Growing and harvesting a crop is only half of the battle for farmers around the world. Depending on the crop, there can be several steps a farmer must complete before selling it, including processing, storage, transport and marketing. Unfortunately, each step can pose problems for farmers, and can result in the loss of some or much of the crop. Serious post-harvest losses can mean there is little to eat and little to sell. Even if a farmer is able to transport a lot of produce to market, without a good selling price, the farmer might not break even. However, there are effective, low-cost methods to reduce post-harvest losses, and lots of information available to help farmers in your broadcast areas get the maximum benefit from the crops they produce.

It's true that some things are out of farmers' control, such as international pricing for export crops and the quality of the national, regional, or local road system. But in this article and in the scripts that accompany this newsletter, we highlight several ways that farmers can improve the quality and quantity of their crops from the time that they are harvested to the time they reach the consumer (or their own stomachs!).

**Proper Storage and Processing to Reduce Post-Harvest Loss and Illness**

In many countries in Africa, post-harvest losses of food grains are estimated at 25% of the total crop harvested. Certain crops such as fruits, vegetables and root crops are less hardy than grains, and post-harvest losses can be as high as 50%.

Post-harvest crop losses occur at different stages – from the moment when crops are harvested until they are sold at the market. These stages include field handling, on-farm storage, processing, packaging, transport and market handling. One major reason for post-harvest crop losses, especially in the case of fresh fruits and vegetables, is decay, due to insect and rodent damage, and fungal infection.

Post-harvest losses can have serious implications for farmers, for consumers and for the environment. Farmers' financial and food security can be severely affected, while consumers face hunger if post-harvest losses of an important staple crop occur on a wide scale in the area where they live. Consumers also risk illness if they eat food that has been infected by fungi or other contaminants.

So what can smallholder farmers do to reduce post-harvest losses? They can focus on improving processing and storage techniques, as well as learning how to identify when their harvested crop has been infected by disease pathogens such as fungi.

In this script package, we have included information on how farmers can adopt improved methods for processing honey, how they can store cowpeas to prevent insect damage, how they can use solar dryers to improve the quality and quantity of processed fish for sale, and how they can prevent aflatoxin poisoning by using careful harvesting and storage practices.

These are just a few of the best practices that have been developed for reducing post-harvest losses of important crops. The foods we've focused on in our scripts may not be common in your region, but you can use the scripts as ideas for your own programmes, and consult agricultural researchers, extensionists and farmers' associations to learn what local approaches are yielding beneficial results for key crops.

**Marketing and Market Factors**

A farmer can produce an excellent crop, harvest properly, process her crops into saleable produce, and transport products or raw materials to market carefully, but, if the farmer doesn't know how to market products for a good price, it's all for nothing. Like any other part of smallholder farming, marketing is a skill with many components. And like any other component of the business of smallholder farming, farmers can learn techniques to market their products much more effectively. This could mean forming
or joining a cooperative marketing association; it could mean establishing a media service which informs farmers of market prices on a daily basis; and it could mean keeping in touch with market trends and growing those crops which are most likely to be profitable in your region. For more information on marketing, see the DCFRN scripts listed below.

If you would like to see additional DCFRN scripts on post-harvest information, please visit the script archive on our website at http://www.farmradio.org/english/radio-scripts/ to find the following scripts:

**Scripts on food processing**

78.1 Making Traditional Mustard in Moba Country, Togo
66.5 Low-cost food processing: making tomato sauce
66.4 Low-cost food processing: preserving foods as jams or sauces
60.7 Making peanut butter the local way
60.4 A traditional milling technique
40.6 Use the sun to cook your food

**Scripts on Storage**

66.3 When rats gain, farmers lose: how to store grain properly
66.2 Avoid post-harvest losses with proper handling: 8 radio spots
66.1 Avoid farm losses by improving storage methods
64.7 Storing grain for times of need
58.9 Farmers experiment and discover: you can store cassava
58.1 Protect your rice: prevent grain loss from harvest to storage
48.10 Use hot peppers to protect stored grain
38.3 Diffused light storage for seed potatoes

**Scripts on Health Issues**

46.7 Keeping food safe, part one
46.8 Keeping food safe, part two

**Scripts on Financial Planning and Market Information**

66.6 To Market, To Market – Episode 1: Trusting the Trader: The Importance of Reliable Information
66.7 To Market, To Market – Episode 2: A Glut in the Market: How Supply and Demand Affect Prices
61.3 Farmers profit from financial planning: Three short stories
61.2 Ekua makes a budget

For more information about ways that radio broadcasters can help farmers with post-harvest information, see “From harvest to market: radio programs that address farm issues” in *Voices* No. 66 http://farmradio.org/english/publications/voices/v2003mar.asp.

**References**


**Correction**

In the July 2006 *Voices*, we incorrectly reported that 189 UN Member States committed themselves to achieving the Millennium Development Goals in 2002. In fact, this occurred in September 2000.

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**Thanks for Your Help!!**

Developing Countries Farm Radio Network would like to thank the following people who contributed ideas, expertise and enthusiasm to the scripts in this package. From the Desert Margins Program in Niamey, Niger, we want to thank Idiwel Moussa Ibrahim and Ramadjita Tabo for contributions to scripts 1 and 4. From the University of Guelph in Canada, Peter Sykanda contributed scripts 2 and 7 on avian flu. From the International Institute of Tropical Agriculture in Ibadan, Nigeria, Emmanuel Tachin provided us with the original radio script which was adapted for script 3. Alice Lungu Banda from Palish News Agency in Lusaka, Zambia, contributed script 5 on behalf of the Zambian National Farmers Union, a DCFRN partner. From the Sustainable Fisheries Livelihood Program in Cotonou, Benin, we wish to thank Joseph Ndenn for his contribution to script 6. Rachel Awour from the Ugumma Community Resource Centre in Kenya, a DCFRN partner, contributed script 8. Finally, Pacôme Tométéissi from Réseau de Réalisateurs et journalistes pour Population et Développement (ReJPoD) in Abomey Calavi, Benin, a DCFRN partner, contributed script 9.

Thanks to all!

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**WELCOME NEW PARTNERS!**

- Amhara Radio Station – a government supported FM radio station in Bahir Dar, Ethiopia
- Breeze FM – a private FM station in Chipata, Zambia, with a public service mission for its local community
- Gombe Media Corporation – a state-owned broadcasting station in Gombe, Nigeria
- Mazabuka Community Radio Station – a community radio station in Mazabuka, Zambia, committed to empowering its community through information
- National Smallholder Farmers’ Association of Malawi (NASFAM) – NASFAM is based in Lilongwe and has a weekly program for smallholder farmers on the Malawi Broadcasting Corporation (MBC)
- Radio Jigiya – a private radio station in Sikasso, Mali, committed to rural development
- Radio Magneva Menabe – a rural radio station run by an association of rural listeners in western Madagascar
- Radio MECAp-TOGO – a community radio station in Dapaong, Togo, run by women.
- Radio SEKO FM – a community radio station in Kayes, Mali, with a focus on development through information for its listeners
- Radio Umaja FM – a community radio station in Bukavu, Sud-Kivu, DRC
- Radio Vuvu Kito – a community radio station in Mbanza-Ngungu, DRC
- Valley FM – a community radio station in Worcester, South Africa
Adapting Scripts and Addressing Challenges

By Rachel LePage

The Millennium Development Goals CD-ROM sent out by DCFRN in December 2005 included a questionnaire asking partners how they adapted the scripts to suit their needs, as well as the challenges they faced and how they overcame them. There were many responses from radio partners all over Africa. We have compiled the responses from the questionnaire and from additional email testimonials received over the past several months to share how broadcasters at different stations, and from one side of the continent to the other, are turning scripts into radio programs for farmers in their listening areas.

Translation

By and large, the greatest challenge to overcome is the language of the scripts. Translation can be costly and time consuming, but is imperative in ensuring that important information reaches the listeners. For many partners, translation is done on-site by station staff, who may consult a language specialist if needed. Other partners send scripts to language institutions. Translation services are often costly, so broadcasting the script a few times over the course of several weeks or months makes best use of the time and financial investment. In the translation process, names and places can be changed to reflect local characteristics, and help the audience identify more with the program. When the information in the script is very technical and difficult to translate, or to confirm the relevance of information within your community, consult local experts such as agricultural researchers or extensionists on the issue.

Changing the Length of Scripts

The length of scripts was another common challenge, some broadcasters finding them too long, while for others they were too short. Content can be cut or summarized according to your needs. Changing the format of the script (e.g., using interviews instead of theatrical drama) can also reduce the length of scripts, and may be better suited to your audience's tastes. To lengthen scripts and enrich the program, add local information. (See the 'Scriptwriting Tips' in the July issue of Voices for tips if you are adding a lot of content or making drastic changes to the script.) Soil type, climate conditions, upcoming events and other local information can all be useful for the listener. In issue-specific programs, scripts can offer an introduction to the topic which can then be followed by roundtable telephone discussions or interviews.

Gaining Trust of Your Audience: New Stations

Some partners discussed the challenges they face trying to establish a radio culture in the local setting. In communities where media culture is in its infancy, dedication, creativity and a positive attitude can go a long way. So can having an understanding of the local context. Broadcast about issues that are particularly relevant to your audience. Whenever possible, invite experts, leaders or local people into the studio for interviews or to partake in programming. Hearing a recognizable voice will reduce apprehensions about the new media. Word of mouth and involvement with local groups will help promote the new station.

Addressing the Lack of Equipment and Human Resources

Specific equipment and technical tools can facilitate broadcasting and enhance the benefits for the audience, but are not always available. In some cases, innovation and imagination can help overcome the lack of resources. Changing script format can be useful, or having one person enact many characters in a script. One partner also suggested partnering up with other radio stations to establish a “bank” of sound effects. When recording and storing devices are scarce, the sound effect bank, in a central location for all members, ensures a greater selection of sounds for more broadcasters.

Fundraising for Sustainability

Fundraising is another important element of community radio broadcasting. Special events, contests, and sales not only help advertise and promote your station, they can also be financially beneficial. Work in collaboration with other stations, local groups, NGOs and governmental organizations to make your fundraising efforts go even further.

Different Ways to Add and Adapt Content for Local Broadcasts

A common comment by broadcasters was that the scripts were not directly relevant to people in their listening area because they focused on agricultural issues in other parts of Africa. However, many partners reported that they consult agricultural extension workers to see what information in the scripts was of use to local farmers – even if it was about techniques or crops not common in the area. A radio broadcaster in Zambia learned about community seed grain banks from a script on DCFRN’s website, then introduced the idea to his listeners, and now a community seed bank project has started in his community. Adding informational content to your programs can provide listeners with a greater understanding of issues addressed by the scripts, but finding additional resources is not always easy. The Internet is rich with valuable information, but it is best to stick with organizations that you recognize. As mentioned above, local or

Continued on page 6
Southern Africa – PARTNER PROFILE

IN SOUTHERN AFRICA, Farm Radio Network partners total 50 radio stations and organizations in 12 countries, representing 17 per cent of the Network’s 294 radio partners! Radio stations in this area broadcast in many different languages, including English, Xhosa, Sotho, Northern Sotho, Afrikaans, Ndebele, Chewa, Siswati, Setswana, Portuguese, Nganguela, Kwanyama, Umbundu, Tchokwe, Sindebele, Nyanja, Bemba, Tonga, Zulu, Sesotho, Tswana, Sepedi, Chichewa, Chilomwe, Chiyao, Chitumbuka, Oshiwambo, Otherero, Kavango, Caprivi, Damara/Nama, Tirelo, and Shona.

South Africa, with 19 partners, holds the record for the country in this region with the most Network members. The longest standing partnership is with Transkei Land Service Organisation, which has been a DCFRN partner since 1996. Some of our new partners in Southern Africa include Breeze FM and Mazabuka Community Radio Station in Zambia, In My Village Community Radio and National Smallholder Farmers’ Association of Malawi (NASFAM) in Malawi, and Radio Magneva Menabe in Madagascar.

Radio programs that interest our partners and other radio stations in this region include children and youth programming, agriculture, and farmers’ rights (based on Vijay’s trip in July and August 2006 and a 2003 partner survey).

NUMBER OF RADIO PARTNERS PER COUNTRY

- Angola: 1
- Botswana: 1
- Lesotho: 2
- Madagascar: 1
- Malawi: 6
- Mauritius: 1
- Mozambique: 1
- Namibia: 2
- South Africa: 19
- Swaziland: 3
- Zambia: 8
- Zimbabwe: 5

* See insert for a list of all the stations/organizations by country.

2007 GEORGE ATKINS COMMUNICATIONS AWARD

– Call for Nominations!

The George Atkins Communications Award was established in 1991 to recognize rural radio broadcasters for their outstanding commitment and contribution to food security and poverty reduction in low-income countries. The award is named after Dr. George S. Atkins, the Developing Countries Farm Radio Network’s Founding Director.

The Network will award a certificate, Minidisk recorder and microphone to the winning radio partner at DCFRN’s Annual Assembly in 2007. The award will be presented to an individual that demonstrates overall programming excellence in responding to small-scale farmers’ needs as well as his/her commitment to DCFRN.

To be eligible for the award, an individual must work at an organization that is directly involved in broadcasting activities and has been a partner with the Network for a minimum of one year.

Nominate yourself, an individual from your organization or another organization belonging to DCFRN. Please submit a statement on why you think this partner should receive the award.

Send submission by regular mail, or Email to bmckay@farmradio.org by June 1st, 2007.
From mid-July to the end of August, I had the privilege of travelling to Southern Africa to meet with some of DCFRN’s existing partners as well as potential new partners. The goals of the trip were to: reinvigorate our partnerships, grow DCFRN’s network, develop material for scripts and newsletters, conduct a needs assessment of our partners, and link with institutions with whom we might collaborate in the future. I met with more than thirty stations, organizations and individuals in South Africa, Malawi, Zambia and Namibia.

The most consistent impression I received (other than the fact that everyone I met was wonderful!), is that radio is still viewed as THE medium to reach rural communities in Africa, and that there is excitement and passion about the potential of radio to do this.

There is truly nothing like a face-to-face meeting to make partnership more real, and I was welcomed with open arms by our partners.

I met with a number of potential new partners, and, without exception, they expressed interest in partnering with the Network. I am confident that we have forged a number of new and valuable relationships with strong individuals and organizations in all four countries.

My discussions with people in the radio and development communication sector also raised some thought-provoking questions about DCFRN’s appropriate role in Africa. For example – and I found this especially the case in South Africa – there are a variety of development communication organizations which work with the community radio sector, providing content, training, advocacy and funding. DCFRN is to some degree unique within that mix because of our focus on rural/agricultural issues, but the question of how we can best collaborate to achieve our goals is one that requires careful thinking, research and discussions with other players in the field.

I want to thank partners for sharing ideas with me about what script topics DCFRN should develop in the future. The following are several of the different agriculture and development themes of interest to broadcasters and their listeners in Malawi, Namibia, South Africa and Zambia: new agricultural techniques, urban gardens, genetically modified foods, crop diversification, strengthening farmer associations, growing seedlings, crop inputs, health and nutrition (in particular foods to boost the immune system), health (HIV/AIDS, TB and malaria), women, gender, youth and children’s issues, people with disabilities, education, worker rights, and women farmers’ rights.

I can only say with half a heart that I’m glad to be back in Canada. As a German family told me one morning in a lodge in KwaZulu Natal, South Africa near the Swaziland border, “Once Africa is in your blood, you have no choice. You have to come back all the time.”

The radio stations and organizations I met with during my trip are:

**South Africa**
- National Community Radio Forum
- Radio KC
- ABC Ulwazi
- Valley FM
- Bush Radio
- Good News Radio
- Radio Khwezi
- Maputaland Community Radio
- Highway Radio
- TRALSO
- UNITRA
- Khanya Community Radio
- LINK FM

**Malawi**
- Farmers Union of Malawi
- ICRAF
- IITA
- CIAT
- ICRISAT
- NASFAM
Continued from page 5

Regional experts are helpful and can provide additional information. Consult them to gather information before a broadcast, or interview them on the air. NGOs, local groups or forums, farmers’ associations or governmental organizations can also provide additional content for programs.

Scripts as Resources

Scripts can be used as resource material for people in the community, and for future shows. Archive old scripts so you can use them later. One partner established a small resource center – open to the public – where people can come to research specific issues. Scripts, along with books, journals and other documentation can be accessed through the center.

Audio Recordings of Scripts

Many partners requested audio recordings of DCFRN scripts. They felt that this would help them gain a better understanding of the script, be useful in actual broadcasts, and help with the pronunciation of difficult words. DCFRN is looking into the possibility of including audio recordings in future packages and will keep you posted on this matter.

We want to extend our sincere thanks to everyone who answered the questionnaires and sent in feedback via email. Please continue sharing your experiences and methods with us. Knowing about the innovative ways you adapt the scripts and respond to challenges is useful for everyone in the network. Communication between partners about how they are innovating to address challenges lends strength to the Network and ensures that listeners are able to access useful information via radio.

Partner News

Bénin Farmers Learn How to Turn the Tables on Desertification

Pacôme Tomêtissi from Réseau de Réalisateurs et Journalistes pour Population et Développement (ReJPoD), one of DCFRN’s partners in Bénin, recently shared with Farm Radio Network how his organization has used the radio drama on desertification. The following is an excerpt from a letter he sent DCFRN.

ReJPoD was established by a group of young communicators in order to train, educate and mobilize youth about development. ReJPoD occasionally works with youth studying drama and film at Godomey College in Bénin to assist them in adapting Farm Radio Network scripts into drama sketches and audio-visual productions. The radio drama “The Long Dry Season” was a big hit in Cotonou! Youth, teachers, decision-makers, and development partners all got involved in putting on a play based on the radio drama. The play was a big success and began with the conscientization of youth about desertification. Local authorities greatly appreciated the information, education, and communication approach used in the drama. Hundreds of people learned about nutrition, sustainable agriculture, and smallholder farmer practices and technologies. Some people from rural families or with household gardens are testing out different techniques recommended in the drama and are keeping us informed about how they work. Other people realized the importance of agriculture in development and reducing poverty.

Pacôme Tomêtissi,

Director
Already well-established in Europe and the Arab World, Destination Santé is expanding in sub-Saharan Africa. There it provides the African media with written material and radio programmes ready for broadcast, free of charge.

Would you like to become a partner? Please contact Destination Santé at +33 2 51 13 48 88, or send a message to mpa@destinationsante.com.

Destination Santé  
www.destinationsante.com

Science in Africa http://www.sciencinafrica.co.za/index.htm
Science in Africa is the first popular science magazine for Africa. From Cape to Cairo, scientists in a broad range of fields report on their research, giving their expert views on topical issues in science and providing the right information to an African public seeking a deeper understanding of science and of the dynamic role it plays in everyone’s lives.

Gender for Journalists on-line toolkit  
http://www.cpu.org.uk/cpu-toolkits/gender_reporting/index.html
This online toolkit is designed to raise awareness in newsrooms worldwide of gender inequality and the role that media can play to promote a balanced and non-stereotyped portrayal of women.

Training Manual for the Media: Gender, HIV/AIDS and Rights  
IPS – Inter Press Service has published a training manual for the media on how to report on HIV/AIDS from a gender and rights perspective.

Awards/Funding Opportunities

Global Fund for Women Grants  
The Global Fund for Women Grants supports women’s groups based outside the United States that advance the human rights of women and girls by providing small, flexible, and timely grants ranging from US$500 to US$20,000 for operating and project expenses. Priority issues include: Building Peace & Ending Gender-Based Violence; Advancing Health and Sexual & Reproductive Rights; Expanding Civic & Political Participation; Ensuring Economic & Environmental Justice; Increasing Access to Education; and Fostering Social Change Philanthropy.
Deadline: Rolling

Media Development and Diversity Agency (MDDA)  
http://www.comminit.com/funding2006/grants2006/funding-23.html
Supports community and small commercial media projects or research in South Africa. Application forms include questions on the impact the project will have on media diversity and the extent to which the project will encourage participation and access by historically disadvantaged groups and people not adequately served by the media.
Deadline: Rolling

RAINBO Small Grants Project  
RAINBO Small Grants Project  
Studio 5a, 121 Salisbury Road, London NW6 6RG  
Tel: + 44 (0) 20 7625 3400, Fax: + 44 (0) 20 7625 2999  
E-mail: smallgrants@rainbo.org  
http://www.comminit.com/funding2006/grants2006/funding-43.html
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Supports projects that address Female Circumcision (FC)/Female Genital Mutilation (FGM). This grant initiative aims to strengthen the institutional capacity of African non-governmental organisations (NGOs) working on the FC/FGM issue as part of advancing the sexual and reproductive health and rights of women and girls and works to expand collaborative relationships among NGOs, activists, academics and researchers in Africa.

Deadline: Rolling

Mama Cash Grants
Mama Cash
1e Helmersstraat 17
P.O. Box 15686, 1001 ND Amsterdam, The Netherlands
Tel: (+31) 20 – 689 36 34, Fax: (+31) 20 – 683 46 47
info@mamacash.nl, http://www.mamacash.nl/site/en/index.php
http://www.comminit.com/funding2006/grants2006/funding-46.html
Supports women’s groups that champion a woman’s right to control her own body. Grants range from 500 euros to 20,000 euros. Applications for The Netherlands and Europe as well as the Global South (Asia and the Middle East, Africa, Latin America and the Caribbean) and the former Soviet Union, can be submitted throughout the entire year.

Scholarships

Media Institute of Southern Africa (MISA) Scholarships
Assists individual media practitioners from southern Africa in all areas of the media (managerial, editorial, advertising, and technical) to work on attachment in another media institution to learn new skills and develop existing ones.
Deadline: Rolling

**For more information about training and award opportunities visit the Communication Initiative www.comminit.com. You can subscribe to their on-line electronic newsletter The Drum Beat at http://www.comminit.com/subscribe_drumbeat.html to have information emailed to you on a weekly basis.

Soliciting Scripts from Radio Partners

Do you have experience in developing radio programs on specific agricultural and rural development themes? Are there specific issues which are relevant to farmers in your listening audience that you want to share with broadcasters across the Farm Radio Network? If so, then we want to hear from you! You may have noticed that African radio broadcasters who are DCFRN partners have written many of our scripts over the past couple of years. We want this trend to continue, and encourage you to contact us if you would like to contribute a script to an upcoming package.

DCFRN Website Profiles Radio Partners

Now that more than half of DCFRN radio partners have access to the Internet, our goal is to profile each of our partners on our website. This is a way for everyone involved in Farm Radio Network to know more about other Network partners and how to contact them. Please be patient with us if you do not immediately see your profile on the website! There are close to 300 profiles to post, and this will not be completed overnight. Before a profile is posted we want to ensure the information is correct. We have two student volunteers from the University of Ottawa who are helping us out with this project. They will be contacting you on an individual basis and asking for photos or stories to add to your profile before it is posted on the website.

Email Addresses

**If you have not been receiving emails from us over the last year that means that we do not have your correct email address! Please email it to bmckay@farmradio.org, and let us know the name of your radio station and what country you are located in, so we can easily add the correct information to your partner file. If we have your email address, then we can send you information about training and award opportunities for broadcasters, information about agricultural issues, and announce upcoming DCFRN activities such as electronic forums that you can participate in.

The newsletter for partners of Developing Countries Farm Radio Network

Supporting broadcasters in developing countries to strengthen small-scale farming and rural communities.

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