

About the Contributors

Marilyn Carr is a development economist with over 30 years experience working in Africa and Asia. She was Senior Economist for the Intermediate Technology Development Group (now Practical Action); Chief, Economic Empowerment, UNIFEM; and founding member and Director of the Global Markets Programme, WIEGO. She holds a DPhil in Economics from the University of Sussex and has been a Research Fellow at the International Institute for Environment and Development, London, the International Development Research Centre, Ottawa, the Radcliffe Institute for Advanced Studies at Harvard University and the Institute of Development Studies, Sussex. Her recent publications include: *Lightening the Load: Labour Saving Technologies and Practices for Rural Women*, Practical Action Publishing/IFAD, 2010; *Gender and Trade Action Guide*, Commonwealth Secretariat, 2007 (with Catherine Atthill, Sarojini Ganju Thakur and Mariama Williams) and *Gender and Non-timber Forest Products: Promoting Food Security and Economic Empowerment*, IFAD, 2008.

Madhura Chatrapathy is Trustee Director, Asian Centre for Entrepreneurial Initiatives. She set up Food Associates, Bangalore 26 years ago and it has grown to become a renowned customised dehydrated food ingredient manufacturing company. She has been working in the field of entrepreneurship development for over 25 years as the progenitor of ASCENT, pioneering the concept of group enterprise. She has spearheaded the movement of women entrepreneurs. Her particular concerns are micro-enterprises and technology. She is committed to fostering entrepreneurial initiatives in both the social and commercial spheres.

Itai Chibaya is a social ecologist with more than five years experience working in forests and wildlife management. Currently, he is Research Associate (Monitoring & Evaluation) with PhytoTrade Africa. He is responsible for coordinating all activities at the Harare Office in association with the London Office. He has conducted work in Liberia and several other African countries and has worked for the Centre for International Research (CIFOR) and the Zimbabwe Parks and Wildlife Authority. He has a BSc (Hons) in Forestry Resources and Wildlife Management (NUSY-Zimbabwe) and is completing an MSc in Social Ecology (University of Zimbabwe).

Yves Conze holds a PhD in Economics from the New School University of New York and has served as Economic Adviser to the Minister of Finance and the Ministry of Planning of Haiti, the Minister of Finance of Rwanda and the Head of Civil Affairs in the Peacekeeping Mission in Croatia. He has also worked as a consultant for the UN Secretariat, UNDP and USAID in the areas of capacity building, export promotion, monitoring and evaluation, and trade and macro-

economic policy. He is currently a trading instructor at Prism Trading Group LLC. **Mona Dave** has worked with the Self Employed Women's Association for 18 years and was elected as its Vice President in 2009. Currently, she is also Chief Executive Officer of the SEWA Trade Facilitation Centre and a Trustee in SEWA Gram Mahila Haat (both of which she co-founded) and Senior Co-ordinator of Rural Organising in SEWA. In addition, she is a member of the Association's core management team and is responsible for its future path. During her years at SEWA, she also founded the Kutch Craft Association and the Mahila Vikas Mandal (district level organisations of poor self-employed women). She has worked with many national and international agencies on various projects and participated in the Seventh World Summit of Young Entrepreneurs organised by UNIFEM and the Institute for Leadership Development (ILD), where she was given the Best Entrepreneur in Social Responsibility Award.

Pramod Dev is a researcher based in New Delhi with interests in issues related to the political economy of development, trade and the environment. Until recently he was a Policy Analyst at the Centre for International Trade, Economics and Environment (CITEE) of CUTS International, India, where he was engaged in research and advocacy related to trade and development issues, and trade and the environment. He has also contributed to the development of the CUTS International Trade and Gender Programme. He holds an M. Phil. in South Asian Studies and read Economics and International Relations for his Bachelor's and Postgraduate degrees, respectively. He is currently researching the impact of European ecolabels on garment exports from India for his doctoral thesis at Jawaharlal Nehru University, New Delhi. He is also a part-time documentary film maker, focusing on environmental and social issues.

Sanae Ito is Associate Professor at the Graduate School of International Development at Nagoya University, Japan. She conducts research on issues related to poverty and globalisation. Her publications include articles on the shrimp industry and microfinance practices in Bangladesh and Cambodia. She is currently working on the implications for small farmers in these countries of integration in agribusiness value chains.

Paul Kamau is a Research Fellow at the Institute for Development Studies (IDS), University of Nairobi. He holds a PhD in Development Studies, University of Nairobi; MSc. in Economics from University of Zimbabwe; and BA in Economics from University of Nairobi. His research interests are international trade and industrial development in sub-Saharan Africa, with particular emphasis on the textile and clothing industry. He has conducted research and published on trade, innovation and industrial development in Africa.

Nazneen Kanji is based in London, working for the Aga Khan Development Network (AKDN). She is director of a research programme on the 'quality of

life', designed to inform AKDN's programmes in countries in Africa, south and central Asia and the Middle East. She has worked extensively on gender, livelihoods and social policy and has research, teaching, consultancy and field experience, mainly in Africa and Asia. She lived in Mozambique in the 1980s and in the United Republic of Tanzania in the mid-1990s. As a senior research associate at the International Institute for Environment and Development (IIED) from 2000 to 2006, her interests focused on trade, gender and livelihoods, including a study of international value chains in cashew nuts, and on land and livelihoods in Africa. Most recently, she has co-authored a book entitled *Non-Governmental Organizations and Development* (Routledge, 2009) that provides a critical overview of this wide-ranging field.

Maideyi Kutambura is a young environmentalist currently studying for an undergraduate degree in geography and the environment focusing on ecosystem management and sustainable development at Midlands State University, Zimbabwe. She is also an intern at PhytoTrade Africa. Her interests include the environment, climate change, sustainable livelihoods, corporate social responsibility, forestry, gender, HIV and AIDS, and food security.

Amit Lodha completed his studies at St Xavier's, Calcutta, pursued chartered accountancy unsuccessfully and then tried a stint at collecting dried flowers from Nepal, which was an unexplored area at that time. He moved to Tuticorin, South India in 1995 to work for Ramesh Flowers. He was appointed Director of Sales in 1998, a position that he still holds.

Rachel Nadelman is a Social Development Specialist with the Sustainable Development Department (Latin American and Caribbean Region) at the World Bank. In this role, as well as through her prior work with organisations such as GROOTS International and American Jewish World Service, she has focused her fieldwork and research on community-driven development and women's economic empowerment. She has worked in central and south America, the Caribbean, east and central Africa and the USA. She has a BA from Brown University and an MA in International Affairs from the New School University.

Reema Nanavaty was elected as General Secretary of SEWA in 1999 and in this position she helped to double the association's membership to over 500,000, making it the single largest union of informal sector workers in India. Currently, she is managing a US\$6 million programme of economic activities for SEWA through a federation of 100 co-operatives, nine district associations of artisans, salt farmers and forestry workers, and a direct outlet of 12,000 artisans. She initiated and negotiated the first ever NGO-Government of India-IFAD loan to rebuild the lives of 60,000 earthquake-affected SEWA members and is running a post-conflict reconstruction package for 40,000 members affected by the 2004 riots. She sits on various government and multilateral agency committees, and is

expanding the activities of the SEWA Trade Facilitation Centre in Afghanistan and the entire South Asian Association for Regional Cooperation (SAARC) region, with the aim of making women's voices and contributions central to world trade decisions and collective brand-building and marketing.

Carol Narcisse has over 25 years of experience in fields related to human, social and organisational development. She is an accomplished educator, broadcaster, trainer, social policy researcher, analyst and advocate. Her collective experiences express her passion for the empowerment of children and disadvantaged groups, and for sustainable human and social development. Carol is a graduate of Columbia University's Teachers College and holds a Master's degree in Education.

Nontokozi Nemarundwe is a sociologist with 17 years experience in rural development, mainly in southern Africa. She holds a PhD in Rural Development Studies from the Swedish University of Agricultural Sciences. Her specific area of focus is on socio-economic research using both qualitative and quantitative methods, project/programme design, monitoring and evaluation, social and environmental impact assessment, gender issues in community-based natural resource management (CBNRM) programmes and institutional development using participatory methodologies. She has worked on consultancies for numerous international agencies and is currently the Impact Monitoring Manager at PhytoTrade Africa. Her work involves monitoring the socio-economic and environmental impacts on rural harvesters and processors of the development of the natural products industry in southern Africa.

Dorienne Rowan-Campbell founded Rowan's Royale – an enterprise that produces Jamaican Blue Mountain Coffee, one of the most expensive and sought after coffees in the world. Her organic enterprise sets a model for communities in Jamaica, as well as highlighting environmental issues and the role a small farmer can play in combating climate change and environmental degradation, and contributing to disaster mitigation. For the past 30 years, she has been an international consultant on gender, human resource development, training and environment and is currently part of a team running ICT and organic farming workshops for women farmers in the Caribbean. She is a qualified organic farm inspector and runs a community 'greening project' in her neighbourhood, which has the first regular recycling collection service in Jamaica.

May Sengendo is a lecturer with the Department of Women and Gender Studies at Makerere University in Uganda and also plays a leadership role in the private sector, including as the Vice Chair for the Federation of Uganda Exporters Associations. She has worked on gender mainstreaming in the trade and industry sectors of the National Development Plan for Uganda, participated in engendering the National Export Strategy for Uganda with the International Trade Centre, UNCTAD and the Uganda Export Promotion Board, and worked on prepara-

tion of the gender content for WTO negotiations and COMESA and East African Community trade policy planning. Her published studies include *Searching for International Markets: Market Access Information Provision and Needs for Female and Male Exporters in Uganda's Horticulture and Fisheries Sectors*, funded by Gender and Economic Reforms in Africa.

Sarah Silliman co-ordinates programmes for two global civil society networks focused on building women's economic empowerment: the Women and Governance programme for GROOTS International and the MDG3 Accountability Initiatives for the Huarou Commission. She holds a BA in Economics from Antioch College in Ohio and an MA in International Affairs from the New School University. She specialises in the areas of strengthening democratic governance at the local level, increasing women's influence in decision-making and resource allocation and building women's leadership skills.

Nidhi Tandon is Director of Networked Intelligence for Development at www.networkedintelligence.com. Originally from East Africa, she works on local grassroots issues in the context of globalisation and increasing disparities between peoples and nations. She has been specialising in digital media, information and communication technologies and applications that enhance women's livelihoods since 1995. She designs and runs workshops for women's organisations, small businesses and farmer communities in east and west Africa and in the Caribbean, enabling women to organise and articulate their priorities around sustainable development. Much of her work revolves around the relationships between women and water, energy, natural resources and political agendas. She has published critical articles on climate change and its varying impact on women's land use options.

Pauline Tiffen is a London-based consultant who has worked with farmers and artisans developing export capacity and marketing strategies for more than 20 years. She is a business and organisational advisor to Kuapa Kokoo and a Non-Executive Director of Divine Chocolate. Pauline currently works for Light Years IP, a Washington-based NGO promoting the use of intellectual property rights by low-income producers and artisans in Africa to raise export revenues by capturing a larger share of the intangible value of their distinctive and unique products (see <http://www.lightyearsip.net>).

Lucy Welford has 17 years of experience in environmental management and community development. She has worked for the Department of National Parks in Zimbabwe and the Food and Agriculture Organization of the United Nations where she specialised in appropriate media and communications for rural development. She has an MPhil in Environment and Development, specialising in ethnobotany and a doctorate in community-based natural resource management in Zimbabwe, both from the University of Cambridge, UK. She has been heading

up PhytoTrade Africa's marketing and communications since 2003.

Mariama Williams is an economic and trade consultant, a Research Associate with the International Gender and Trade Network and a director of the Board of the Institute of Law and Economics, Jamaica. She is also a consultant adviser on gender and international trade to the Commonwealth Secretariat, London, a consultant on gender and climate change financing with the Global Gender and Climate Alliance (GGCA) and a member of the International Working Group on Gender, Macroeconomics and International Trade (IWG-GEM). She is currently a member of the Board of Trustees of the Dag Hammarskjöld Foundation, Sweden, a Member of the Board of the Center of Concern, Washington, DC and a member of the UNDP's Civil Society Advisory Committee. She is the author of *Gender Issues in the Multilateral Trading System* (Commonwealth Secretariat, 2003) and co-author (with Atthill, Thakur and Carr) of *Gender and Trade Action Guide* (Commonwealth Secretariat, 2007).

Giséle Yitamben is an economist by training and the founder and President of the Association for the Support of Women Entrepreneurs, a non-profit enterprise. She is a member of the World Economic Forum's Global Agenda Council on the Gender Gap 2009, one of the intellectual drivers of the Global Redesign Initiative, an international, multi-stakeholder and multimedia dialogue that aims to develop a 21st century vision of global co-operation. Since 2007 she has also been a member of the Reference Group for Sustainable Development set up to provide expert guidance to UNESCO. In addition, she initiated street football in Cameroon – her team ranked 8th out of 48 countries represented at the 2007 Homeless World Cup (HWC) in Copenhagen, Denmark – and presented a female team in 2008 HWC in Melbourne, Australia. She is the recipient of many national and international awards.

Notes

- 1 That is, welfare decreases despite economic growth.
- 2 All figures are from CIA (2008) unless otherwise stated.
- 3 This agreement between the ACP countries and the EC, signed on 23 June 2000 in Cotonou, Benin, transformed what had previously been a non-reciprocal preferential trading arrangement into a reciprocal arrangement. See Commonwealth Secretariat (2004).
- 4 Jamaica's Safeguard Act is compatible with the WTO general safeguard agreement. Article XIX of the General Agreement allows a GATT member to take a 'safeguard' action to 'protect a specific domestic industry from an unforeseen increase of imports of any product which is causing, or which is likely to cause, serious injury to the industry'. However, this is a complex mechanism that many developing countries do not have the legal or institutional framework to handle.
- 5 Thanks to Ann Weston and Dorothy McCormick for comments on earlier drafts.
- 6 Flexibility in labour use may be obtained either through employment flexibility or through the development of functional flexibility among the workers.
- 7 The size categorisation of garment manufacturing firms draws from McCormick *et al.* (2007), who use the number of workers to classify firms as micro (1–9 workers), small (10–49), medium (50–99) and large (100 or more). Given the very low threshold for large firms, another category of 'very large' is used here to include firms with 500 or more workers.
- 8 These included the virtual removal of price controls and liberalisation of imports through the removal of import and foreign exchange licensing, and rationalised tariff regimes.
- 9 For more information about AGOA see McCormick *et al.* (2006), Kamau (2007) and Weston *et al.* (2008). See also www.agoa.gov
- 10 Vijayabaskar (2002: 67) also finds the same in Tirupur, India, where trade unions seem not to play any role in the garment industry.
- 11 Unless otherwise noted, all information in this section is from the AGOA website, www.agoa.info; Malie (2001) and Government of Lesotho (2008).
- 12 See <http://www.agoa.gov/>
- 13 Expanded and updated from a case study by Lera Pascal, see http://www.the-commonwealth.org/gtinformation/164419/164437/164427/banana_production_in_st_lucia/
- 14 European currency unit (ECU), the precursor of the euro.
- 15 See <http://news.bbc.co.uk/1/hi/world/americas/4737473.stm>
- 16 See <http://www.fco.gov.uk/en/about-the-fco/country-profiles/north-central-america/st-lucia?profile=all>
- 17 The Windward Islands – so called because of their exposure to the north-east trade winds – include Grenada, Martinique, St Lucia, and St Vincent and the Grenadines.
- 18 Approximately US\$15 million.
- 19 Approximately US\$1,124.

- 20 ANZCERTA: Australia–New Zealand Closer Economic Relations; NAFTA: North American Free Trade Agreement; CARICOM: Caribbean Community.
- 21 This case study is a follow-up to Sengendo and Tumushabe (2005).
- 22 These include the IDEA project, famine and early warning systems, IITC, International Institute of Tropical Agriculture, Market Information Service and Food Network.
- 23 Argentina, Brazil, Egypt, India, Indonesia, Namibia, Philippines, South Africa, Tunisia and Venezuela.
- 24 Free on board means that the price quoted by the supplier includes delivery of the goods to a specific destination (e.g. on board a ship) without extra cost to the purchaser.
- 25 For a detailed history of Kuapa Kokoo and its progress up to 2002, see Tiffen *et al.* (2004).
- 26 Asante tribe symbols found everywhere in Ghana, most often stamped on cloth, that are often linked to proverbs or folk tales.
- 27 It is notable, perhaps, that David Croft, formerly with the Co-op Food Group, moved on in 2005 to work first as Ethical Sourcing Director and then as Global Director of Conformance and Sustainability at Cadbury Schweppes.
- 28 In 2000, there were allegations of widespread slave labour, including child trafficking, in the cocoa industry. While mainly relating to Côte d’Ivoire, rather than Ghana, these allegations resulted in campaigners putting pressure on large companies to address the problem promptly and brought about concern that formalising accountable commercial relations with millions of individual cocoa farmers would depress the prices they received because of the high transaction costs involved in monitoring.
- 29 The ripe fruits of coffee shrubs that contain the beans.
- 30 Just before this book went to press, the CIB gave Rowan’s Royale permission to register to be licensed to produce, sell and export organic coffee.
- 31 US\$600 at JA\$72 to US\$1 at the time of writing.
- 32 Quote from Prior Notice customer service after a package was detained in Miami Customs for five days because of questions as to place of origin. All documents had been filed with the FDA, FedEx and JAMPRO and all stated, in detail, the place of origin.
- 33 See <http://www.Fairtrade.org.uk/>
- 34 The workshops were co-organised by JOAM and Networked Intelligence for Development (NID), an NGO based in Canada, to provide women farmers with exposure and training in the use of ICTs to enhance their organic enterprises. For reports see <http://www.networkedintelligence.com/index.html>
- 35 This chapter is adapted from Kanji (2004). This in its turn draws on collaborative research carried out in Mozambique with the University of Eduardo Mondlane and in India with the Centre for Development Studies in Trivandrum and the Madras Institute for Development Studies. For a longer version of the Mozambique case, see Kanji *et al.* (2004). For a longer version of the Indian case, see Eapen *et al.* (2004).

- 36 PhytoTrade Africa, established in 2001, has members in Botswana, Malawi, Mozambique, Namibia, South Africa, Swaziland, Zambia and Zimbabwe.
- 37 See <http://www.swazisecrets.com/index.asp>
- 38 Emalangi is the currency used in Swaziland; at the time of the fieldwork it was 7:1 against the US dollar.
- 39 Specific company names cannot be cited because of market confidentiality.
- 40 Information supplied by Pure Fiji except where otherwise stated. Further information is available at <http://www.purefiji.com>
- 41 A crore is 10 million rupees or around US\$205,000 (US\$1 = Rs48.78).
- 42 For more information on Ramesh Flowers see <http://www.rameshflowers.com>
- 43 Research for this case study was underwritten by the SEEDS Pamphlet Series. A full-length pamphlet featuring the research will be published as part of a two-part series on Africa in 2009.
- 44 The revision to the PEAP in 2000 included increased emphasis on, and sensitivity to, gender issues.
- 45 For more information, see <http://www.naads.or.ug/>
- 46 The Lord's Resistance Army (LRA) has destabilised the northern part of Uganda since 1989, ostensibly fighting the Government while killing, torturing, raping and abducting civilians, including large numbers of children.
- 47 The data for the years after 2005 is based on Wilson (2008) unless otherwise indicated.
- 48 2005 prices. At the time of writing, US\$2,100 = US\$1.00.
- 49 In 2005, TUNADO had already helped in acquiring a licence to export honey to the EU by promoting a more co-ordinated approach to honey production in the country.
- 50 For more information on ASCENT and Toehold see: <http://www.ascentasia.org> and <http://www.toeholdindia.com>
- 51 About US\$1.00.
- 52 There is generally concern about succession, with doubts expressed in some quarters as to whether the younger generation will continue the trade.
- 53 Based on SEWA estimates in 2006.
- 54 <http://www.sewatfc.org>
- 55 District associations are registered associations that organise women workers in various social and/or economic activities and employ the staff at the common production centres. They operate independently – both financially and administratively – although they maintain very close links with the Central SEWA Office in Ahmedabad.
- 56 Adapted from Yitamben and Tchinda (2009).
- 57 The survey was conducted by local consultants Gisèle Yitamben and Elise Tchinda. The real names of those interviewed have not been used.
- 58 For more information, see <http://www.agoa.gov/>
- 59 For the example of women-headed co-operatives using this technology in Samoa and exporting through Women in Business Development Incorporated (WIBDI), see Cretney and Tafuna'i (2004).

Index

- ACP (African, Caribbean and Pacific)
countries 75–6
- advocacy groups, Kenya 20–3
- Africa
ICT sector 104, 107–9
informal sector 146–7
new export markets 185–93
trade policy impact 2, 3
women's involvement 133
see also Cameroon; Kenya; Lesotho;
Mozambique
- African, Caribbean and Pacific (ACP)
countries 75–6
- African Growth and Opportunity Act
(AGOA)
Cameroon 244, 248
eligibility requirements 66
honey exports 211
Kenya 43, 44–5
Lesotho 65–73
- AfT (aid for trade) 140–1
- AGOA *see* African Growth and
Opportunity Act
- agricultural sector
Ghana 147, 153–63
import competition 145
India 203–6, 234
Jamaica 27–37, 165–71
Kenya 15–25
Lesotho 71
liberalisation 8, 137
poverty reduction 135
St Lucia 75–85
Swaziland 185–93
tourism and 82
trade policy impact 2, 3
Uganda 125, 209–22
see also aquaculture; cashew nut
industry
- aid for trade (AfT) 140–1
- AIDS 18–19, 68–70, 72
- anti-dumping measures 23, 34
- Antigua 96
- apiculture 199, 209–22, 256
- apparel provisions *see* clothing industry
- aquaculture
Bangladesh 117–23, 136
Uganda 125–32
- artisans *see* craftworkers
- ASCENT (Asian Centre for
Entrepreneurial Initiatives) 225–30
- Asia 103, 109, 225–30
see also Bangladesh; China; India
- Asian Centre for Entrepreneurial
Initiatives (ASCENT) 225–30
- asparagus farming 169
- backyard farming 29–31, 33, 35
- bagda* shrimp farming 119–22
- banana industry 75–85
Bangladesh 117–23, 136, 139
- bans
aid for trade 140
fish exports 120, 126–7, 132
- Barbados 104, 110
- basket weaving 198–9
- beauty products 195–200
- Bee Natural Products (BNP) 210, 214–20,
256
- beekeeping 199, 209–22, 256
- beer production 191
- Benin 108, 111
- 'better practice' cases 175–8, 180
- BNP *see* Bee Natural Products
- body care products 195–200
- Body Shop International plc 156, 189,
257–8
- bottom-up approaches 220
- 'brain drain' argument 92–3, 95
- brands
clothing 59
developing 234, 235–7, 240, 258
equity in 158, 159, 162–3
- brewing beer 191
- business networks 169–70, 250
- business objectives, STFC 235–6, 241
- Cadbury's chocolate 159
- call centres 103–5, 107–10
- Cameroon 243–51
- candle-making 199
- capacity building
Kenya 23–4

SPS requirements 127
 STFC 237, 240
 TAC 231
 trade-related 140–1
 capital mobility 106–7
 CARE organisation 70
 Caribbean Basin Initiative (CBI) 76
 Caribbean-Canada Trade Agreement (CARIBCAN) 76
 Caribbean region
 ICT sector 103–4, 109–10
 migration 89–99, 109–10, 138
 see also Jamaica; St Lucia
 CARICOM Single Market and Economy (CSME) 110
 case study approach 4, 8–11
 cash value, sugar 17
 cashew nut industry 147, 173–81, 255–7, 259–60
 casualising of employment 46–7, 57–8
 CBI (Caribbean Basin Initiative) 76
 CBOs *see* community-based organisations
 CCIMA *see* Chamber of Commerce, Industry, Mines and Crafts
 CEEWA-Uganda 108
 certification systems
 cashew nuts 180
 chocolate 158–60, 162–3
 coffee 165–8, 169
 Fairtrade 158–60, 167–8, 171, 257–8
 organic products 165–9, 188–9, 258
 Chamber of Commerce, Industry, Mines and Crafts (CCIMA), Cameroon 248–50
 cherry farming 165–6
 chicken farming 27–37
 child labour 18, 19
 China 42, 45–6, 57, 67
 chocolate trade 153–63, 257–8
 clothing industry
 Cameroon 243–51
 India 55–62, 241
 Kenya 41–52
 Lesotho 65–73
 structure/growth 42–5
 CMT (cut-make-trim prices) 45
 co-operatives, beekeeping 209, 210
 cocoa farming 147, 153–63, 257–8
 coconut oil products 197–8
 coffee exports 147, 165–71, 257–8
 cold pressed oils 197–8, 259
 COMESA *see* Common Market for Eastern and Southern Africa
 commercial companies 210, 219, 243–51
 see also private sector organisations
 Common Market for Eastern and Southern Africa (COMESA) 15–17, 22
 communications *see* information and communications technology
 community-based initiatives
 benefits of 254
 fish sector 129–30
 marula products 190–1
 organising systems 257
 Pure Fiji 199
 community-based organisations (CBOs) 209, 219–21
 community growers' groups 166
 company lessons 179–80
 competition
 cocoa trade 154, 161–2
 globalisation 145–6
 multinational companies 2
 poultry industry 27, 31, 32–3
 preference gain/loss 9
 STFC 237
 sustainability and 259
 textiles sector 42–6, 51, 57, 68
 computer literacy 108, 111
 conflicts, Uganda 215
 conservation incentives 190, 192
 consignment sales 231
 construction industry 3
 consumer effects, liberalisation 16, 31
 consumer markets *see* domestic markets; international markets
 contract farmers
 beekeeping 214, 216
 poultry industry 27–8, 31
 sugar sector 18
 contract workers, clothing 46–8, 50, 58–9
 corporate responsibility 173–81
 costs
 migration 91–5
 organic farming 166–7, 170
 cottage units 57

- craftworkers 60, 225–31, 233–41, 255, 257–8
- credit systems 18, 19, 60, 83
- cross-border services trade 10
- CSME (CARICOM Single Market and Economy) 110
- cultural impacts
 - beekeeping practices 212
 - trade policies 58–9, 68–9
- cut-make-trim (CMT) prices 45

- data entry 2–3, 103–4
 - see also* ICT-enabled trade
- demand patterns
 - organic coffee 167–8
 - textiles industry 59, 60
- denim jeans 67
- derogation of rule of origin 45
- developing countries 101–13
 - see also* individual countries
- development costs, migration 91–5
- dilo* nut extract 198
- direct economic benefits 253–4
- diversification 23, 130, 200, 213–14
- dividends 159, 253
- Divine Chocolate Ltd 153–4, 156–63
- division of labour 7, 19
- domestic markets, shoes 231
- Douala, Cameroon 243–51
- downsizing industries 46–7
- dowry payments 58
- dried flower trade 203–6, 254–6, 258, 260

- EC (European Community) 75
- economic factors/impacts
 - Bee Natural Products 216
 - benefits of initiatives 253–4
 - gender relations and 7–8
 - ICT-enabled trade 107
 - India 55
 - Jamaica 28–31
 - Kenya 15, 23–4
 - marula products 189–90
 - migration 91–5
 - recession effects 260
 - St Lucia 76–8, 81–2
 - sustainability 259
 - TAC 227–8
 - trade policies 57–8, 67–8
 - women's involvement 133
- economic policies
 - Caribbean region 90–1
 - globalisation 145–6
 - Jamaica 30–1
 - Lesotho 65–6
 - success factors 255
 - see also* trade policies
- education
 - access to 134–5
 - cocoa industry 162
 - ICT sector 104, 108, 111
 - Kenya 18, 21, 23–4
 - migration impacts 93, 138
 - Pure Fiji 196, 199
 - Ramesh Flowers 205
 - STFC 239
 - Ugandan beekeeping 215
- embroidered products 233–41
- emergency safeguards, Kenya 23
- employment levels
 - cashew industry 173–4, 178
 - fish sector 126
 - ICT-enabled trade 103
 - Lesotho 66–7, 69
 - STFC 234–5
 - textiles industry 41, 43, 46, 56, 67
 - see also* unemployment rates
- empowerment
 - chocolate industry 163
 - promoting 134, 140–1
 - social empowerment 8, 11, 133
 - STFC 239
 - success factors 256
 - Swazi Indigenous Products 192
 - trade agreements 7–8
- enterprise-level benefits 253–4
- entrepreneurial organisations
 - ASCENT 225–30
 - benefits of 254
 - cashew industry 178, 179–80
 - ICT role 243–51
 - see also* private sector organisations
- environmental factors
 - fish trade 121
 - Lesotho 69, 71

- organic coffee 170
- Pure Fiji 195–6, 199–200
- Ramesh Flowers 203–4, 206
- sustainability 260
- environmentally-friendly trade 135–6
- EPZs *see* export processing zones
- equipment costs, coffee trade 170
- EU *see* European Union
- European Community (EC) 75
- European Union (EU)
 - banana trade 76
 - export bans 120, 126–7, 132
 - food safety 118
 - Ugandan beekeeping 217–18
- export houses 177–8
- export markets
 - cashew nuts 173–81
 - cocoa trade 153–63
 - coffee 165–71
 - dried flower trade 203–6
 - fish trade 117–21, 126–7, 132
 - honey/bee products 209–22
 - ICT-enabled trade 105
 - Indian textiles sector 56–8
 - Kenya 41–4, 47–8
 - Lesotho 65, 70
 - manufacturing sector 223–60
 - marula tree products 185–93
 - new markets 183–222
 - Pure Fiji products 195–200
 - St Lucia 77–9
 - STFC 233–41
 - trade policy impacts 1–3
 - Uganda 125–6, 131–2
 - women and 3–4, 143–260
 - see also* market access
- export processing zones (EPZs) 41–4, 47–8
- factories *see* processing plants
- Fairtrade products 156, 158–60, 167–8, 171, 257–8, 260
- family welfare 189–91, 215
- ‘farm to fork’ ethos 118, 120–1
- farm-level interventions 169
- farmer-ownership issues 162
- farming *see* agricultural sector
- fashion design 247
- FCEM (Les Femmes Chefs D’Entreprises Mondiales) 250
- FDA (Food and Drug Administration) 167
- Fiji Islands 195–200, 254, 256–60
- fish trade
 - Bangladesh 117–23, 136
 - Uganda 125–32
- flexibilisation of workforce 46
- flower trade 203–6, 254–6, 258, 260
- Food and Drug Administration (FDA) 167
- food safety 117–18, 120
- food security 21, 24, 72
- footwear 148, 225–31, 260
- foreign direct investment 66
- Free Movement of Persons Act, CARICOM 110
- fry catchers, fish trade 118–20
- full employment ethos, STFC 234–5
- garment industry *see* textiles industry
- GATS *see* General Agreement on Trade in Services
- GATT *see* General Agreement on Tariffs and Trade
- gender-sensitive trade policies 135, 211
- General Agreement on Tariffs and Trade (GATT) 23, 55
- General Agreement on Trade in Services (GATS) 10, 89–99, 101
- Ghana
 - cocoa trade 147, 153–63, 257–8
 - ICT sector 108
 - success factors 255
- globalisation
 - competition 145–6
 - ICT role 243–51
 - natural product markets 185–93
 - organising systems 257
 - see also* international markets
- GNAEP *see* Greater Noakhali Aquaculture Extension Project
- golda* prawn farming 119–22
- Gone Rural organisation 186
- government lessons
 - cashew industry 179
 - ICT sector 111
 - Swaziland 192–3
 - textiles industry 61–2, 71

- Ugandan beekeeping 219
- see also* national measures
- government revenues, ICT sector 106–7
- Greater Noakhali Aquaculture Extension Project (GNAEP) 122
- Grenada 96
- Grenadines and St Vincent 96
- Gujarat, India 233–41

- HACCP *see* Hazard Analysis Critical Control Point systems
- hand-made paper 198
- handcrafted products 60, 225–31, 233–41
- handloom sector, India 60
- Hansiba brand, STFC 234–7, 240
- Hazard Analysis Critical Control Point (HACCP) systems 118, 120–1
- health/health sector
 - access to services 134–5
 - cashew industry 174
 - HIV/AIDS 18–19, 68–70, 72
 - migration impacts 93–4, 96, 138
 - textiles industry 68–9, 72
- health and safety regulations 11
 - see also* safety regulations
- hedging ability of companies 155
- HIV/AIDS 18–19, 68–70, 72
- honey production 209–22
 - see also* apiculture
- hotel industry 188
- household impacts
 - Caribbean migration 93–4
 - marula products 189–90, 192
 - St Lucia banana trade 82

- ICT *see* information and communications technology
- ICT-enabled trade 103–5, 107–10
- ICT-facilitated trade 103–5, 109–10
- ICT trade 103, 105–6, 110
- IFAD *see* International Fund for Agricultural Development
- IFC *see* International Finance Corporation
- IITC (Inter-Institutional Trade Committee) 131–2
- IMF (International Monetary Fund) 30, 33
- import liberalisation 9, 13–37, 137
 - cashew industry 173
 - clothing industry 42–3, 56
 - globalisation 145
 - India 55
- incentive schemes 69–70, 190, 192
- income levels
 - beekeeping 212–13
 - marula products 189–90, 192
 - STFC 234–5, 239
 - sugar sector 19–20
 - TAC 228
 - see* wage rates
- India
 - cashew industry 147, 173–81
 - dried flowers 203–6, 254–6, 258, 260
 - ICT sector 103–4, 109
 - MFA phase-out 55–62
 - policy/regulation success 255
 - shoe exports 148, 225–31, 260
 - STFC 233–41, 257, 259
 - textiles 42, 45, 55–62, 241
 - trade policy impact 3
 - indigenous products, Swaziland 185–93
 - see also* local products/skills
 - indirect economic benefits 253–4
 - informal sector 104, 146–7, 233–41
 - information access 245–6, 250
 - information and communications technology (ICT) 10–11
 - developing countries 101–13
 - global markets 243–51
 - liberalisation effects 138–9
 - marketing strategies 258
 - TAC 229
 - informational asymmetry 128–9, 131
 - innovation 229
 - institutions, fish sector 129–31
 - intangible assets 159
 - integrated policies 82
 - intellectual property 8, 162
 - Inter-Institutional Trade Committee (IITC) 131–2
 - international agencies 62, 72, 146–7, 192–3
 - International Finance Corporation (IFC) 237, 240
 - International Fund for Agricultural Development (IFAD) 80–1

- international markets
 - chocolate 155–63
 - shoes 227, 229, 231
 - STFC strategy 237
 - see also* export markets; globalisation
- international measures
 - ICT sector 106–7, 109–10
 - India 61, 62
 - Jamaica 34–5
 - Lesotho 70, 72
 - sugar trade 23
- International Monetary Fund (IMF) 30, 33
- internet use 228, 244–50, 258
- investing in women 134
- ITA (Ministerial Declaration on Trade in Information Technology Products) 101–2
- jaggery sugar 17
- Jamaica
 - coffee exports 147, 165–71, 258
 - ICT sector 104, 110
 - nurse migration 94–5, 96
 - poultry industry 27–37
- Jamaica Blue Mountain Coffee 165, 167–8
- Jamaica Livestock Association (JLA) 34
- Jamaica Organic Agriculture Movement (JOAM) 169–70
- jeans production 67
- JLA (Jamaica Livestock Association) 34
- JOAM (Jamaica Organic Agriculture Movement) 169–70
- jobs *see* employment levels
- Katosi Women’s Fishing and Development Association 130
- Kenya
 - empowerment of women 134
 - MFA phase-out 41–52
 - sugar trade 15–25, 137
- Kerala, India 173–4
- Kitgum Women Beekeepers Association (KWBA) 210, 214–15, 219–20, 256
- kolhapuri* footwear 225–6, 228, 231
- Kuapa Kokoo 153–63, 257
- KWBA *see* Kitgum Women Beekeepers Association
- labour availability, India 206
- labour mobility *see* migration
- labour relations *see* unionisation
- leather products 225–31
- legislation
 - clothing industry 59, 68
 - ICT sector 106
 - see also* individual laws
- Les Femmes Chefs D’Entreprises Mondiales (FCEM) 250
- Lesotho 65–73
- liberalisation of trade 1, 3, 8–9, 13–37
 - cashew industry 173
 - clothing industry 42–3, 55–6
 - Ghana cocoa trade 153
 - globalisation 145
 - India 55
 - Jamaican poultry industry 27–37
 - Kenyan sugar trade 15–25
 - negative impacts 133
 - services 8, 10, 87–113, 138–9
 - specific interventions 136–7
 - Uganda 125
- literacy levels, Uganda 215
- livestock products 27–37, 80
- loan access 171, 215, 216, 229
- local organisations
 - Kenya 20–2
 - Lesotho 69–71
 - Swaziland 192
 - textiles industry 61, 69–71
- local products/skills, Fiji 197–9
 - see also* indigenous products
- Lomé Convention 75, 76
- Malaysia 103, 104
- Managed Migration Programme, Caribbean 95–7
- management teams, STFC 241
- manufacturing sector 1–2, 146, 148, 223–60
 - see also* textiles industry
- marine degradation 136
- market access
 - aid for trade 140
 - chocolate industry 162
 - marula products 189
 - specific interventions 136–7

- STFC 240
- Uganda 125–6, 128–9, 131
 - see also* export markets
- marketing strategies 257–8
 - body care products 197
 - cocoa industry 162
 - coffee exports 170
 - STFC 234–5, 240
 - TAC 227, 229
- Mars chocolate 159
- marula products 185–93, 258–60
- Maseru, Lesotho 69
- member-owned enterprises 254
 - see also* co-operatives
- men
 - aquaculture sector 119, 128–31
 - beekeeping practices 212, 215
 - Caribbean migration 90
 - cashew industry 174–7, 179–80
 - clothing industry 46–8, 57
 - ICT sector 102–4, 109, 110–11
 - impact of trade 1, 7, 8
 - Jamaica 28, 35
 - Kenya 19
 - TAC 227, 229
- Mexico 76
- MFA *see* Multifibre Arrangement
- migration 89–99, 109–10, 138, 239
- minimum wages, cashew industry 179
- Ministerial Declaration on Trade in Information Technology Products (ITA) 101–2
- Miranda Caju factory, Mozambique 175–7, 256, 260
- movement of labour *see* migration
- Mozambique 147, 173–81, 255–7, 259–60
- MTS *see* Multilateral Trading System
- mulberry tree products 198
- Multifibre Arrangement (MFA)
 - Indian phase-out 55–62
 - Kenyan phase-out 41–52
 - Lesotho's phase-out 65–6
- Multilateral Trading System (MTS) 125, 131–2
- multimedia facilities 248–50
- multinational companies 2
- NAADS *see* National Agricultural Advisory Services
- NAFTA (North American Free Trade Agreement) 76
- NAMA (Non-Agricultural Market Access) 137
- Namige factory, Mozambique 174–9
- National Agricultural Advisory Services (NAADS), Uganda 211, 214, 217, 221
- national measures
 - benefits of 253
 - cashew industry 179, 180
 - coffee exports 169
 - ICT sector 106, 107–9, 111
 - India 59–62
 - Jamaica 33–4
 - Kenya 22, 24
 - Lesotho 69–70, 71
- 'natural persons', definition 90
- natural product markets
 - bee products 209–22
 - marula tree products 185–93
 - Pure Fiji 195–200
 - sustainability 260
- natural resources management 136
- negotiation mandates 136–7
- networks for business 169–70, 250
- Nevis and St Kitts 96
- new export markets 183–222
 - dried flower trade 203–6
 - honey/bee products 209–22
 - marula tree products 185–93
 - Pure Fiji products 195–200
- NGOs *see* non-governmental organisations
- niche products 147–8, 155–6
- Non-Agricultural Market Access (NAMA) 137
- non-economic benefits 253–4
- non-governmental organisations (NGOs) 146–7
 - Bangladesh 122
 - beekeeping 211, 214
 - cashew industry 175–7, 179
 - ICT education 108
 - Kenya 20–2
 - kolhapuri* artisans 225–6
 - Lesotho 70

- non-tariff trade barriers 11, 115–41
 - Bangladesh aquaculture 117–23
 - ICT sector 102
 - lessons learned 139
 - Uganda fish industry 125–32
- non-timber forest products (NTFPs) 195, 210–11, 260
- North America *see* United States
- North American Free Trade Agreement (NAFTA) 76
- NTFPs *see* non-timber forest products
- nurse migrations 92–6
- nut products 185–93, 197–8
 - see also* cashew nut industry
- OECD (Organisation for Economic Co-operation and Development)
 - countries 104
- oil products 197–8, 258, 259
- older workers 59
- operational restructuring, STFC 240–1
- organic products 156, 165–71, 188–91, 258, 260
- Organisation for Economic Co-operation and Development (OECD) countries 104
- organised sector, India 59–60
- organising structures 213–14, 255–7
- own account workers 3–4
- packaging plants 205
- Panruti, Tamil Nadu, India 177–8
- paper-making 198
- partnerships 161, 176, 189, 192, 217
- Philippines 20
- phytosanitary measures *see* sanitary and phytosanitary measures
- PhytoTrade Africa 185–7, 189, 192, 258–9
- piecework 174
- policy changes
 - Caribbean region 90–1
 - export marketing 162
 - globalisation 145–6
 - ICT sector 101–2, 105–10
 - Jamaica 30–1, 33–5
 - Kenya 20–3
 - Lesotho 65–6, 69–70
 - lessons learned 133–4
 - St Lucia 78–82
- STFC 240
 - success factors 254–5
- textiles industry 57–61, 65–9
- Uganda fish sector 128–30
 - see also* economic policies; trade policies
- poultry industry 27–37
- poverty levels
 - Bangladesh 118–20
 - India 55
 - Jamaica 28
 - Kenya 46–7, 50–1
 - kolhapuri artisans 226
 - Lesotho 65, 70
- poverty reduction strategies 120–2, 135, 211, 218–20
- prawn farming 118–22
- preference gain/loss 9–10, 39–85, 137–8
 - Indian MFA phase-out 55–62
 - Kenyan MFA phase-out 41–52
 - Lesotho clothing sector 65–73
 - St Lucia banana industry 75–85
- pricing structures
 - clothing industry 45, 57–8
 - dried flowers 204
 - honey production 217
 - ICT trade 105–6
 - marula products 191, 192
 - shoe exports 227
- primary products 147, 151–81, 185–93
- private sector organisations 20–2, 60–1, 146–7, 210, 217, 219
 - see also* entrepreneurial organisations
- processing clusters 177–8
- processing plants 146
 - cashew industry 173–8
 - dried flowers 205
 - fish trade 119, 126
 - honey production 210
- producers
 - liberalisation and 16–17, 30–1
 - support/development funds 160
- product chains, textiles 60, 62
- product segmentation 155
- production centres 237
- production systems
 - clothing industry 45, 47
 - scale of 120, 121, 218

- STFC 237
 - success factors 255–7
- productivity enhancements, SIP 187–8
- protective clothing 217, 218
- provident funds 58, 60
- public-private partnerships 217
- Pure Fiji 195–200, 254, 256, 259–60
- pyramidal industry structure 42

- quality control
 - honey production 220
 - organic coffee 165, 168
 - TAC 228, 229–30
- quota systems
 - clothing industry 244
 - cocoa industry 162
 - MFA 41, 45, 55–6
 - sugar imports 22

- Ramesh Flowers 203–6, 254–6, 258, 260
- recessions, economic 260
- recruitment of skilled workers 91, 93–5
- reforms 55, 135
 - see also* policy changes
- regional measures
 - coffee exports 170
 - ICT sector 109, 110
 - Kenya 22–3
- regulations
 - fish trade 117–18, 120
 - ICT sector 106
 - success factors 254–5
 - see also* safety regulations
- reliability 259–60
- remittances 92
- replicability 259
- reputation of countries 162
- retail outlets, STFC 237
- retrenched workers 48–9
- revenue losses, ICT sector 106–7
- revenue streams, Kuapa Kokoo 159–60
- Rowan's Royale Organic Farm 165–6, 169
- rural communities
 - benefits of initiatives 254
 - craftworkers 233–41
 - Uganda 209–22
 - see also* community
- Rural Enterprise Project, St Lucia 80–1, 83
- rural–urban imbalance, Lesotho 71

- safeguard provisions
 - agricultural imports 137
 - poultry imports 31, 33–4
 - sugar imports 22, 23
- safety regulations 11, 117–18, 120
 - see also* sanitary and phytosanitary measures
- St Kitts and Nevis 96
- St Lucia 75–85, 134
- St Vincent and the Grenadines 96
- sales strategies 193, 231, 240
- sales turnover
 - Divine Chocolate Ltd 157–8
 - STFC 238–9
- sandal production 225–31
- sanitary and phytosanitary (SPS)
 - measures 32, 117–23, 125–32, 139–40
- 'satellite' units 176–7
- scholarships 199
- schooling *see* education
- seasonality of work 46, 50
- Self Employed Women's Association (SEWA) 60, 233–41, 257, 259
- self-employed workers 3–4
- self-help groups 227, 231
- sericulture sector 60
- service sector
 - Kenya 24
 - Lesotho 66
 - liberalisation 8, 10, 87–113, 138–9
 - trade policy impact 2
- SEWA *see* Self Employed Women's Association
- SEWA Trade Facilitation Centre (STFC) 233–41, 257, 259
- SFA (Special Framework of Assistance) 79–80
- shoe exports 148, 225–31, 260
- shrimp farming 118–22, 136
- SIP *see* Swazi Indigenous Products
- skilled worker migration 89–99, 109–10, 138
- small and medium-sized enterprises (SMEs) 244
- small-scale coffee farming 165–71

- SMEs (small and medium-sized enterprises) 244
- SNV organisation 175–6
- social empowerment 8, 11, 133
- social impacts
- Bee Natural Products 216
 - beekeeping practices 212
 - CBOs 220
 - cocoa sector benefits 154, 160
 - ICT-enabled trade 107
 - internet 245
 - migration 92
 - Ramesh Flowers 203–4, 206
 - St Lucia 81–2
 - shoe exports 227
 - STFC 235–7, 241
 - trade policies 58–9, 68–70, 71–2, 135
- social protection strategies 138
- Social Recovery Programme, St Lucia 79–80
- social structure, Kenya 16, 18, 24
- socially-owned businesses 210, 219
- software development 104, 107, 111
- South Africa 65, 67
- southern Africa *see* Lesotho; Swaziland
- spas, Pure Fiji 196–7
- Special Framework of Assistance (SFA) 79–80
- SPS *see* sanitary and phytosanitary measures
- standards, coffee trade 169–70
- STFC *see* SEWA Trade Facilitation Centre
- sub-Saharan Africa *see* individual countries
- subsidised imports 31, 32–3
- subsistence farmers 19
- SUCAM (Sugar Campaign for Change) 21
- success factors 254–8
- Sugar Campaign for Change (SUCAM) 21
- sugar trade 15–25, 137
- supply chains, cocoa 161, 162
- sustainability 136, 161, 196, 199–200, 259–60
- sustained product chains 60
- Suva, Fiji Islands 196–7
- Swazi Indigenous Products (SIP) 186–93, 257–60
- Swaziland 185–93, 255, 257–60
- TAC *see* Toehold Artisans Collaborative Tailors and Textiles Workers Union (TTWU) 50
- Tamil Nadu, India 177–8
- tangible assets 159
- targeted recruitment strategies 91, 97
- tariff reductions 117
- ICT sector 102
 - Jamaica 30
 - sugar trade 15–25, 137
 - Uganda 125
- tax
- exemptions 34
 - lost revenues 106–7
- TBT (technical barriers to trade) 139–40
- teacher migration 92–5, 97
- technical assistance schemes 128–9, 132, 240
- technical barriers to trade (TBT) 139–40
- TechnoServe 175–7
- telecommunications sectors 101–2, 109
- textiles industry
- Cameroon 243–51
 - India 55–62, 241
 - Kenya 41–52
 - Lesotho 65–73
- ‘third country’ fabric 66
- time poverty 145, 212
- timeliness of supply
- honey 220
 - shoes 230
- Toehold Artisans Collaborative (TAC) 225–31, 255, 257–8
- top-down approaches 220
- tourism 82
- traceability of products 118, 120, 155
- trade agreements 7–8, 44–5, 76, 90–1, 101–2
- trade policies 1–3, 7–8, 133–4, 145
- banana industry 76, 78–9
 - Caribbean region 90–1
 - fish sector 128–9
 - gender sensitivity 135, 211
 - ICT sector 101–2, 105–7
 - India 57–9
 - Jamaica 30–1, 33
 - Kenya 15–16, 44–5
 - negotiation mandates 136–7

- poultry industry 31–3
- success factors 254–5
- textiles industry 57–9, 65–9
- Trade-Related Aspects of Intellectual Property Rights (TRIPS) 8
- trade-related capacity building (TRCB) 140–1
- trade unions *see* unionisation
- trader-dependent markets 225
- Trader Joe's 168
- traditional enterprises 3
- traditional primary products 147, 151–81
- training schemes
 - Bee Natural Products 217–18
 - internet 245–6
 - Pure Fiji 198
 - Ramesh Flowers 205–6
 - SPS requirements 127
 - STFC 237, 240
 - textiles industry 62, 69
- transition economies 77
- transport costs, coffee 170
- TRCB (trade-related capacity building) 140–1
- TRIPS (Trade-Related Aspects of Intellectual Property Rights) 8
- TTWU (Tailors and Textiles Workers Union) 50
- TUNADO (Uganda National Apiculture Development Organization) 211, 221
- Uganda 139
 - fish industry 125–32
 - honey production 209–22
 - ICT sector 108, 109
 - success factors 255–6
 - sustainability issues 259
- Uganda National Apiculture Development Organization (TUNADO) 211, 221
- unemployment rates 28, 97
 - see also* employment levels
- unionisation
 - cashew industry 179
 - clothing industry 43, 49–50, 68, 70–1
 - ICT sector 107
- United States (US)
 - Cameroon exports 244, 248
 - FDA 167
 - Lesotho trade 66, 68
 - nurse migration 94–5
 - poultry exports 32
 - Pure Fiji products 197
 - university graduates 110
 - US *see* United States
- value-adding activities, EPZ 44
- value chains
 - bee products 213
 - cocoa industry 160–1
 - fish trade 119–20
 - marula products 188–9, 193
 - production systems 257
- australaya* production centres 237
- Vietnam 103, 104, 173
- visibility of enterprises 246–8
- volatility, economic 77
- volume business, cocoa 154
- wage rates
 - cashew industry 173–6, 179
 - clothing sector 46–7, 57–8, 68
 - ICT sector 105
 - Ramesh Flowers 205
 - TAC 228
 - see also* income levels
- water challenges 69, 71
- web catalogues 228
- West Africa 109
 - see also* Benin; Ghana
- women
 - aquaculture 118–20, 128–30
 - banana industry 78–81
 - beekeeping practices 210–14
 - benefits of initiatives 253–4
 - Caribbean migration 89–90, 93–5, 97
 - cashew industry 174–80
 - clothing industry 46–9, 51, 57–61, 67–70
 - cocoa trade 153–4, 162
 - economic involvement 133
 - empowerment promotion 134, 140–1
 - export markets and 3–4, 143–260
 - Fiji 195–200
 - honey production 209–22
 - ICT sector 101–13, 243–51

- impact of trade 1–3, 5–141
- investing in 134
- Jamaica 28, 35–6
- Kenya 19–20
- poultry industry 28–9, 33–5
- Ramesh Flowers 205–6
- success factors 256
- Swaziland 185–92
- TAC 225–31
- Uganda 211–13
- workers' organisations *see* unionisation
- working conditions
 - cashew industry 173–6, 179–80
 - ICT-enabled trade 104
 - Lesotho clothing sector 68
 - MFA phase-out 45–50, 57–9
 - Ramesh Flowers 205
- working hours
 - cashew industry 174–5
 - clothing industry 49
- World Bank 30
- World Trade Organization (WTO)
 - GATS 90
 - import agreements 137
 - Jamaica 32, 35
 - Kenya 16–17, 23
 - Lomé Convention 76
 - textiles industry 56

Through twenty regional and country case studies, *Trading Stories* pulls together the key links between trade, gender and economic development. Ten case studies focus on the gender impacts of trade policies, detailing differential consequences on men and women; and ten focus on linking women with global markets – including FairTrade, organic, niche and mainstream markets – through a range of best practices involving government, NGOs, people's organisations and associations, private sector and international agencies.

The book draws on three recent Commonwealth Secretariat publications on gender and trade: *Gender Mainstreaming in the Multilateral Trading System*; *Chains of Fortune: Linking Women Producers and Workers with Global Markets*; and *Gender and Trade Action Guide* and is a useful addition to the growing body of evidence that will help governments to effectively mainstream gender in their trade policy.



Commonwealth Secretariat

ISBN 978-0-85092-873-0



9 780850 928730 >