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for production, whether or not the crop is labour intensive, should be taken into account. Institutional restraints which might presently exist, should not be given too much importance, since these would have to be removed in any event, if a serious attempt at introducing new crops is being made.

2. Plots should be prepared on the agricultural stations or on suitable private lands leased for the purpose, and selected varieties of the crops should be planted on these lands during the appropriate season. These would be experimental farms and detailed, accurate records should be kept on costs, agronomic practices, maturity dates and any other factors which would affect the economic feasibility of introducing the crop on a large scale or the organisation of its sale.

3. At all states, the Marketing Organisation should be in continuous consultation with the Division and should be made aware of the progress of the crop, expected yields and time of harvest.

4. The Marketing Organisation should negotiate arrangements for the sale, transportation, processing and packaging of the crop. Sale would initially have to be on a commission basis, but the cost/benefit relationship of the trial shipment should not be rigidly assessed in terms of the immediate financial returns. Ideally, a trading partner overseas should be involved in the experiments on the new crop and kept equally informed of developments.

5. Production and marketing of the new crops should be subsidized by Government. To carry out the programme the Agricultural Division would need better staffing, better research facilities, larger allocations for seeds, fertilizer and chemicals. In addition to more technical staff, the Marketing Organisation should be provided with refrigeration facilities and development-capital for financing its part of the programme, which may not show any compensatory revenue over the first few years.

6. The Marketing Organisation, on receipt of accounts and reports from consignees, should discuss these together with the production data, with the Agricultural Division and Government to arrive at a clearly defined policy for future development of the crop.

7. If the results of a particular trial are considered to confirm the long term potential for development of the crop, the Marketing Organisation and the Division of Agriculture should gear themselves to increasing production and exports. In the

case of the former it would involve obtaining processing equipment that might be necessary, additional storage space, furnishing market intelligence and information on harvesting and handling. In the case of the latter, it would involve plant propagation, increased extension staff and publication of information on production techniques.

8. The Division of Agriculture should produce a crop on an experimental farm only for as long as is necessary to obtain information on production, costs and susceptibility to diseases. The Marketing Organisation should have control over exports until it is considered that other private traders can induce competition in purchasing without harm to the growth and development of the trade.

9. While the experimental plots are under cultivation, as many farmers as possible should be encouraged to visit them in study groups. Regular supervised 'field trips' should be organised at which discussions should be held with the farmers on all aspects of production and marketing of the crop.

10. A number of farmers would have an interest in cultivating a new crop on their farms, but many may not be able to do so because of the lack of capital. Consideration should, therefore, be given to making credit available and to provide a machinery pool for clearing lands. This point is particularly important. Farmers will not voluntarily introduce a crop (for instance as a replacement to bananas) without adequate support and incentive.

CONCLUSION

In conclusion, it would perhaps be useful to consider briefly one difficulty which may arise from the adoption of the above strategy, and this relates to the policy towards certain crops already under production. The strategy has not differentiated between these and new crops for the reason that the writer feels that the two should be treated similarly. Rational diversification in the context of the agricultural pattern already described, is as much a question of cutting back production of uneconomic crops, introducing new varieties and improving methods and standards of production, as of 'finding markets' for all that is already being produced. It had never been easy to persuade farmers that a crop is no longer an economic proposition since they have invested money in its establishment. However, progress in agriculture frequently means changes in the crops produced and this is a reality which it is difficult to evade for very long.

Discussion Report

White's paper on marketing included a strategy for introducing, developing and marketing new crops. It would seem that the costs of meeting the personnel requirements for implementing the strategy would be beyond the capabilities of a small State like Dominica. It was also suggested that in

considering the marketing area for Dominica products, attention was given almost exclusively to the traditional markets, almost to the exclusion from consideration of the Caribbean area. With the coming into being of Carifta, there is a better opportunity for marketing some of the exports of the less-developed territories of the Caribbean.