



Ministry of Agriculture, Irrigation and Livestock Horticulture and Livestock Project GRAPE VALUE CHAIN PROJECT (GVCP)

MONTHLY PROGRESS REPORT AUGUST 2009

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Executive Summary

The project continues to make good progress toward achieving its objectives. Support from the target area farmers and merchants is strong. Project staff have easy access to project participants and are developing good working relationships with them. The focus of project activities this month continued to be on pre-harvest preparations: purchasing materials for grape harvest and packaging, providing training on harvest and packaging techniques, and setting up a market price reporting system. Discovery of a newly-available paper carton from Pakistan prompted discussions with participating merchants and modifications to the export trials envisioned by the Action Plan. We had initially planned to use a wooden box, based on the international standard box of some years ago, as the best, locally available option for shipping

first quality grapes to up-scale markets in Pakistan. Due to merchant demand, the planned wooden box will be replaced by the new paper carton. Also, due to requests from the participating merchants, we have added the option of using the current standard Pakistani wooden box, if the merchants agree to up-grade this pack. Collaboration with other components of the HLP has begun; but, at a slower pace than expected. The grape harvest in the lower altitude areas of Shamali Plain (near Bagram Air Base) began in August. Harvest in the GVCP target area around the Mirbachakot focus center will begin in late September.

Activities and Progress

1. Six contracts were signed with Kabul grape exporters to participate in the Action Plan to export high-quality Kishmishi grapes treated with Gibberellic Acid (Gib) to Pakistani markets beyond the Peshawar market. See a sample contract in Attachment 1.

Contracts were signed with the following merchants				
No.	Name	Company Name	Address	Contact Number
1	Haji Sheer Ahmad	Khalid Shikeeb	Kabul Fruit Market	+93(0)799325839
2	Haji Faroq	Idrees Mujeeb	Kabul Fruit Market	+93(0)700275558
3	M. Hakeem	M. Alim Bakhshinda	Kabul Fruit Market	+93(0)799333370
4	Nijabat	Nijabat Haidari	Kabul Fruit Market	+93(0)799325573
5	Mayen	Mateen Nezam Bag	Kabul Fruit Market	+93(0)700274696
6	Sayed Mir	Qasim Sayed Mir	Kabul Fruit Market	+93(0)787053346

2. Decision was taken with merchants to use a new (38x32x12cm) paper carton from Pakistan for testing the No. 1 quality package. 20,000 of the cartons were ordered. See photo in Attachment 4.
 - a. Merchants have agreed to pack 7kgs of grapes into the paper carton.
 - b. The grapes will meet the GVCP standard for No.1 grade grapes.
 - c. Merchants adhering to GVCP packaging standards will be provided with a 15Afs or 50% subsidy of the cost of the carton.
 - d. The cost to the GVCP of this subsidy will be approximately 300,000Afs or \$6,000.
3. Decision was taken with merchants to test the use of the traditional (40x40x15cm) wooden box used for marketing to Pakistan. The traditional package is to be modified as follows:
 - a. To improve quality, the number of kilograms packed into the box will be reduced from 14kgs to 13kgs.
 - b. The grapes packed into the box will meet the GVCP standards for No. 2 grade grapes.
 - c. The boxes will be labeled with the merchant's company name and other information normally carried by modern fruit packages. See the example company labels in Attachment 2.
 - d. Merchants adhering to packaging standards will be provided with a 20Af or 50% subsidy of the value of the box.
 - e. The number of these boxes that are allocated for this trial is 18,000. The cost to the GVCP for this subsidy will be approximately 360,000Afs or \$7,200.
4. Grape quality standards were established for Pakistan markets. See quality standards in the table below.

Grape Standards for Pakistan Market								
Type/Size	Shundulkhani		Shundulkhani		Kishmishi		Kishmishi	
	Grade No. 1		Grade No. 2		Grade No. 1		Grade No. 2	
	From	Up to	From	Up to	From	Up to	From	Up to
Berry Size	2.4cm	1.8cm	1.8cm	1.4cm	1.4cm	1.1cm	1.1cm	0.9cm
Bunch Length	30cm	25cm	18cm	16cm	24cm	20cm	18cm	16cm
Bunch weight	1.2kg	0.4kg	0.5kg	.03kg	1 .kg	0.4kg	0.5kg	0.250kg
Sugar	26%	24%	26%	22%	26%	24%	26%	22%
Color	Yellow	Yellow	Yellow	Yellowish-green	Yellow	Yellow	Yellow	Yellowish- green
Packing size	7kg	10	7	13	7kg	10	13	13
Damage per kg	2%	4%	4%	7%	3%	5%	5%	10%

5. Stakeholders and local merchants were trained on post harvest management. See Attachment 3 for the list of the participants. The training held in the MBK market center on 30 Aug, 2009. The training began at 9:00am Kabul time and 26 farmers and traders participated. The purpose of the training was to educate the local focus cluster farmers, traders and exporters on:
 - a. Harvesting, handling and packing of fresh grape.
 - b. The use of the market prices posted on the billboard installed in front of the market center. The billboard now displays daily market prices of grape in Pakistan and Kabul markets and at a reference market near the market center.
 - c. The GVCP quality standards for the Pakistan market.

After the training Mr. Abdul Khalil who was a trader and now he is just a farmer said that there was a good market in Russia for Afghan grape before war. But due to poor cleaning and sorting of the Shamali grape, the Russians stopped importing Afghan grapes. So, from that time up to now the Afghans are exporting their grape to Pakistan and the Pakistanis know that Afghans do not have another market for their grape. Therefore, they are purchasing the Afghan grape in a low price. He also said that this is the time for Afghans to grow up and put more attention on post harvest process.

At the end of the training each participants are received two harvest shearsfor the proper harvest of their grape.

6. Signboard installed at Mirbachakot Market Center to announce grape prices on important markets and price reporting process initiated. See photo in Attachment 4.
7. Survey of production costs for three varieties of grape completed. The table below displays the data. These are “re-call” data collected from grape producers during August 2009.

Production Costs and Returns per Jerib for Grape Near Mirbachakot Focus Center				
Costs per Jerib	Taiffee	Gib ShundulKhani	Gib Kishmishi	Kishmishi
Shoveling (annual tillage)	\$60.00	\$60.00	\$60.00	\$60.00
Pruning	\$24.00	\$18.00	\$18.00	\$18.00
Spraying	\$22.00	\$24.00	\$18.00	\$12.00
Applying Gib	\$0.00	\$14.00	\$12.00	\$0.00
Irrigation Cost	\$235.00	\$220.00	\$150.00	\$98.00
Fertilizer	\$60.00	\$60.00	\$54.00	\$48.00
Sulfur	\$28.00	\$34.00	\$28.00	\$14.00
Harvest	\$36.00	\$42.00	\$36.00	\$24.00
Sold Per Kg	\$0.65	\$0.71	\$0.46	\$0.32
Price Per Jrib	\$1,950.00	\$2,343.00	\$1,242.00	\$672.00
Total expenses	\$465.65	\$472.71	\$376.46	\$274.32
Total profit	\$1,484.35	\$1,870.29	\$865.54	\$397.68

8. Fruit prices list submitted to Supreme Support Services (Supreme) in an effort to establish link to international military markets in Afghanistan. We were instructed by officials at Bagram Air Base that we would have to establish relations with Supreme in order to sell food products to Bagram Air Base and to other military organizations in Afghanistan. Supreme informed us that the path to establishing a commercial relationship allowing sales to the international military buyers was to first begin selling to Supreme for resale to non-military, international organizations. Supreme requested that we supply a sample of fruits and vegetables along with a table of available fruits and vegetables by season, volumes and prices. We assisted the Khaild Shikeeb Co. Ltd. of Kabul to provide samples and price lists. Supreme then invited us (actually, our participating merchant) to bid on supplying a broad range of dry goods, fruits and vegetables on a regular basis. While this was not consistent with our plan to assist Afghan merchants supply domestically-produced fruits and vegetables, we were given no choice to bid only on the fruits and vegetables. We reasoned that once a participating merchant was selected to supply products to Supreme, that selected merchant would be able to source product from local merchants participating in the GVCP. The bidding documents were submitted to Supreme before Sept 1.
9. GVCP staff have contacted the HLP Farmer Organization Development (FOD) unit on August 24 and informed them of GVCP plans and specific training activities and invited the FOD staff to participate. FOD indicated that training would begin after FOD training manuals were completed.
10. Roots of Peace (ROP) have been unable to find a replacement for Matt Tokar, the GVCP Pilot Manager, Team Leader and Pack House Manager who resigned due to medical problems. ROP recruited a satisfactory replacement and had achieved HLP approvals prior to obtaining final approvals from the Ministry of Agriculture, Irrigation and Livestock and the World Bank when the candidate withdrew his candidacy. It was apparent that the international news surrounding the Afghan Presidential election was a negative factor in the candidate's decision to withdraw. The ROP Country Director, who

has several years experience in agricultural marketing project management in Afghanistan, has assumed leadership of the GVCP while attempting to recruit a replacement for Matt Tokar. The ROP Pilot Coordinator, who has several years of experience working with both fresh and dried fruit merchants on various agricultural development projects and experience is assisting Afghan merchants export fresh grapes, is filling the role of Pilot Manager and Pack House Manager.

Lessons Learnt and Best Practices

Our GVCP is attempting to have merchants abandon their decades-old marketing system in favor of a new one that will allow the prices of the final markets (rather than the initial commission market at Peshawar) to directly influence the actions of the farmers and merchants. We are attempting to do this by convincing the merchants to try two new types of packaging. One is a totally new paper carton that has recently become available in the Pakistani market. The merchants have agreed to pack only 7kgs of top-quality grapes in these new cartons. The second packaging uses the wooden box traditionally used for the Pakistani market; but, with the brand or commercial labels of the merchants added and with the merchants agreeing to pack only 13kg of top quality grapes rather than the 14kg of mixed quality grapes that the boxes have traditionally carried. The merchants have agreed to try this new system, knowing that it will take time away from their traditional packaging and marketing system, which has served them adequately all these years.

The lesson that we are re-learning from this project is that the merchants are willing to try new ideas; but, only if they are convinced that our ideas are worthy of their support and the investment of their time, marketing resources and reputations. The small financial incentive that we are providing (in the form of partial payment for the new packaging materials and techniques) is actually symbolic of our commitment rather than a compelling reason that they are participating. This point is well-understood when we compare the magnitude of what we are attempting to do with the magnitude of the work accomplished almost daily by the merchants. Our funding allows us to participate with the merchants in the shipment of 400mt of grapes. The individual merchants we are working with often ship more than 400mt of grapes in a 2-3 day period. Diverting their attention away from their traditional business for the number of days we request their attendance at meetings and training sessions potentially cost them much more than the financial subsidy they can gain by working with us. And grape is only one of the many products that the merchants handle on a seasonal basis. The important Lesson Learnt from this experience is that the merchants are trusting in us and the Best Practice that we should learn is that we must treat the merchants with the respect they deserve and with respect for the resources that they are investing in their participation with us.

Results Monitoring Matrix

This section of the monthly report provides detailed descriptions of progress based on the Contract Expected Results. Following the Results Monitoring Matrix is an additional table showing achievement of the tasks planned for achievement of the two Marketing Strategies of the Action Plan.

Results Monitoring Matrix	
Grape Value Chain Tasks Per Contract	Accomplishments
Task 1: Grape Value Chain Action Plan	
Identify key stakeholders for developing the GVC Action Plan	Completed. Identified farmers and Horticulture Interest Groups (HIG) near

	Focus Center of Mirbachakot. Identified export merchants sourcing from the target areas and merchants in the target markets of Pakistan. See lists in Attachment 4 of June monthly report
Conduct an assessment of on-going programs being implemented in the GVC by other national and international organizations.	Completed. See Action Plan.
Conduct an assessment of the current GVC in cooperation with grape merchants and producers, to better understand and document current marketing practices, constraints and opportunities, costs and returns.	Completed. See Action Plan.
Identify the most suitable grape varieties for various export markets (including Pakistan, India and potentially Dubai and the Russian Federation)	Completed. See Action Plan.
Define the size of the potential higher value national and/or export markets for fresh and dried grapes of these varieties	Completed.
Review current planting details for these varieties	Completed. See Action Plan. Typical planting of Kishmishi grapes is on 2.5m x 2.5m grid without trellising. Trend is to install trellising and to shift from Kishmishi to Taifee and Shundulkhani grapes.
Define the type of value addition and infrastructure currently being employed to market grapes, recognizing the current strengths of the marketing system	Completed. Kishmishi grapes are processed into raisins by drying on the bare ground. Fresh grapes are traditionally packed in the field without trimming, without shade, scales, or other infrastructure.
Identify and assess additional service providers operating in the MBK Focus Cluster, including micro-finance institutions (MFI).	Completed, except for research on micro-finance institutions.
Within three months of project start-up, the FP will organize a workshop to share the results of the NHUDA feasibility study and the consultant's additional assessment with key stakeholders and to then finalize the Grape Value Chain Action Plan.	Completed. See Action Plan. Stakeholder's meetings were held: June 14 and 16; Aug 30.
Task 2: Provision of Improved Market Information	
Set up and maintain a market information service (MIS) that provides market information to processors and traders/exporters and identifies additional market linkages.	On going. Prices are collected via telephone or email from Pakistan, Kabul and Shamali. Prices are announced via billboard at MBK market center. See photo of billboard in Attachment in Aug Monthly Report.
Organize buyer-seller meetings, market study tours, and dissemination of product information to buyers and producers.	Completed.
Provide market information, in particular fresh grape quality standards of major export markets to HFP and IPM FP for	Quality Standards have been developed. See main text of Aug

translating them into extension messages and support programs related to the production of grapes	monthly report.
Assist the cluster organization to sell fresh grapes to the market linkages identified at the beginning of implementing the GVC pilot.	On-going. Stakeholder/buyer/seller meetings promote direct linkages to buyers.
Task 3: Capacity Building of Stakeholders	
Provide skills training in simple value addition at village and cluster levels, which would include quality control, grading, sorting, packing, etc.	Completed. Farmers and merchants were given training (Aug 30) on applying the quality standards during harvest. 200 plastic harvest baskets have been purchased for demonstrating proper harvesting of grapes. Farmers received harvest shears (cutters) and shown proper grape harvesting procedure. See photos in Attachment 4 of Aug monthly report.
Assist the cluster organization to develop a quality control mechanism at the cluster level, which will include development of a collection point at village and cluster levels, providing information on quality (size, timing of picking), etc.	Completed. Tents have been purchased for the use as collection points and packing grape under shade. Farmers and merchants were given training (Aug 30) on applying the quality standards during harvest. See main text and photos of Aug monthly report.
Provide emerging private sector players with training in grading, sorting and processing of fresh table grapes.	On-going. Provided training Aug 30.
In close cooperation with NUHDA, the GVC FP should establish/strengthen associations of processors and traders/exporters to a level allowing them to continue the marketing of quality grapes after the end of the GVC demonstration pilot.	On-going. HLP funding for NUHDA has been stopped. ROP is working with established associations of traders/exporters and with the Focus Group and HIGs.
Task 4: Infrastructure Development	
Assist the cluster organization to develop a proposal for the development of value addition infrastructure, including site selection, technical specifications, investment proposals, financial management etc.	
Proposals for improvements in transportation and storage facilities, including options for cold storage/chilling facilities operating independently from electricity supply at MBK, as well as the need for a cold storage/chilling facility at the airport.	On-going.
The GVC FP will support the cluster organization to implement the technical aspects of operating the infrastructure installed by the project.	On-going. Simple infrastructure for field packing has been designed and will be put in place this season. Tents have been purchased for the use of collection points and packing grape under shade.
FODSC will provide training to the cluster organization in financial management, accounting, procurement, and management of the infrastructure.	On-Going. GVCP staff met (Aug 25) with FOD staff to discuss the need for training and process to do so. FOD informed that training manuals were

	being completed.
For facilities that are feasible, the proposal is to be forwarded to HLP for approval and financing.	
Task 5: Preparation and Dissemination of Information Materials	
Production for Quality Manual	Available, existing materials from other international programs are being gathered for assembly of a manual specifically for Afghanistan
Harvesting for Quality Manual	Same as above.
Post Harvest Handling Manual	Same as above.
HACCP Manual for Pack Houses	Same as above.
Operation Manual for replicating the GVC model in other regions.	
Outputs and Outcomes (Deliverables)	
Grape Value Chain Action Plan developed and documented.	Submitted to HLP July 15.
Marketing activities recommended by the Action Plan implemented.	On-going. Aug: After discussion with participating merchants, decision was made to substitute a newly available paper carton for the previously planned international standard wooden box. Plan to include use of currently used wooden box (40x40x15cm) with reduced amount of graded grapes and merchant labels.
Markets and quality standards identified, and corresponding extension messages formulated and disseminated.	On-going. Markets and quality standards identified. Extension training is taking place. Extension publications not completed.
Quality control mechanisms developed and implemented.	Same as above.
Value addition infrastructure, recommended by the Action Plan, developed, managed and maintained by the Focus Cluster organization.	On-going. The infrastructure is simple structures, equipment, tables, etc required for improved (shaded) field packing. Additional equipment, including a manual conveyor for moving boxes of grapes, has been purchased for the Mirbachakot Pack House.
Quarterly meetings of the GVC stakeholders held.	Initial meetings held. Aug 30 meeting held for training purposes.
Quality control mechanisms and value addition infrastructure evaluated.	
Preparation of Quality Manuals for members of the GVC	On-going. See above.
GVC Improvement Operational Manual drafted, and a set of recommendations formulated for further developing and replicating the GVC improvement program.	
Final Report	

Report of Marketing Strategy tasks accomplishment progress

Marketing Strategy One: Kishmishi Grapes to Pakistan

#	Action	Start Date	Completion Date	Completed tasks
1	Identify merchants at the farm, export and Pakistan wholesale market level who are committed to participating.	July 20	26 July	Completed
2	Identify farmers willing to participate.			Completed
3	Provide Gibberellic Acid tablets and training on its application to participating farmers.	June 14	June 20	Completed
4	Provide training to farmers on grape canopy and cluster management to enhance quality grape production.	July 1	July 10	Completed
5	Identify packaging materials: Locally-made wooden crates, liner material and sulfur pages (to reduce fungus growth during transport) with a colorful stick-on label, identifying the grape type, grade and merchant. The actual crates used and the weight of grapes to be packaged in each crate will be decided by Afghan merchants after conferring with Pakistani merchants (facilitation by ROP). Merchants may decide to use different crates for different qualities of grapes.	June 20	Aug 15	Completed. Merchants decided on 2 packages: 7kg paper carton and 13kg wooden traditional box with graded grapes and merchant labels.
6	Develop a grading standard with two grades for use by farmers and merchants (packers) in packing the grapes. Train farmers and merchants on use of the grading scheme. Train farmers and merchants on use of brix meters.	Aug 10	Sep 30	Completed. See Aug monthly report.
7	Facilitate meetings between farmers, local and Pakistani merchants just prior to harvest to review and agree on plans.	July 20	July 26	Completed See Jul monthly report.
8	Provide information on market prices at important wholesale markets and train farmers on understanding the information.	Aug 8	Aug 30	Completed. Information being provided via sign board at MBK focus center.
9	Prior to harvest, provide training on use of mobile infrastructure for field packing. And in the case of field packing, insure packing materials are in place and that a shaded area is provided for packed fruit.	Aug 10	Aug 20	On-going. Training Aug 30. Packing mat. & shade tents in place Aug.
10	Prior to harvest monitor fruit maturity and mark clusters nearing maturity	Aug 10	Oct 10	On-going. Training Aug 30
11	During fruit harvest monitor fruit temperatures and stop harvest when fruit temperatures reach 30C	Aug 10	Oct 30	
12	At harvest, oversee/facilitate the harvest, post-harvest processing, packaging and sale of the packaged fruit to participating merchants.	Aug 20	Oct 10	
13	Accompany representative farmers and merchants to the Pakistani market to observe the marketing process.	July 20	July 26	Completed
14	At the end of the season, review the production and	Oct 30	Nov 10	

	marketing process with farmers, local merchants and Pakistani wholesale market merchants.			
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Marketing Strategy Two: Kishmishi and Shundulkhani Grapes to International Military Bases In Afghanistan				
#	Action	Start Date	Completion Date	
1	Identify merchants at the farm and wholesale market level who are committed to participating.	July 26	July 30	Completed
2	Identify farmers willing to participate.			Completed
3	Provide Gibberellic Acid tablets and training on its application to participating farmers.	June 14	June 20	Completed
4	Provide training to farmers on grape canopy and cluster management to enhance quality grape production.	July 1	July 10	Completed
5	Identify packaging materials: Locally-made wooden crates, liner material and sulfur pages (to reduce fungus growth during transport) with a colorful stick-on label, identifying the grape type, grade, weight, merchant and contact information. The actual crates used and the weight of grapes to be packaged in each crate will be decided by ROP staff and Supreme buyers.	10 July	Aug 10	Completed
6	Develop a grading standard with two grades for use by farmers and merchants (packers) in packing the grapes. Train farmers and merchants on use of the grading scheme. Train farmers and merchants on use of refractometers, to measure brix (sugar content)	Aug 10	Sep 30	Completed
7	Facilitate meetings between farmers and local merchants just prior to harvest to review and agree on plans.			
8	Provide information on market prices at important wholesale markets and train farmers on understanding the information.	Aug 8	Aug 30	Completed. Information being provided via sign board at MBK focus center.
9	Prior to harvest, provide training on use of mobile infrastructure for field packing. And in the case of field packing, insure packing materials are in place and that a shaded area is provided for packed fruit	Aug 10	Aug 20	On-going. Training Aug 30. Packing mat. & shade tents in place Aug.
10	Prior to harvest monitor fruit maturity and mark clusters nearing maturity	Aug 10	Oct 10	
11	During fruit harvest monitor fruit temperatures and stop harvest when fruit temperatures reach 30C	Aug 10	Aug 30	
12	At harvest, oversee/facilitate the harvest, post-harvest processing, packaging and sale of the packaged fruit to participating merchants.	Aug 20	Oct 10	
13	Bring the Mir Bacha Kot postharvest center up to HACCP standards.	June 25	July 15	Completed
14	Have the Mir Bacha Kot postharvest center inspected by the US military and approved as being suitable to supply fruit and vegetables to military bases in Afghanistan	July 15	July 15	Not started. Waiting on Supreme. See discussion in

				main text Aug report.
15	Meet with the Supreme Group to start trial shipments for military bases throughout Afghanistan	June 15	July 30	Completed
16	At the end of the season, review the production and marketing process with farmers, local merchants and Pakistani wholesale market merchants.			

Major Purchases

The following table shows the use of project funds for reimbursables (\$US=50Afs).

Item	Unit Cost	Units Purchased	Total Cost
Paper cartons, 7kg capacity	30Afs	20,000	300,000Afs
Labels for cartons	1.05Afs	36,000	37,800Afs
Harvest baskets	1076Afs	200	215,200Afs
Office equipment for MBK office	various	various	440,464Afs
Total			993,464Afs

Attachments

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Attachment 1: Sample contract signed with exporters for grape export

Sample Contract in Dari



ROOTS OF PEACE

تفاهم نامه

فی مابین اداره بنیاد صلح (ROP) پروگرام (GVC) و شرکت تجاری (قسیم سید میر لمتند)

تفاهم نامه هذا اليوم مورخ 1388/ 06 / 08 میلادی تهیه گردیده است.

اداره بنیاد صلح (ROP) در نظر دارد تا تسهیلات ذیل را برای شرکت های تجاری که میخواهند در قسمت صادرات انگور افغانستان به شهر اسلام آباد کشور پاکستان سهم بگیرند در صورتیکه مطابق مواد ذیل صادرات خویش را اعیار نماید فراهم نماید.

تعهدات اداره بنیاد صلح (ROP):

- 1- در صورتیکه تاجر انگور را به صورت درست و استاندارد آن پاک کاری، درجه بندی و در کربت های 40x40x15 که توانائی 13 کیلو انگور را دارا میباشد و از طرف تجار تهیه میگردد بسته بندی نمایند بعد از کنترل و تصدیق مسولین اداره برایشان 20 افغانی فی کربت پرداخته خواهد شد، ولی در صورت درست نبودن بسته بندی، اضافه از اندازه پر کردن، پاک نمودن انگور یا صادرات به پشاور از این کمک مستفیذ نخواهند گردید.
- 2- در صورتیکه تاجر انگور را به صورت درست و استاندارد آن پاک کاری، درجه بندی و در کربت های 32x38x12 که توانائی 7 کیلو انگور را دارا میباشد و از طرف اداره بنیاد صلح تهیه میگردد بسته بندی نمایند بعد از کنترل و تصدیق مسولین این اداره از نزد شان مناصفه قیمت که (15) افغانی را احتوا مینماید فی کربت اخذ میگردد، ولی در صورت درست نبودن بسته بندی، اضافه از اندازه پر کردن، پاک نمودن انگور یا صادرات به پشاور از این کمک مستفیذ نگردیده و قیمت مکمل کربت که 30 افغانی میباشد از نزد شان اخذ خواهد گردید.
- 3- تهیه نمودن لیبل برای 6000 کربت یا کربت انگور طور رایگان. قابل یادآوریست که هر شرکت میتواند که مساویانه از کربت و یا کربت استفاده نماید. دفتر بنیاد صلح از سه نوع کربت ذکر شده فوق از هر نوع آن بیشتر از 3000 کربت یا کربت که باشد فیصدی پول را که در فوق ذکر است نمیرداند. (حد اکثر هر دو نوع کربت 6000 کربت بوده و پائین تر از آن به همان اندازه که کربت از طرف تجار برای صادرات استفاده میگردد فیصدی پول تعیین شده تادیه خواهد گردید)
- 4- در صورتیکه در کربت انگور طبقه پائین از سورت دوم و یا سوم و طبقه بالا آن از سورت اول و یا کربت انگور به فشار پر گردیده باشد پول برایشان پرداخته نمیشود.
- 5- تهیه نمودن خیمه، تریال و سید های انگور چینی طور موقت.


تعهدات شرکت (قسیم سید میر):

- 1- تجار مکلف است که در زمان آموزش حاضر بوده و بصورت درست از آموزش های پرسونل اداره بنیاد صلح در قسمت پاک کاری درجه بندی و بسته بندی انگور استفاده نمایند.
- 2- تمام مصارف ، خریداری انگور ، درجه بندی، بسته بندی و انتقال انگور برای صادرات و 50% خریداری کربت های 40x40x15 و 50% پرداخت پول کارتهای 32x38x12 بنوش تجار میباشد.
- 3- تجار حاضر به پاک کاری، درجه بندی و بسته بندی انگور در کارتهای که در فوق ذکر گردیده میباشد.

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- 4- تجار مکلف است که انگور را به اسلام آباد و یا لاهور صادرات نمایند نه به پشاور .
- 5- تسلیم نمودن دویاره خیمه و دیگر لوازم به اداره بنیاد صلح.
- 6- تسلیم نمودن بیجکهای فروش به خاطر ارزیابی صادرات شرکت به اسلام آباد
- نوٹ: در صورتیکه تاجر یکی از مواد فوق را بصورت درست آن انجام نداده باشد از کمک دفتر مستفید نخواهد گردید. و هیچ نوع شکایت موصوف قابل قبول نمیباشد.

 <p>رئیس شرکت</p>	 <p>داکتر نک لی رئیس آرازه بنیاد صلح</p>
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Memorandum of Understanding

Between Roots of Peace – GVC Program and _____ Company

This MoU was prepared today, Aug, 30, 2009.

Roots of Peace (RoP) is going to provide the following facilities to trading companies willing to take part in export of Afghan grapes to Islamabad City of Pakistan, according to the following terms and conditions.

Commitments of Roots of Peace (RoP):

1. If the merchant completes properly the grape clean up, grading and packaging in 40x40x15 cm wooden cartons with capacity of 13 kg of grapes and provided by traders, according to standards, 20 Afghanis per carton will be paid to them after control and verification of authorized officials of RoP, but if the grapes were not properly cleaned up or packaged, they will not receive this aid.
2. If the merchant completes properly the grape clean up, grading and packaging in 38x32x12 cm paper cartons with capacity of 7 kg of grapes and provided by traders, according to international standards, 15 Afghanis per carton will be paid to them after control and verification of authorized officials of RoP, but if the grapes were not properly cleaned up or packaged, they will not receive this aid.
3. Providing labels for 6000 grape cartons free of charge. Each company can use the same amount of cartons or crates. ROP has two type cartons which is mentioned above. ROP will not pay for more than 3000 crates or cartons from each type. The maximum cartons and crate will be 6000 and the minimum is according to the company export quantity.
4. If the grapes in the bottom of the carton were different from grapes on the upper part of the carton, or the carton was filled under pressure, no money will be paid for them.
5. Providing tent, tarp and 20 harvest baskets as a loan for the harvest season.

Commitments of _____ Company

1. Merchant must be present in the training and uses the trainings provided by RoP staff in grape clean up, grading and packaging properly.
2. Merchant will pay all expenses of carton purchase, grape purchase, grading, transport for export and 50% for 40x40x15cm purchased, 50% for 32X38x12.
3. Merchant is ready to clean up, grade and pack the grapes in above mentioned cartons.
4. Company is responsible to export their grape beside Peshawar.
5. Returning the tent and other materials provided by ROP to ROP back.

Note: If the merchant does not properly implement any of above mentioned conditions will not receive any benefit from RoP aid, and no claim of this merchant will be addressed.

Attachment 2: Labels for Merchant's Use
 (Labels have a peel-off backing and then stick onto the package)

 <p>Khalid Shikeeb خالد شکیب</p> <p>Grade 1 <input type="checkbox"/> Grade 2 <input type="checkbox"/></p> <p>Grape Type</p> <p>Shondol Khani <input type="checkbox"/> Taiffe <input type="checkbox"/> Kishmishi <input type="checkbox"/></p> <p>Mobile: +93 (0) 799 325 839 +93 (0) 700 238 223 +93 (0) 700 296 768 E-mail: khalid.shikeeb@gmail.com Harvesting Date: _____</p> <p>With Assistance of HLP</p>	 <p>M. Alim Bukhsinda محمد عالم بخشنده</p> <p>Grade 1 <input type="checkbox"/> Grade 2 <input type="checkbox"/></p> <p>Grape Type</p> <p>Shondol Khani <input type="checkbox"/> Taiffe <input type="checkbox"/> Kishmishi <input type="checkbox"/></p> <p>Mobile: +93 (0) 799 333 370 E-mail: alim.bukhsinda@gmail.com Harvesting Date: _____</p> <p>With Assistance of HLP</p>
 <p>Nijabat Haidari نجابت هیدری</p> <p>Grade 1 <input type="checkbox"/> Grade 2 <input type="checkbox"/></p> <p>Grape Type</p> <p>Shondol Khani <input type="checkbox"/> Taiffe <input type="checkbox"/> Kishmishi <input type="checkbox"/></p> <p>Mobile: +93 (0) 799 325 573 +93 (0) 799 449 696 +93 (0) 799 424 646 E-mail: nijabat.haidari@gmail.com Harvesting Date: _____</p> <p>With Assistance of HLP</p>	 <p>Idrees Mujeeb ادریس مجیب</p> <p>Grade 1 <input type="checkbox"/> Grade 2 <input type="checkbox"/></p> <p>Grape Type</p> <p>Shondol Khani <input type="checkbox"/> Taiffe <input type="checkbox"/> Kishmishi <input type="checkbox"/></p> <p>Mobile: +93 (0) 799 327 597 +93 (0) 700 275 558 E-mail: idrees.mujeeb@gmail.com Harvesting Date: _____</p> <p>With Assistance of HLP</p>
 <p>Qaseem Sayed Mir قاسیم سید میر</p> <p>Grade 1 <input type="checkbox"/> Grade 2 <input type="checkbox"/></p> <p>Grape Type</p> <p>Shondol Khani <input type="checkbox"/> Taiffe <input type="checkbox"/> Kishmishi <input type="checkbox"/></p> <p>Mobile: +93 (0) 787 053 346 +93 (0) 775 035 058 +93 (0) 700 246 669 E-mail: qaseem.sayed@gmail.com Harvesting Date: _____</p> <p>With Assistance of HLP</p>	 <p>Mateen Nezam Bag متین نظام بیگ</p> <p>Grade 1 <input type="checkbox"/> Grade 2 <input type="checkbox"/></p> <p>Grape Type</p> <p>Shondol Khani <input type="checkbox"/> Taiffe <input type="checkbox"/> Kishmishi <input type="checkbox"/></p> <p>Mobile: +93 (0) 700 274 696 +93 (0) 799 325 914 +93 (0) 777 325 914 E-mail: mateen.nezam@gmail.com Harvesting Date: _____</p> <p>With Assistance of HLP</p>

Attachment 3: List of Participants at Aug 30, Training Session at MBK Center

List of Participants at Aug 30 Training Session at Mirbachakot Market Center			
No.	Name	Title	District
1	Munir Ahmad	Merchant	Kharoti
2	Rahmatullah	Farmer	Sana Khial
3	Shafiullah	Farmer	Qala-e- Rokai
4	Abdul Raziq	Farmer	Qala-e- Rokai
5	Sarbaz	Farmer	Laghmani
6	Joma Khan	Farmer	Sofiyan
7	Naqeeb	Farmer	Qala-e- Rokai
8	Mohd Nowroz	Farmer	Sofiyan
9	Gul Agha	Farmer	Qala-e- Rokai
10	Mohd Sediq	Farmer	Sofiyan
11	Haji Faqir Ahmad	Merchant	Shi Khan Baqabig
12	Sultan Mohd	Farmer	Shi Khan Baqabig
13	Abdul Khalil	Farmer	Qalam Chaq
14	Khoja Abdul Rahman	Farmer	Qalam Chaq
15	Khan Mohd	Farmer	Qalam Chaq
16	Abdul Satar	Farmer	Kharoti
17	Mohd Anwar	Farmer	Kharoti
18	Qasem	Farmer	Kharoti
19	Haji Gul Rahman	Farmer	Shi Khan Baqabig
20	Fazelullahdin	Farmer	Baba Qhachaqar
21	Seyed Abdul Samat	Farmer	Baba Qhchaqar
22	Khoja Abdul Qhyais	Farmer	Hasaqi
23	Abdul Qhafoor	Farmer	Sofiyan
24	Mohd Nowroz	Farmer	Sofiyan
25	Anayat	Farmer	Laghmani
26	Abdul Hameed	Farmer	Moshwani

Attachment 4: Selected Photos of Project Activity



Local Kishmishi with and without applied Gib



Grape Post harvest training in MBK market center Aug 30.



Farmers using refractometer to measure the sugar % of the grape during training Aug 30.



Explaining about proper and poor packaging



20,000 cartons for the export of grape stored at MBK Center



Signboard in front of MBK Market Center with price information



Stackable, Nestable Harvest Baskets, 45x45x22cm



Distribution of shears for harvest of grapes



Testing the size of berry for Pakistan market standard



36000 Labels for grape exporters to Pakistan markets