

Appendix 5.1

Project Leaflet

Title: 'Winners and losers in forest product commercialisation'

Produced by: Centre for Ecology & Hydrology, Wallingford, U.K.

Date: 2003

This publication is an output from a research project funded by the United Kingdom Department for International Development (DFID) for the benefit of developing countries. The views expressed are not necessarily those of DFID. Project R7795, Forestry Research Programme.

Winners and Losers in Forest Product Commercialisation



Project Team

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More information about the project, including access to reports and other outputs can be found at the 'Winners & Losers' website at <http://www.ceh-wallingford.ac.uk/research/winners/>

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Winners & Losers in Forest Product Commercialisation

Investigating the human and ecological impacts of the commercialisation of non-timber forest products (NTFPs)

A Project funded by the Forestry Research Programme of the UK Department for International Development (Project Number R7795)



The commercialisation of NTFPs has an impact on many groups of people, from poor farmers to small-scale entrepreneurs, and on the resource base.

Examining different NTFP market chains can help to identify suitable development paths, so that commercial returns are not achieved at the expense of ecological sustainability and other social, cultural and environmental benefits.

<http://www.ceh-wallingford.ac.uk/research/winners/>

The **'Winners & Losers'** project has involved an international and multi-disciplinary team examining the distribution, use, and marketing of NTFPs from two species, **marula** (*Sclerocarya birrea*) in **South Africa** and **Namibia**, and **crabwood** (*Carapa guianensis*) in **Guyana**, to assess the economic and ecological impacts of their commercialisation on the forest resource base and people's livelihoods. The team includes specialists in environmental economics, ecology, natural resource management, community development, marketing, and intellectual property rights.

The **marula** tree and its fruit are well known across southern Africa, thanks to its widespread distribution, its common use amongst rural communities (especially for brewing beer), and its popularisation through the advertising efforts of the producers of Amarula Cream liqueur. The marula tree has many uses and it is an example of an NTFP with considerable commercialisation potential.



Crabwood is a much sought-after Amazon hardwood. The benefits of the oil derived from its seeds are well known throughout the region. In Guyana, crabwood oil is a highly prized household item among Amerindian peoples having multiple uses, especially for the treatment of common ailments. Its other properties and uses have important potential, and have been examined so that appropriate management regimes can be developed.

Our research has shown that NTFP use can provide important income for poorer households, especially for women, diversify their livelihood options, and, at the same time, lead to improved management and conservation of the resource. We have also highlighted the fact that the potential economic benefits of NTFP commercialisation must be weighed against social, cultural and ecological costs that may arise, particularly when products become the focus of large-scale enterprise.

Outputs from the 'Winners & Losers' project are extensive and diverse, ranging from scientific papers to educational materials. See over for contact details.



Photos: Tony Cunningham, Caroline Sullivan, CRIAA SA-DC

- Video Release -
'TREES OF LIFE'
TEN LESSONS FROM THE MARULA AND CRABWOOD TREES

Camera, Script & Direction: Tony Cunningham

This 30-minute film illustrates ten lessons learned investigating the 'Winners & Losers' along marketing chains from first harvest to final sale. The most significant lesson is the importance of crabwood and marula as multi-purpose trees to local people - quite literally, they are 'trees of life'.



As seen on Namibian National TV