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AREAS OF EXPERTISE:

1. Preparation of Business Plans, Studies, Reports and Manuals.
2. Crop Production and Processing – Food, Medicinal and Essential Oil Crops. Direct, Contracted and Wild Harvested production. Organic and Conventional.
3. Organic and Small Scale Agronomy. Low Input Cost Agriculture. Use of Biopesticides.
4. Marketing of Organic, Fair Trade and Premium Agricultural Products. Contacts worldwide.
5. Organic Conversion & Certification Advice and Pre-Certification Systems and Traceability Audits.
6. Research & Development - Crops and Agro-Industrial Processing.
7. Education & Training - Practical Aspects of Organic Production - Large and Small Scale Farming - Conducting Seminars and Workshops.
8. General Business Management Consultancy. Accounting systems, Budgets and Preparation of Finance Applications. Quality Control Systems and Operations Manuals Including HACCP.

CONSULTANCY EXPERIENCE:

1. Studies, Reports & Manuals:

Economic, Feasibility, Production and Market Studies for Developing Countries. Publications include studies listed below; and also agronomy manuals for production of a wide range of crops in varying ecosystems, process manuals covering factory procedures and operations to enhance quality control and facilitate compliance with legislative and market requirements such as HACCP.

USAID/ADAR/ASNAPP (Agribusiness in Sustainable Natural African Plant Products), Natural Products Assessment Report, Potential for Economic Growth and Trade in **Rwanda**. 2002

Organic Essential Oils, Herbs and Spice Product and Market Development. **Malawi, Tanzania, Zambia**. 2002/2003/2004 UN International Trade Centre/UNCTAD/WTO Organic Spices, Herbs and Essential Oils: New Business Opportunities for **Developing Countries**. Website Published Marketing Manual. 2006 UN International Trade Centre/UNCTAD/WTO

<http://www.intracen.org/organics/technical-assistance-publications.htm>

Marketing Consultancy- Potential for Economic Growth and Trade in **Bolivia**- Organic and Premium Market Development. 2004. UN International Trade Centre/UNCTAD/WTO

Marketing Consultancy - Potential for Economic Growth and Trade in **Argentina**- Organic and Premium Market Development. 2004. UN International Trade Centre/UNCTAD/WTO

2. Crop Production and Processing - Food and Essential Oil Crops:

Founder and until 2001 full time Managing Director of Four Seasons Foods (Pvt) Ltd - involved in direct and contract production, and marketing, of a wide range of organic (and non-organic) crops, essential oils and food products in Zimbabwe and Southern Africa since 1990, as detailed below:

Crops Directly Grown, Processed and Marketed- in Bulk and Retail Packed:

Row Crops - soya, sunflowers, groundnuts, sesame, maize, wheat, rye, pasture and rotation legumes, evening primrose, amaranth, borage etc

Dried herbs and spices - chillies, paprika, tarragon, sage, mint, oregano, horseradish, garlic, ginger, pepper etc

Fresh herbs for export - basil, lemongrass, oregano etc.

Essential Oil (Steam Distilled Crops) - Culinary herbs, citronella, tagette etc.

Pressed Oilseed Crops - As row crops.

Crops Contracted and Wild Harvested, Processed and Marketed- in Bulk and Retail Packed:

Tagette Oil (*Tagetes minuta*) - wild harvested from fallow lands - Zimbabwe.

Organic/Low Cost Input Sourcing:

Assistance in obtaining inputs permitted under organic regulations, as part of a soil improvement programme supported by soil analysis results, and advice on sourcing of bio-insecticides and fungicides.

Agro-Industrial and General Food Processing:

Value added processing of crops listed above for retail ready products like sauces and condiments, spice and herb packs, soya products e.g. TSP soya mince, herb teas and coffees, shaving oil and other cosmetics. Methods of prevention of post harvest degradation (rancidity in oils and oilseeds) and storage pests (CO₂ fumigation, heat and cold treatments); Microbiological standards and how to meet them; management of mycotoxins.

3. Organic and Small Scale Agronomy- Low Cost Input Agriculture:

Current conventional small scale agriculture - often using inadequate inputs of unaffordable hybrid seed, chemically manufactured fertiliser and synthetic pesticides - generally results in subsistence yields where market value barely covers even the cost of the hybrid seed used. Crop residues are inadequate to maintain soil organic matter.

Expertise developed in the successful application in Southern Africa of low input cost farming using organic methods - essentially crop production using legume rotation/interplants, rock phosphate/sulphur and open pollinated seed, with inputs precision placed to maximise input cost/output value ratios.

4. Marketing

Assistance to organic and conventional producers and processors feasibility studies, and finding markets and buyers. Access to a wide range of contacts among buyers and agentscontacts

gained from marketing own products for over a decade, from attending and exhibiting at many Organic and other specialist trade fairs, and from consultancy work.

Marketing training through seminars, workshops and presentations.

Contacts with organic buyers in many countries e.g. USA, UK, Sweden, France, New Zealand, Japan and South Africa.

5. Organic Conversion, Pre-Certification Audits and Advice:

The focus is on practical, detailed assistance based on own direct experience of the process of conversion to Organic status over a wide variety of farm types in differing ecosystems, and the management and systems preparation needed to meet the requirements of various certification agencies.

Advice on conversion to Certified Organic status: fertility, pest, disease and weed management and treatments during conversion.

Advice on pre-certification audits of record and traceability systems and certification regulations and requirements Computerised and manual record and traceability/audit management systems. In-house and contracted-out processing operations.

6. Research and Development

Experience in depth of growing a large number of crops. Provision - directly or in conjunction with associates - of detailed advice on development, production, processing and marketing covering an extensive range of agro-industrial projects.

7. Education, Training and Business Presentations

Experienced in seminar presentations on topics included in the above consultancy areas of expertise, and in agronomy, agricultural extension, processing and general management advisory work. A wide range of presentations are available with MS PowerPoint support on these topics. Presentations have been made in English, Spanish, and German, and could be produced in French if appropriate.

8. General Business Management Consultancy:

Based on direct experience gained in setting up and managing own businesses in developing and developed countries, and from acting as a shareholder/director of various other companies. Expertise includes introduction and maintenance of accounting systems, - from simple manual accounting to complex computerised systems. Operations systems for production and quality control, with manuals and recording to management and external requirements- e.g. HACCP.

CONSULTANCY RECORD:

The consultancy assignments received have developed as a result of expertise obtained through own direct experience of cropping, production, processing, marketing - and managing businesses. Consultancy work accomplished includes:

Agriflora, Zambia. Advice on conversion to Organic cropping and Organic agronomic advice on fertility and pest management.

Mufindi Tea Estate, Tanzania. Advice on specific crops as well as general agronomic Organic consultancy.

ADAR/ASNAPP Programme, Rwanda. USAID/World Relief funded. Marketing advice and Production/Literature review on High Value Natural Crops.

UN International Trade Centre (UN ITC). Consultancy in Tanzania, Malawi and Zambia on marketing and production of organic herbs & spices, and essential and fixed oils production. Seminars conducted in each country on the above topics. 2002 and follow-up 2003, 2004.

BSMD/ILO. Uganda - advice on marketing organic crops and value added organic

products.

UNITC. Bolivia and Argentina. Consultancy on production/marketing specialist grains – amaranth and quinoa, herbs, spices, pulses, essential oils, other high value/premium products.

UNITC. Research and editing of a manual on marketing of organic essential oils, spices and herbs.

BUSINESS EXPERIENCE:

1980- 2001 Full time Managing Director Organic Food Processing/Farming Company

Four Seasons Foods (Pvt) Ltd Zimbabwe.

Own managed farming and contract production - organic and conventional:

Essential Oils/Herbs & Spices/Grains & Oilseeds/Pulses/Vegetables.

Marketing Specialised Value Added Retail Packed Produce.

2001 - Present: Consultant/Lecturer Organic Agriculture/Certification/Marketing

2003 - Present: Owner/Manager Natural Products Distribution Company United Kingdom- **Kitchen Garden Organics.**

EDUCATION:

School: A Levels Physics, Chemistry, Maths. Charterhouse School, UK.

Language College: Spanish. Institutos Mangold, Madrid.

University: Economics (PPE). M.A. Oxford University.

LANGUAGES:

Working languages: Spanish, French, German. Some Arabic.

IT SKILLS:

Detailed knowledge of word processing, spreadsheet, desktop publishing and accounting packages. Have written programmes for stock control and other specialised applications.

Touch typist.

AVAILABILITY FOR CONSULTANCY PROJECTS:

Self employed and generally available at short notice.

REFERENCES:

Available on request

PERSONAL DETAILS:

Date of Birth: 28 June 1946.

Married. 2 adult children.

UK Passport.