

More sustainable, resilient, and competitive food systems through the development of intermediate food value chains



## PRACTICE ABSTRACT No: 53

### Why and how to scale up your short food supply chain?

Are you a farmer who sells your products directly to consumers in a short food supply chain? Do you like your increased independence from large processors and retailers? Is sustainability important to you?

If your answer is „yes“, perhaps you would also like:

- Higher economic resilience, e.g. by having fair contracts with large regional customers (e.g. caterers, hospitals, canteens) and better marketing?
- Increased self-esteem and satisfaction from being part of a community with similar values to your own?
- To be more innovative, but lack know-how, money or equipment?

If you answered „yes“ again, then consider establishing or joining an intermediate food value chain! An intermediate food value chain is a “middle path” which combines the strengths of both short and long value chains and minimizes their weaknesses:

- Small and mid-sized farmers and/or food processors and consumers form a strategic network or alliance.
- This network or alliance scales up food production to larger quantities, offers a diversified portfolio of high-quality product and sells the food products beyond the local market.
- The members of the network or alliance share the values of sustainable production, trusting and just relationships, and a fair distribution of value created.

How? The initiators or coordinators of intermediate food value chains can be farmers, farmers' cooperatives, regional development agencies, customers or consumers who have a vital interest in changing conventional food production and consumption. These like-minded people agree in a process of interactive dialogue, on what an intermediate value chain fit-for-purpose for your region could look like. Several innovations – new machines and processes, a new organisation or business model, new ways of doing things, lower environmental footprint for your business – will be required on your journey towards an intermediate value chain.

Other FAIRCHAIN practice abstracts, the innovation platform (<https://www.sustainablefoodplatform.eu/en>) and our e-learning courses may provide inspiration.

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### End Users

Farmer & Cooperative

### Country

EU member states



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### Links for additional information

Youtube videos: Playlist From large and small to intermediate value chains:  
<https://www.youtube.com/playlist?list=PLqxyobdLP44oulzkZbYoKpfvBWoUKkYW>

E-learning courses:

1. Introduction to Intermediate Food Value Chains:
2. From Short to Intermediate Food Value Chains  
<https://moodle.iseki-food.net/enrol/index.php?id=86>



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[www.fairchain-h2020.eu](http://www.fairchain-h2020.eu)

All Practice Abstracts prepared by FAIRCHAIN can be found [here!](#)

### ABOUT FAIRCHAIN

The FAIRCHAIN project launched in 2020 and coordinated by INRAE, is developing intermediate food value chains in the fruits and vegetable and dairy sectors. Through technological, organizational and social innovations and by developing business models FAIRCHAIN will enable small and mid-size stakeholders to scale up to supply fresh, sustainable and high-quality food products to consumers at a regional level.

### FAIRCHAIN PARTNERS



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