual on weed control for organic farming.
- Bulgaria: Svetla Nikolova, Agrolink, will bring together parties and exchange different perceptions and tries to start activities in Bulgaria. It would be nice if this could be linked with FAO initiative (Marjon Fredrix) to start working on methyl bromide use.
- Slovak Republic: Klaudia Medalova and Jan Slinsky will organise a first meeting in March with representatives of small organic farmers in fruit and vegetable sector in the Slovak Republic, the Research Institute (Piestany), associations for sustainable development and others, Agroinstitut Nitra, UVTIP, Slovak Agriculture University, private advisors interested in organic farming and the Slovak Ministry of Agriculture including regional offices, to establish effective dialogue. About 50 per cent of participants will be growers, the others will representatives of organisations. Other issues to be further discussed: Exchange visit to the CSA initiative in Hungary and FFS model for

small farmers in the fruit and vegetable sector like activities that could eventually be worked out with FAO.

- Austria: Walter Mayer can bring in technology and tools for farmers to fill in subsidy forms. He can advise Transfer working group about EU subsidies and ways to use them.
- Poland: Katarzyna Banasik and Katarzyna Boczek, will work on initiatives to organize farmers and advisors on improving the performance of advisory work. Proposal to be worked out further and sent to Transfer.
- Bulgaria: Boytcho Tenev from National Agricultural Advisory Service, is working with FAO Regional Office for Europe on the feasibility to organize an international workshop for EU accession countries on framework directive for agricultural extension. IAC – Transfer will be invited and support if this activity takes place.
- Hungary: Judit Komaromi will make available the manual on FFS. Please be reminded that the manual does not provide enough information on its own to start a Farmer Field School. It should be accompanied with real training. Josef Kozari is to be invited to Slovakia for a presentation on the Hungarian advisory model and on farmer study clubs.
- AgroWeb Network and Transfer Network Website <http://agrowebcee.net/subnetwork/transfer>: technical coordination by Arman Manukyan, Jiri Husa and Zdenka Silhová. Constanze Schaaff offers to support the network with secretarial assistance. National web coordinators for Transfer have to be looked for and any volunteers from the participants are welcome. Training on editing of content is needed. All participants are invited to share successful experiences on the web (technical support can be given through the network).
- FAO and partners are currently working with I-mark models, a kind of distance learning programme <http://www.imarkgroup.org>. Distance learning modules on facilitation skills could be alternated with real life training courses in order to save financial resources. Hence a link could be made with the facilitation of advisory circles or farmer field schools. Michal Demes will assist in dissemination of I-mark CD ROMs and identification of the Transfer Network needs
- IAC: Dieuwke Klaver, IAC Wageningen will act together with Linda Beliën and Constanze Schaaff as a secretariat for implementation of Transfer project activities in 2006 and mobilise additional resources necessary for the realisation of planned and follow-up activities
- Organics: Wijnand Sukkel, Organics, will collaborate and support actions in 2006 with focus to Bulgaria and Slovakia

3. *Other activities: Exchanging experiences on Farmer study clubs.*

During the annual programme meeting in Sofia participants from Hungary and Czech Republic committed themselves to collect experiences on farmer study clubs in their respective countries. This resulted in two papers (by Ales Stanek and József Kozári). The last person was able to share his experiences with this topic to the participants of the Budapest workshop. The first one was not able to attend the workshop, but his paper will be published on the Transfer website. The Dutch experiences with the farmer study clubs (LTO Groeiservice) have been looked at during the study tour and these experiences have been presented during the Budapest workshop.

8.1.2 *What did not work?*

Initiation of pilot projects

Both in November 2004 and in March 2005, participants of Transfer proposed certain pilot activities to be implemented. Those pilot activities consisted of doing an inventory of strategies to improve advisory services' responsiveness to farmers. Both Polish and Hungarian participants committed themselves to making this inventory as of April. Despite reminders, no actions have been undertaken. The major reason for this is that people in the Transfer network are very busy with their daily activities, often within the public service and implementing EU regulations (leader + programmes) and compulsory training programmes, having no time left to implement Transfer activities. Rather than trying to push participants to undertake action, the Transfer project philosophy is based upon ownership and upon people taking responsibility to initiate actions. In reaction to this problem, IAC organised a study tour and the Budapest workshop.

8.1.3 Deliverables

- *Synthesis document.* The synthesis document has been finalised in November and submitted to the Programme coordinator in November 2005. The document has been send several times for comments to the Transfer network.
- *Policy brief.* A policy brief has been prepared and submitted to the Programme coordinator in December 2005.
- *Website:* In April, IAC made a proposal for a website for the whole EU access programme, but this was not accepted by the other EU access projects. Currently, the website is under construction with Agroweb CEE (<http://agrowebcee.net/subnetwork/transfer/index.php>). AgroWeb international network has been established by organizations and individuals involved in agricultural and rural development in Central and Eastern Europe (CEE). Participants started to develop a collaborative network, in view of the lack of information on the Internet about agricultural topics in the region in 1998. The AgroWeb Network was established and is maintained by representatives of participating countries, and facilitated by the regional chapter of International Association of Agricultural Information Specialists (IAALD) and by FAO. 25 countries from the Balkan region, New Independent States, Baltic states, Caucasus region, Central Asia, and European Union are participating in the network at this time. National web pages have been established as portals for the countries in the region, which provide access to information in a standard format and structure about agriculture-related institutions - ministries, libraries, information centres, universities, research centres, NGOs, agro-marketing organisations and organisations involved in the European integration process. The AgroWeb national portals provide Internet links, if available, to these national institutions and to other relevant national web sites.
- *Pilot activities initiated*– none - see above.

8.2. Training, technology transfer and knowledge exchange

1. Presentation of Transfer during the annual meeting of the EU access programme in Sofia and Bucharest in March 2005.
2. Study tour to the Netherlands in November 2005, Innovative advisory approaches. In November, three Transfer network members made a study tour to the Netherlands, which outcomes were used to prepare the Budapest workshop (December 4- 7, 2005).
3. Budapest workshop
Besides presentations, the Budapest workshop offered a lot of opportunities to exchange experiences and to engage in joint learning amongst participants. Rather than transferring knowledge the aim was to facilitate learning and engage in joint action for 2006. In this respect the Budapest workshop largely contributed to transfer of information, learning and training.

8.3. Reports and publications

- Ales, S., 2005. Association of farmers and their participation in Agricultural Advisory Services of the Czech Republic, The Advisory Circles Programme, Ministry of Agriculture, Department of Research, Education & extension, October 2005.
- Kania, J., 2005. Restructuring of Polish Agricultural Advisory Service after European Union Accession The Agricultural University of Krakow, December 2005.
- Klaver, D., 2005. Knowledge circulation and generation for small farmers in EU countries, Synthesis document, November 2005.
- Klaver, D. et al., 2005. Making advisory systems more relevant and effective for small – market oriented farmers in the fruit and vegetable sector, December 2005.
- Klaver, D., 2005. TRANSFER network extension and next workshop in preparation, in Newsletter, IAC, June 2005
- Klaver, D., 2005. Innovative advisory approaches: Transfer Network members visit Netherlands, December 2005
- Klaver, D. and M. Demes, 2005. Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Workshop Report, Budapest, Hungary, December 4 – 7, 2005.

- Komáromi, J., K. Banasik-Solgala, J. Husa, 2005. Report on Study Tour of TRANSFER project : Comparative study on extension and transfer of knowledge in pre- and post-accession countries, 30 October – 2 November 2005, the Netherlands, Szent István University, Plant Protection Department, National Training Coordinator of IPM-WCR project (Hungary), AMBAR, Private Consulting Company, (Poland), Czech University of Agriculture Prague, Institute of Education and Communication (Czech Republic).
- Kozári, J., 2005. Steps in Establishing and Carrying Out a Farmer Study Club, Szent Istvan University, Godollo, Hungary, Faculty of Economics and Social Sciences Department of Extension, November 2005.

8.4. Presentations

- TRANSFER, Strengthening knowledge circulation and generation for small farmers in EU countries. Presentation for EU Access programme members and for Bulgarian stakeholders at meeting held at the ministry of agriculture. Sofia, March 21, 2005, Bulgaria, by D. Klaver
- TRANSFER, Strengthening knowledge circulation and generation for small farmers in EU countries. Presentation for EU Access programme members and for Romanian stakeholders at meeting held at the ministry of agriculture in Bucharest, March 24, 2005, Romania, by D. Klaver
- Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries. Presentation at Workshop on knowledge circulation and generation for Central European stakeholders in knowledge transfer organised by FAO and the Transfer project. Budapest. December 4 – 7, 2005, by D. Klaver.
- Policy brief on knowledge circulation and generation for small farmers in EU countries. Presentation at Workshop on knowledge circulation and generation for Central European stakeholders in knowledge transfer organised by FAO and the Transfer project. Budapest. December 4 – 7, 2005, by D. Klaver.
- AMBAR, Study Visit to the Netherlands, Comparative study on extension and transfer of knowledge in pre- and post-accession countries, October 30 – November 2, 2005, Presentation by Katarzyna Banasik-Solgala.
- Farmer's groups and farmers organizations in the Netherlands. Presentation, at Szent Istvan University, Godollo, Department of Plant Protection, 2005. by Judit Komáromi.
- The research institutes and their support for small farmers - NL/CZ. Presentation at Czech University of Agriculture in Prague, Institute for Education and Communication, 2005, by Jiří Husa

9. Duration

The project will be implemented from 2004 to 2006.

10. Information on CD

10.1. Publications

- Ales, S., 2005. Association of farmers and their participation in Agricultural Advisory Services of the Czech Republic, The Advisory Circles Programme, Ministry of Agriculture, Department of Research, Education & extension, October 2005.
- De Kool, S. and H. Brinks, 2005. Communication on sustainable agriculture by platforms of stakeholders. Abstract. In press.
- Kania, J., 2005. Restructuring of Polish Agricultural Advisory Service after European Union Accession The Agricultural University of Krakow, December 2005.
- Klaver, D., 2005. Knowledge circulation and generation for small farmers in EU countries, Synthesis document, November 2005.
- Klaver, D. et al., 2005. Making advisory systems more relevant and effective for small – market oriented farmers in the fruit and vegetable sector, December 2005.
- Klaver, D., 2005. TRANSFER network extension and next workshop in preparation, in Newsletter, IAC, June 2005.

- Klaver, D. and M.Demes, 2005. Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Workshop Report, Budapest, Hungary, December 4 – 7, 2005.
- Komáromi, J., K. Banasik-Solgala, J. Husa, 2005. Report on Study Tour of TRANSFER project : Comparative study on extension and transfer of knowledge in pre- and post-accession countries, 30 October – 2 November 2005, the Netherlands, Szent István University, Plant Protection Department, National Training Coordinator of IPM-WCR project (Hungary), AMBAR, Private Consulting Company, (Poland), Czech University of Agriculture Prague, Institute of Education and Communication (Czech Republic).
- Kozári, J., 2005. Steps in Establishing and Carrying Out a Farmer Study Club, Szent Istvan University, Godollo, Hungary, Faculty of Economics and Social Sciences Department of Extension, November 2005.

10.2. Presentations

General

- TRANSFER, Strengthening knowledge circulation and generation for small farmers in EU countries. Presentation for EU Access programme members and for Bulgarian stakeholders at meeting held at the ministry of agriculture in Sofia, March 21, 2005, Bulgaria and for Romanian stakeholders at meeting held at the ministry of agriculture in Bucharest, March 24, 2005, Romania, by D. Klaver.

Budapest

- FAO Sub-regional Office for Central and Eastern Europe. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary, by Maria Kadlecikova.
- Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary, by Dieuwke Klaver.
- Policy brief. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary, by Dieuwke Klaver.
- Comparative study on extension and transfer of knowledge in pre- and post-accession countries, 30 October- 2 November. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary, by Katarzyna Banasik-Solgala.
- Farmer's groups and farmers organizations in the Netherlands. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary, by Judit Komáromi.
- The research institutes and their support for small farmers - NL/CZ. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary, by Jiří Husa.
- Networks for innovation in Agriculture Budapest presentation. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary, by W. Sukkel.
- Farmer Field Schools. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary.
- Farmer Field Schools in Serbia. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary, by Dr Ivan Sivčev (NPL) and MSc Sladjan Stanković (NTC).
- Agroweb Network. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, 2005, Hungary, by Arman Manukyan.
- Establishing Farmer Study Clubs (Case study). Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary, by József Kozári.

- Restructuring of Polish Agricultural Advisory Service after European Union Accession. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary, by J. Kania.
- Open Garden Foundation. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary, by M. Hayes.
- Implementation of Sustainable Strategy of Growing and Sales of Vegetables. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary, by Ján Šlinsky.
- Innovative Advisory Approaches in Georgian Agriculture. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary, by Bidzina Peradze and Mariam Jorjadze.
- Welcome to Kozard Hungary. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary.
- Recommendations and actions. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary.

Study Tour

- AMBAR, Study Visit to the Netherlands, Comparative study on extension and transfer of knowledge in pre- and post-accession countries. October 30 – November 2, 2005, Presentation by Katarzyna Banasik-Solgala.
- Farmer's groups and farmers organizations in the Netherlands. Presentation, at Szent Istvan University, Godollo, Department of Plant Protection, 2005. by Judit Komáromi.
- The research institutes and their support for small farmers - NL/CZ. Presentation at Czech University of Agriculture in Prague, Institute for Education and Communication, 2005, by Jiří Husa

Others

- Dutch Farmer Study Clubs. Presentation by M. Hermans
- Information technologies used in the Slovak agricultural consultancy system. Presentation by Ivan Gabris, 2005.
- Implementation of Sustainable Strategy of Growing and Sales of Vegetables. Presentation by Ján Šlinsky at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, 5-7 December, 2005. (In Slovak)
- The influence of the market on agricultural production. Presentation by Katarzyna Boczek and Katarzyna Banasik, 2005.
- Poljoprivredna savetodavna služba /PSS/ Republike Srbije (presentation)
- Agro service. Presentation by J. Slinsky
- The small example – regional farmers association in Nymburk (CZ). Presentation by J. Husa.

10.3. Others

- Workshop Budapest December 2005
- Programme Budapest
- Programme on Study tour in the Netherlands
- Handout study visit The Netherlands
- Minutes Project meeting on Transfer, Sofia
- Leaflet Kozard and Cserhat Valley Rural and Eco
- Bernet T., A. Devaux, O. Ortiz and G. Thiele, 2005. Participatory Market Chain Approach. BeraterInnen News 1/2005 p8-13.
- Proposal for a pilot project on farmer study clubs
- Presentation of TRANSFER Project and ideas for implementation

10.4. Pictures

Budapest (19 photos)

Study tour (2 photos)

Sustainable and competitive agricultural supply chains in European Union pre-accession countries and new member states (EU Access)

- 1. Project title** : Improving market orientation and chain management for vegetables and fruit (MARKET)
- 2. Project number** : 4031200
- 3. Project leader** : O.M.C. van der Valk, Agricultural Economics Institute, The Netherlands
E mail: olga.vandervalk@wur.nl
- 4. Executing agency** : Agricultural Economics Institute (LEI)
P.O. Box 29703
2502 LS The Hague
The Netherlands
Tel.: + 31 70 335 8154
Fax: + 31 70 361 5624
- 5. Abstract** : A training module will be developed that contains methodologies on market chain analysis, development of marketing strategies and methodologies for marketing support by Producers Organisations.

6. Participating organisations

- Agricultural Economics Institute (O.M.C. van der Valk), The Hague, The Netherlands.
- Mendel University of Agriculture and Forestry, Faculty of Horticulture (R. Pokluda), Lednice, Czech Republic.

7. Objectives

Long-term objectives

The project is expected to contribute to:

- Improvement of the integration in market chains of Producers' Organisations (PO's) of participating countries.
- Develop capacity of PO's staff and researchers in participating countries to implement market chain analysis and marketing support to PO's.
- The capacity of PO's to develop suitable marketing strategies and integrate in overall action plans of organization and quality management.

Short-term objectives

To achieve the above-mentioned objectives the project will concentrate on the following results:

- Participating Producer Organizations in the pilot projects will have formulated marketing strategies.
- Local researchers will have worked with a pilot trainings module on marketing for Producers' Organisations in line with the identified needs and potentials.
- One specific supply chain will have been analysed and results integrated in marketing plans by pilot PO's.

Purpose

By the end of the project the following will have been achieved:

- A training module will have been developed, containing methodologies on market chain analysis, development of marketing strategies and methodologies for marketing producer support by local PO partners.

8. Results

At the EU Access team meeting in September, it was decided to concentrate on Poland for the development and implementation of the marketing training module. After correspondence with the local counterpart in Skierniewice, it was decided to target the PO's in the Czech and Slovak Republic for a workshop, because of the too high workload for the Polish Research Institute of Pomology and Floriculture in Skierniewice. In November contact was established with the Faculty of Horticulture, Lednice. Through the local counterpart, a first assessment of the needs of the PO's was made. The first workshop is now programmed for January 12 and 13, 2006 and the programme (CV) for this two-day workshop is being developed.

8.1. Output and impact

Identification of the potential partners in the participating countries

It was decided to work with three producer Organizations in the Czech and Slovak Republic (Bomun, CZ and SK fruit). Contact was established with these organizations through Mr. Robert Pokluda from the Research Institute of Pomology and Floriculture, Faculty of Horticulture, Mendel University of Agriculture and Forestry in Lednice.

Quick scan to identify needs for training and support on marketing

A quick scan was made for the apple supply chain in Europe. Imports and exports between EU countries and import from non EU countries, as well as a description of development in the Czech retail sector, to be presented in the workshop in January. A first inventory was made of needs and demands for marketing support by the PO's.

Market chain analysis

Desk research was conducted on the apple supply chain trends in consumption (German market) and apple varieties (production). On basis of price indications for Dutch apple growers and demands by PO's, three marketing strategies were distinguished and described for discussion with the PO's in the first workshop.

Series of workshops with pilot PO's for elaboration of marketing plan

The first workshop has been planned for January 2006.

8.2. Presentations

(Presentations were intended for a 2005 workshop, but were actually presented in January 2006)

- Workshop programme marketing. Presentation at Marketing strategy training for Apple Producers' Associations in the Czech Republic, January 12 – 13, 2006, by P. Ravensbergen and O. van der Valk.
- Marketing strategies. Presentation at Marketing strategy training for Apple Producers' Associations in the Czech Republic, January 12 – 13, 2006, by P. Ravensbergen and O. van der Valk.
- Supply chain analysis. Presentation at Marketing strategy training for Apple Producers' Associations in the Czech Republic, January 12 – 13, 2006, by P. Ravensbergen and O. van der Valk.
- Branding. Presentation at Marketing strategy training for Apple Producers' Associations in the Czech Republic, January 12 – 13, 2006, by P. Ravensbergen and O. van der Valk.

9. Duration

The project will be implemented from 2005 to 2006.

10. Information on CD

- Workshop programme marketing. Presentation at Marketing strategy training for Apple Producers' Associations in the Czech Republic, January 12 – 13, 2006, by P. Ravensbergen and O. van der Valk.
- Marketing strategies. Presentation at Marketing strategy training for Apple Producers' Associations in the Czech Republic, January 12 – 13, 2006, by P. Ravensbergen and O. van der Valk.
- Supply chain analysis. Presentation at Marketing strategy training for Apple Producers' Associations in the Czech Republic, January 12 – 13, 2006, by P. Ravensbergen and O. van der Valk.
- Branding. Presentation at Marketing strategy training for Apple Producers' Associations in the Czech Republic, January 12 – 13, 2006, by P. Ravensbergen and O. van der Valk.



Marketing strategy.

Annex I Overview of available information on CD

Programme

| | |
|---|---------------------------|
| Annual report EU Access 2005 | Annual report.pdf |
| Report Bedrijvendag Baarn April 2005. | Bedrijvendag.pdf |
| Newsletter EU Access 1, December 2004. | News1.pdf |
| Newsletter EU Access 2, March 2005. | News2.pdf |
| Newsletter EU Access 3, August 2005. | News3.pdf |
| Newsletter EU Access 4, December 2005. | News4.pdf |
| Report Workshop Sofia_Bucharest 20 – 24 March 2005 edited by P.P.L.M. Verhagen. pp. 37 | ReportSofia-Bucharest.pdf |
| Sustainable and competitive agricultural supply chains in European Union pre-accession countries and new member states. Presentation by H. de Putter for Bulgarian government officials visiting The Netherlands, Lelystad, April 26, 2005. | 26April2005.pdf |
| Programme Flyer | Flyer.pdf |

Producers

Publications

| | |
|---|--------------------------------|
| Groot, M., 2005. Minutes meeting workshop Producers, March 22, Sofia. | Minutes workshop producers.pdf |
| Groot, M.J. and K. Zmarlicki, 2005. Producers Organisations according to EU – Experiences in The Netherlands and four new EU-members. Paper for Polish grower's congress on January 2006, Grojec, Poland. | Paper presentation Poland.pdf |
| Sopov, M. 2005. Report – Organisational strengthening of Producer Organisations in the fruit and vegetable sectors. | Training Report.pdf |
| Sopov, M. 2005. Training manual – Organisational strengthening of Producer Organisations in the fruit and vegetable sectors. | Training Manual.pdf |

Presentations\General

| | |
|---|-------------------------------------|
| Producer's organisations. Presentation for EU-access program members and Bulgarian stakeholders at meeting held at the ministry of agriculture and forestry. Sofia, March 21 2005, Bulgaria, and presentation for Romanian stakeholders at meeting held at the ministry of agriculture. Bucharest, March 24, 2005, Romania, by M. J. Groot. | Producers Organisations - Sofia.pdf |
| Producenten organisaties in Centraal Europa. Presentation at bedrijvendag. Baarn, April 19, 2005, The Netherlands, by M.J. Groot. | bedrijvendag po.pdf |
| Producers Organisations according EU – Experiences in The Netherlands and 4 new EU-members. Presentation during symposium with theme: "The marketing of horticultural products in the context of Romania's European integration". Dorohoi, July 7 – 8, 2005. Romania by M.J. Groot. | Producers Organisations lasti.pdf |

Presentations\ Workshop 1

| | |
|--|------------------|
| Workshop introduction. Presentation at Workshop Pilot Organisation Development. Lednice, March 3, 2005, Czech Republic, by M. Sopov. | Introduction.pdf |
| Setting Objectives. Presentation at Workshop Pilot Organisation Development. Lednice, March 3, 2005, Czech Republic, by M. Sopov. | Objectives.pdf |
| Strategic Alternatives. Presentation at Workshop Pilot Organisation Development. Lednice, March 3, 2005, Czech Republic, by M. Sopov. | Alternatives.pdf |
| Planning for implementation. Presentation at Workshop Pilot Organisation Development. Lednice, March 3, 2005, Czech Republic, by M. Sopov. | Planning.pdf |
| Strategic Planning. Presentation at Workshop Pilot Organisation Development. Lednice, March 3, 2005, Czech Republic, by F. Joosten. | Strategic.pdf |

Presentations\ Workshop 2

| | |
|--|----------------------------------|
| <ul style="list-style-type: none">• Refresher Course: Quality assurance and food safety. Presentation at Workshop Quality. Skierniewice, November 30, 2005, Poland, by M. van der Voort. | Refresher course Poland 2005.pdf |
| <ul style="list-style-type: none">• Eurep-GAP - the consequences for your fruit farm. Presentation at Workshop Quality. Skierniewice, November 30, 2005, Poland, by F. Schoorl. | eurepgaptest5.pdf |
| <ul style="list-style-type: none">• Tracking and Tracing/record keeping for Eurep-Gap. Presentation at Workshop Quality. Skierniewice, November 30, 2005, Poland, by M. van der Voort. | Tracking and tracing.pdf |
| <ul style="list-style-type: none">• Audit and certification. Presentation at Workshop Quality. Skierniewice, November 30, 2005, Poland, by A. Kusyk. | Audit and certificate.pdf |

Organics

Publications

| | |
|--|-------------|
| Putter, H. de en W. Sukkel, 2005. Biologische groenteteelt in Centraal Europa: Kansen en bedreigingen. Ekoland (4) 2005: p22-23. | Ekoland.pdf |
| Sukkel, W., M. Klimekova and Z. Lehocka, 2005. Organic vegetable production in new and candidate member states. Policy brief EU Access 2, June 2005., 2pp. | Policy2.pdf |

\Presentations\ General

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|--|-----------------------|
| Organic vegetable production. Presentation for EU-access program members and Bulgarian stakeholders at meeting held at the ministry of agriculture and forestry. Sofia, March 21, 2005, Bulgaria, and presentation for Romanian stakeholders at meeting held at the ministry of agriculture. Bucharest, March 24, 2005, Romania, by W. Sukkel. | Sofia-Bucharest.pdf |
| Organic farming. Presentation at bedrijvendag. Baarn, April 19, 2005, The Netherlands, by W. Sukkel. | Bedrijvendag.pdf |
| Networks for innovation in Agriculture Budapest presentation. Presentation at Workshop on knowledge circulation and Generation for Central European stakeholders in knowledge transfer organised by FAO and the Transfer project. Budapest, December 5, 2005, by W. Sukkel. | Transfer Budapest.pdf |

\Presentations\ Organic course

| | |
|---|-------------------|
| From intentions to practice. Presentation at Organic course, Wageningen, September 5, 2005, The Netherlands, by W. Sukkel. | Intentions.pdf |
| Crop Rotation in Organic Farming. Presentation at Organic course, Wageningen, September 6, 2005, The Netherlands, by W. Sukkel. | Rotation.pdf |
| Fertilisation and Soil Quality in Organic Farming. Presentation at Organic course, Wageningen, September 6, 2005, The Netherlands, by W. van Leeuwen. | Fertilisation.pdf |
| Functional Biodiversity Manipulating biodiversity in arable farming for better pest suppression. Presentation at Organic course, Lelystad, September 2, 2005, The Netherlands, by F. van Alebeek. | Biodiversity.pdf |
| Legislation, supervision and labels in the organic production. Presentation at Organic course, Wageningen, September 9, 2005, The Netherlands, by L. Janmaat (SKAL). | Legislation.pdf |
| Research and the implementation of the nitrate directive. Presentation at Organic course, Wageningen, September 8, 2005, The Netherlands, by C. van Wijk. | Ndirective.pdf |
| Future of the Dutch agriculture <i>System innovation of arable crops in the Netherlands</i> . Presentation at Organic course, Wageningen, September 2, 2005, The Netherlands, by J.E. Jansma. | Future.pdf |
| Weed control in organic farming. Presentation at Organic course, Wageningen, September 2, 2005, The Netherlands, by P. Bleeker. | Weedcontrol.pdf |
| Organic glasshouse production. Presentation at Organic course, Wageningen, September 9, 2005, The Netherlands, by L. Janmaat (DLV). | Glasshouse.pdf |

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| <i>\Presentations\Seminar</i> | |
| New paradigms and the network society for organic development. Presentation at Seminar Organic farming in West and Central Europe, local and/or global markets. Wageningen, September 6, 2005, The Netherlands, by I. Guyt (Consultant Knowledge systems). | Paradigms.pdf |
| Product uniformity and farm diversity: conflicting objectives? Presentation at Seminar Organic farming in West and Central Europe, local and/or global markets. Wageningen, September 6, 2005, The Netherlands, by W. Sukkel. | Uniformity.pdf |
| <i>\Presentations\Poland</i> | |
| Experiences and experiments with new intra row weeders. Presentation at International workshop Organic vegetables- Research and Practice conference. Skierniewice, July 27- 28, 2005, Poland, by P. Bleeker | Pweedcontrol.pdf |
| <i>\Presentations\Countries</i> | |
| Organic farming in the Netherlands. Presentation at project meeting. Skierniewice, July 29, 2005, Poland, by H. de Putter. | Netherlands.pdf |
| Organic farming in Cyprus. Presentation at project meeting. Skierniewice, July 29, 2005, Poland, by I. Papastylianou. | Cyprus.pdf |
| Organic farming in Romania. Presentation at project meeting. Skierniewice, July 29, 2005, Poland, by E. Valentiny. | Romania.pdf |
| Organic farming in Slovak Republic. Presentation at project meeting. Skierniewice, July 29, 2005, Poland, by M. Klimekova. | Slovakia.pdf |
| Organic farming in Bulgaria. Presentation at project meeting. Skierniewice, July 29, 2005, Poland, by S. Nikolova. | Bulgaria.pdf |
| Tables Bulgaria presented by S. Nikolova. | Tables BG.pdf |
| <i>\Others</i> | |
| Seminar announcement September 6 th , 2005. | Seminar.pdf |
| Course Programme | Course.pdf |
| <i>\Pictures</i> | |
| Pictures Conference Poland | |
| Pictures Course | |

Qualiman

Publications

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| De Wolf, M., V.Baričičová, M. Dandar, M. Grzegorzewska, H. Schoorlemmer, C. Szabo and K. Zmarlicki. Quick scan Quality management and food safety. Quality management and food safety in apple and onion chains in Hungary, Poland, Slovakia and The Netherlands. Applied Plant Research, Lelystad, The Netherlands. PPO no 530129-1. pp 39. | Quick Scan.pdf |
| Schoorlemmer, H.B., 2005. Improving quality management in fruit and vegetable production. Policy Brief EU Access. Nr 3, November 2005. pp2. | Policy3.pdf |

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General

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| Improving quality management. State of the art of Qualiman. Presentation for EU-access program members and Bulgarian stakeholders at meeting held at the Ministry of Agriculture and Forestry. Sofia, March 21, 2005, Bulgaria, and presentation for Romanian stakeholders at meeting held at the Ministry of Agriculture. Bucharest, March 24, 2005, Romania by H.B. Schoorlemmer. | Qualimanpres1.pdf |
| Kwaliteitsmanagement in de nieuwe EU-landen. Presentation at bedrijvendag. Baarn, April 19, 2005, The Netherlands, by H.B. Schoorlemmer. | Qualimanpres2.pdf |
| Let's experience the consequences of being part of a chain: The chain game. Presentation at Workshop chain management for market task force Romania, Wageningen, March 9, 2005, The Netherlands, by H.B. Schoorlemmer. | Qualimanpres3.pdf |
| Quality management: developments and bottlenecks in new EU countries. Presentation during a congress of the Central European Initiative (CEI) titled "Fresh fruit and vegetables marketing quality and health safety controls. Differences and similarities between CEI-countries" (adopted by OECD). Mojmirovce, September 15-16, 2005, Slovakia, by H.B. Schoorlemmer. | Qualimanpres4.pdf |

Sofiameting

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| Dutch Quick Scan results. Presentation at Workshop Qualiman. Sofia, March 22, 2005, Bulgaria, by M. de Wolf. | Dutch Quickscan.pdf |
| Qualiman Quick Scan-Hungary. Presentation at Workshop Qualiman. Sofia, March 22, 2005, Bulgaria, by Czaba Szabó. | Hungary Quickscan.pdf |
| Quality management and safe food production - quality of onion in Poland. Presentation at Workshop Qualiman. Sofia, March 22, 2005, Bulgaria, by M. Grzegorzewska. | Poland Onion Quickscan.pdf |
| Quality of apples in Poland. Presentation at Workshop Qualiman. Sofia, March 22, 2005, Bulgaria, by K. Zmarlicki. | Poland Apple Quickscan.pdf |

Transfer

Publications

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| Klaver, D., 2005. TRANSFER network extension and next workshop in preparation, in Newsletter, IAC, June 2005. | Policy brief.pdf |
| Klaver, D. et al., 2005. Making advisory systems more relevant and effective for small – market oriented farmers in the fruit and vegetable sector, December 2005. | Policy4.pdf |
| Klaver, D., 2005. Knowledge circulation and generation for small farmers in EU countries, Synthesis document, November 2005. | Synthesis.pdf |
| Kania, J., 2005. Restructuring of Polish Agricultural Advisory Service after European Union Accession The Agricultural University of Krakow, December 2005. | Kania.pdf |
| Kozári, J., 2005. Steps in Establishing and Carrying Out a Farmer Study Club, Szent Istvan University, Godollo, Hungary, Faculty of Economics and Social Sciences Department of Extension, November 2005. | Kozari.pdf |
| Ales, S., 2005. Association of farmers and their participation in Agricultural Advisory Services of the Czech Republic, The Advisory Circles Programme, Ministry of Agriculture, Department of Research, Education & extension, October 2005. | Stanek.pdf |
| Komáromi, J., K. Banasik-Solgala, J. Husa, 2005. Report on Study Tour of TRANSFER project : Comparative study on extension and transfer of knowledge in pre- and post-accession countries, 30 October – 2 November 2005, the Netherlands, Szent István University, Plant Protection Department, National Training Coordinator of IPM-WCR project (Hungary), AMBAR, Private Consulting Company, (Poland), Czech University of Agriculture Prague, Institute of Education and Communication (Czech Republic). | Report Study Tour.pdf |
| Klaver, D. and M. Demes, 2005. Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Workshop Report, Budapest, Hungary, December 4 – 7, 2005. | Transfer Budapest.pdf |
| De Kool, S. and H. Brinks, 2005. Communication on sustainable agriculture by platforms of stakeholders. Abstract. In press. | Abstract Farming.pdf |

Presentations

Presentations\General

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| TRANSFER, Strengthening knowledge circulation and generation for small farmers in EU countries. Presentation for EU Access programme members and for Bulgarian stakeholders at meeting held at the ministry of agriculture in Sofia, March 21, 2005, Bulgaria and for Romanian stakeholders at meeting held at the ministry of agriculture in Bucharest, March 24, 2005, Romania, by D. Klaver. | Sofia-Bucharest.pdf |
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Presentations\Budapest

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| Welcome sheet of Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, 5-7 December, 2005. | 1. Welcome.pdf |
| FAO Sub-regional Office for Central and Eastern Europe. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary, by Maria Kadlecikova. | 2. FAO SEUR.pdf |
| Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary, by Dieuwke Klaver. | 3. Introduction workshop.pdf |
| Policy brief. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary, by Dieuwke Klaver. | 4. Policy brief.pdf |
| Comparative study on extension and transfer of knowledge in pre- and post-accession countries, 30 October- 2 November. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary, by Katarzyna Banasik-Solgala. | 5.1 NL study tour markets.pdf |
| Farmer's groups and farmers organizations in the Netherlands. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary, by Judit Komáromi. | 5.2 NL study tour study clubs.pdf |
| The research institutes and their support for small farmers - NL/CZ. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary, by Jiří Husa. | 5.3 NL study_tour_research.pdf |
| Networks for innovation in Agriculture Budapest presentation. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary, by W. Sukkel. | 6.1 NL Networks for Innovation.pdf |
| Farmer Field Schools. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary. | 6.2 FAO-FFS.pdf |
| Farmer Field Schools in Serbia. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary, by Dr Ivan Sivčev (NPL) and MSc Sladjan Stanković (NTC). | 7.1 FAO- FFS Serbia.pdf |
| Agroweb Network. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, 2005, Hungary, by Arman Manukyan. | 7.2 AgroWeb Network.pdf |

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| Establishing Farmer Study Clubs (Case study). Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary, by József Kozári. | 8.1 Farmer_Study_Club Hungary.pdf |
| Restructuring of Polish Agricultural Advisory Service after European Union Accession. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary, by J. Kania. Approaches for small farmers in EU countries, Budapest, 5-7 December, 2005. | 8.2 Privatisation of advisory services.pdf |
| Open Garden Foundation. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary, by M. Hayes. | 9.1 CSA in Hungary.pdf |
| Implementation of Sustainable Strategy of Growing and Sales of Vegetables. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary, by Ján Šlinsky. | 9.2 CSA in Slovak Republic.pdf |
| Innovative Advisory Approaches in Georgian Agriculture. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary, by Bidzina Peradze and Mariam Jorjadze. | 9.3 Biological farm association Georgia.pdf |
| Welcome to Kozard Hungary. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary. | 10. Kozard and Cserhat Valley.pdf |
| Recommendations and actions. Presentation at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, December 4 – 7, 2005, Hungary. | 11. Recommendations.pdf |

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| AMBAR, Study Visit to the Netherlands, Comparative study on extension and transfer of knowledge in pre- and post-accession countries. October 30 – November 2, 2005, Presentation by Katarzyna Banasik-Solgala. | Ambar.pdf |
| Farmer's groups and farmers organizations in the Netherlands. Presentation, at Szent Istvan University, Godollo, Department of Plant Protection, 2005. by Judit Komáromi. | Farmers.pdf |
| The research institutes and their support for small farmers - NL/CZ. Presentation at Czech University of Agriculture in Prague, Institute for Education and Communication, 2005, by Jiří Husa | Research.pdf |

| <i>\Presentations\Others</i> | |
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| Information technologies used in the Slovak agricultural consultancy system. Presentation by Ivan Gabris, 2005. | Gabris.pdf |
| Implementation of Sustainable Strategy of Growing and Sales of Vegetables. Presentation by Ján Šlinsky at Knowledge circulation and generation: innovative advisory approaches for small farmers in EU countries, Budapest, 5-7 December, 2005. (In Slovak) | CSA in Slovak Republic.pdf |
| The influence of the market on agricultural production. Presentation by Katarzyna Boczek and Katarzyna Banasik, 2005. | K and K Poland.pdf |
| Poljoprivredna savetodavna služba /PSS/ Republike Srbije (presentation) | IPN-PSS.pdf |
| Agro service. Presentation by J. Slinsky | Agrokruh.wmv |
| The small example – regional farmers association in Nymburk (CZ). Presentation by J. Husa. | Regional.pdf |
| Dutch Farmer Study Clubs. Presentation by M. Hermans | Dutch Farmer Study Clubs.pdf |
| <i>\Others</i> | |
| Workshop Budapest December 2005 | Workshop Budapest December 2005.pdf |
| Programme Budapest | Programme Budapest.pdf |
| Programme on Study tour in the Netherlands | StudyTour.pdf |
| handout study visit The Netherlands | Handout.pdf |
| Minutes of Project meeting on Transfer, Sofia. | Minutes Sofia.pdf |
| Leaflet Kozard and Cserhat Valley Rural and Eco | Leaflet.pdf |
| Bernet T., A. Devaux, O. Ortiz and G. Thiele, 2005. Participatory Market Chain Approach. BeraterInnen News 1/2005 p8-13. | Market_chain.pdf |
| Proposal for a pilot project on farmer study clubs | Study clubs2005.pdf |
| Presentation of TRANSFER Project and ideas for implementation | Presentation.pdf |
| <i>\pictures</i> | |
| Budapest (19 photos) | |
| Study tour (2 photos) | |

Market

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| Workshop programme marketing. Presentation at Marketing strategy training for Apple Producers' Associations in the Czech Republic, January 12 – 13, 2006, by P. Ravensbergen and O. van der Valk. | Welcome.pdf |
| Marketing strategies. Presentation at Marketing strategy training for Apple Producers' Associations in the Czech Republic, January 12 – 13, 2006, by P. Ravensbergen and O. van der Valk. | Strategies.pdf |
| Supply chain analysis. Presentation at Marketing strategy training for Apple Producers' Associations in the Czech Republic, January 12 – 13, 2006, by P. Ravensbergen and O. van der Valk. | Supply_chain.pdf |
| Branding. Presentation at Marketing strategy training for Apple Producers' Associations in the Czech Republic, January 12 – 13, 2006, by P. Ravensbergen and O. van der Valk. | Branding.pdf |
