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www.wa-agritrade.net



A platform powered by



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of agricultural products in
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+233 244 708 185
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website!

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check out improved calendar
of events, and an easier
access to newsletters and
technical documents.

(cont'd from 1) position papers to justify
the need to address the problem.

The papers will be presented and discussed
at a regional awareness workshop on road
transport harassment where the associations
hope to present a formal petition to the
Executive Secretary of ECOWAS to address
the road transport harassments they face.

In a related effort, the West African Trade
Hub (WATH) is collecting road harassment
statistics for inter-regional trade along select-

ed trade routes. The statistics will analyze the
implicit costs of transporting products
including the amount of time transporters
spend at checkpoints.

This information will be disseminated to
regional traders, transporters and policy mak-
ers. Traders could then use the information to
predict the total en route costs and transit
time to transporting goods, and to lobby pol-
icy makers and regional institutions for
improved road conditions.

Calendar of lobbying and advocacy training workshops

Country	Date	Venue
Senegal and Guinée	16/01 to 19/01	Hotel Savanna - Saly, Senegal
Mali and Côte d'Ivoire	23/01 to 26/01	Ségou, Mali
Benin and Togo	23/01 to 26/01	Infosec - Cotonou, Bénin
Burkina and Niger	30/01 to 05/02	Bobo Dioulasso, Burkina
Nigeria	13/02 to 16/02	RockView Hotel - Abuja, Nigeria
Ghana	20/02 to 24/02	Accra, Ghana

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Upcoming events

5 - 6 December - Kaduna, Nigeria: ICT
training at the Community Resource
Centers (CRCs) for TOs & POs in the
Northern Nigeria zone. Contact:
chenry@ifdc.org

5 - 9 December - Parakou, Benin: Follow-
up ICT training for MISTOWA's partners.
Contact: asoglo@ifdc.org

6 - 10 December - Dakar, Senegal:
Training of POs and TOs in techniques of
communicating via the Internet. Contact:
sgueye@ifdc.org

12 - 16 December - Banikoara, Benin:
Follow-up ICT training for MISTOWA's
partners. Contact: asoglo@ifdc.org

14 - 16 December - Accra, Ghana: ICT
training for managers of GAPTO's resource
center. Contact: mtaylor@ifdc.org

10-16 December - Abidjan, Ivory Coast:
ICT Training workshop for members of
ANOPACI. Contact: ydete@ifdc.org

12 - 13 December - Abeokuta, Nigeria:
ICT training at the Community Resource
Centers (CRCs) for TOs & POs in the
Northern Nigeria zone. Contact:
chenry@ifdc.org

12-16 December - Saly, Senegal:
INTSORMIL/WARP meeting. Contact:
sgueye@ifdc.org

19 - 20 December - Malanville, Benin:
National Onion Forum bringing together
stakeholders in the onion chain from Benin
and Niger. Contact: asoglo@ifdc.org

20 - 23 December - Ségou, Mali: ICT
Training workshops for POs and TOs.
Contact: itoure@ifdc.org

21 December - Lomé, Togo: National
Partners forum to discuss MISTOWA activ-
ities. Contact: rklutse@ifdc.org

19 - 23 December - Saint-Louis, Senegal:
Training partners on the generation and dis-
semination of information among associa-
tion members. Contact: sgueye@ifdc.org

23-25 January - Ouagadougou, Burkina
Faso: training workshop on information
management for the Network of Chambers
of Agriculture in West Africa ((RECAO).
Contact: cnouatin@ifdc.org

More details on MISTOWA at <http://events.mistowa.org/>.

If you wish to announce an event in this column, please send us a message
before the 25th of the month to : info@mistowa.org



MISTOWA

agricultural trade made simple



Networks of Regional Market Information Systems and Traders Organizations in West Africa
Réseaux Régionaux de Systèmes d'Information de Marché et de Commerce Agricole en Afrique de l'Ouest



N° 11/12 - November / December 2005

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EDITORIAL

Valued readers,
This combined 11th and 12th edition of
the MISTOWA newsletter brings you
news of the shea trade forum organ-
ized by the Table Filière Karité . It
also carries news of the first national
conference on rice in Nigeria and
trends in the fertilizer market.

We wish you all a Merry X-mas and
Prosperous New Year !



Women selling shea butter during the Shea Trade
Forum in Bobo Dioulasso (Burkina Faso)

MISTOWA participates in shea trade forum

The 4th edition of the shea trade forum
took place at the Ran Hotel, Bobo-
Dioulasso, economic capital of Burkina
Faso. This particular edition was jointly
organized by the Table Filière Karité
(TFK), the MISTOWA project and the
Projet d'Appui à la Filière bio-alimentaire
(PAF).

It brought together about one hundred
stakeholders including shea nuts collec-
tors, national and international traders,
agro-processors and technical and finan-
cial partners. The MISTOWA project
sponsored the participation of 16 repre-
sentatives of partner associations from
Benin, Burkina Faso, Ghana, Mali,
Nigeria and Senegal.

The forum consisted of presentations by
experts followed by lively discussions of
the complexities of the demand and sup-
ply in the international market. The forum
provided opportunity for commercial
transactions for nuts, conventional and
organic butter. Nuts, butter and cosmetic
products were also displayed during a
sales exhibition.

Less road harassment, more cross-border trade

MISTOWA and WATH, two regional proj-
ects funded by USAID/WARP are collaborat-
ing to facilitate cross border trade by work-
ing with trade associations and other institu-
tions to reduce road harassment on the transport corri-
dors.

To that effect, MISTOWA is organizing with
Agriterra, BBO and the regional producer and
traders networks a series of training sessions in
January and February 2006 for some 120 lead-
ers in the basics of lobbying followed by con-
crete plans.

After these training sessions, they will be
given assignments to collect data and do analy-
sis to prepare

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Nigeria holds first National Rice Conference

The first National Conference on
"Harmonizing for Sustainability of Self-
Sufficiency in Rice Production and Export in
Nigeria" was held in Abuja, Nigeria, from 17-
19 November 2005.

The conference was jointly organized by
MISTOWA, the Rice Federation of Nigeria
(RIFAN), the Federal Ministry of Agriculture

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NEWSLETTER

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ECOWAP: 5 thematic groups to develop the 2005-2010 action plan

ECOWAS invited its regional partners to prepare the 2005-2010 implementation plan for the ECOWAS Agricultural Policy (ECOWAP) and NEPAD / CAADP in West Africa, and the Emergency Program for the implementation of first generation priority actions for the period 2006-2008.

The workshop, held in Lomé on 15 and 16 November 2005, gathered about 25 participants, including IFDC, OECD, FAO, ROPPA, RECAO, Interface, WARDA, CMA, WECARD, and government officials.

Five groups were set up to prepare the operational programs within the context of the 2005-2010 action plan. The groups are:

- Sustainable management of water and soil resources;
- Sustainable management of natural resources (herding cattle, fishing, forests);
- Promotion of agro-food value chains;
- Prevention and management of food crises and other natural disasters;
- Promotion of the regional market and the enhancement of access to the international markets;

IFDC will spearhead the last group, given its experience in managing two regional projects (MIR and MISTOWA) that have market information components.

RESIMAO holds regional workshop in Cotonou

On November 14-18 2005, RESIMAO, with technical and financial support of MISTOWA, ZADI and CTA, organized in Cotonou (Benin) a regional workshop on "Adapting information collection methods to the evolution of markets." In addition to the public MIS (RESIMAO), FACIA, RECAO, ROESAO and CCC/ECOWAS actively participated.

Collaboration with other MIS, the issue of local units of measures for business transactions and the harmonization of collection methodologies were thoroughly discussed. The workshop culminated in defining a sub-regional framework covering data collection, analysis and publication.

Group deliberations were on three themes: (i) collection process to dissemination, (ii) information needs of actors and users and (iii) the framework for data analyses.

Nigeria became the newest member of RESIMAO; and the RESIMAO website and platform will publish the list of markets and products for Nigeria.

Each national MIS is expected to ensure that the RESIMAO platform is also fed with data on livestock.

New organization and executive committee for GAPTO

MISTOWA supported the Ghana Agricultural producers and traders organization (GAPTO) to hold its General Assembly from the 1st -2nd December 2005 at the Teachers' Hall in Accra (Ghana). The meeting brought together 58 delegates made of 25 males and 33 females from 16 commodity associations under GAPTO.



Female traders of the Agblobaloshie Market in Accra are now well represented at GAPTO's Executive Council

The main highlights of the activities were the presentations made on the new structure and financial sustainability, the review and adoption of the revised constitution, presentation of the new board members and the election of the 7-member new executive council.

The national executive council is composed of 5 females and 2 males and chaired by Mrs Gertrude Adu Yebo, president of the Agblobaloshie Maize Sellers Association.

Onion stakeholders from Niger and Benin met in Malanville

The national Onion Forum held in Malanville (Northern Benin) on 19-20 December 2005 brought together about

70 participants from Benin and Niger, representing traders, producers, transporters, custom officers, gendarmes, and officers from the ministry of agriculture.



Cross border trade of onion between Niger and Benin was at the heart of discussions

Issues related to production, marketing, import, transportation and access to markets in Benin and Niger were discussed. Participants resolved to address some of these burning issues, and their implementation will be both at national level or regional levels in collaboration with the Onion Regional Observatory (ORO).

Participants agreed to hold two onion meetings every year, on rotating basis in Benin and in Niger. The next forum will take place in Niger in 6 months.

APFOG holds an organizational management training workshop

The Apex Farmers Organization of Ghana (APFOG) held Organizational Management Training for members of 16 Farmer Based Organizations (FBOs) in Accra from the 12-14 December. 50 participants (8 females and 42 males) from the southern sector of Ghana went through the training. Topics discussed included;

- Developing and implementing an action plan
- Proposal and report writing
- Building partnership and financial sustainability

The various associations working groups identified a specific problem in their organizations, prepared a draft proposal to approach that problem and later made a group presentation. The proposal was fine tuned by the facilitators and given to the various groups as a working documents.

cont'd from page 1)

Participants communicated their intentions to buy or to sell as per the table above:

Products (in tons)	Offers	Bids
Shea nuts	4 575	26 785
Conventional butter	4 390	1 700
Organic butter	240	-

It became obvious from the discussions that both the collectors and the processors at the base and traders need special support in terms of quality. A consultative meeting was held on November 18 for about 30 participants to discuss the way forward.

The conclusions of the meeting included the need to better organize the chain and to inject some professionalism in the

collection of the nuts and the local processing of shea butter. This will ensure quality and attract better prices on the regional and international market.

The main areas of intervention discussed are as follows:

- Making the collectors at the base more professional ;
- Increasing sub-regional trade;
- Reinforcing the capacities of actors through trainings and empowerment for an improved flow of market information.

The group agreed to have further consultations with MISTOWA coordinators to identify the possible forms of intervention at national and regional levels. A monitoring plan will be drawn up by MISTOWA to strengthen this future partnership.



Improving the quality of processed products, a major challenge for the shea commodity chain

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Fertilizer Market Trends

Rumors of the impending restoration of a 30% export tax on fertilizers in China has had a considerable effect on the world urea market.

The rumors have caused a mad rush for urea exports well in advance of the 1 January 2006 implementation date.

Between 5 and 8% drop in the price of prilled urea were observed in the third week of November and is like-

ly to continue through the month of December.

This analysis was done by Joel Le Turioner of the MIR project, a regional input markets project implemented by IFDC in collaboration with ECOWAS and WAEMU.

Similar analyses are done monthly on fertilizer and will be carried on the Agricultural Trade Portal www.wa-agritrade.net

Urea	o Prilled: a 4,7% drop at 222 \$ / T FOB and 8,2% at 207 \$ / T FOB Baltic Sea. It has been noticed that the entire drop occurred during the last week in November! o Granular: a 0,8% drop at 246 \$ / t FOB Arabian Golf. Downward trend continued since October.
SA	Slight increase of 72 \$ / T FOB Black Sea.
DAP	DAP has remained remarkably stable at 250 \$ / T FOB Baltic Sea and at 265 \$ / T FOB North Africa.
KCI	Still the most stable at 177 \$ / T FOB Middle-East at 170 \$ / T FOB Baltic Sea.
SOP	Slight increase of 1,2% at 245 \$ / T FOB Western Europe.
Phosphoric acid	Unchanged at 375 \$ / t FOB North Africa
TSP	Unchanged at 190 \$ / T FOB North Africa since October.
Sea freight	No change on sea freight
Comments	Dilemma over this year's purchase of urea: speculating on Chinese export tax in December or waiting for the February / April seasonal drop? Should the \$ continue to appreciate against the €, the December purchase could make a good deal. All things being equal, it would be advisable to purchase part of the requirement of urea in December.

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& Rural Development, and Arable Crops Development and Marketing Company (Plc). A total of 302 participants from 32 states from public and private sectors, NGOs and RIFAN were in attendance.

The Honorable Minister of Agriculture and Rural Development, Mallam Adamu Bello pledged the support of his ministry towards RIFAN's programs and activities. He explained that the Presidential Initiative on Increased Rice Production, Processing and Export and the formation of Rice Development Committees were to address the widening gap between the demand and supply of rice in the country. Among measures taken by government to encourage rice production are: infrastructural development, research and adaptive technology, subsidy on fertilizer and other farm inputs, 100% tariff on imported rice, 10% surcharge on imported rice to be ploughed back into development of local rice industry, and government approval of the sum of N1 billion for the multiplication of NERICA rice seed.

Recommendations of the conference were for: (i) The Federal government to support RIFAN with backing legislation to the tune of 5% of the Federal budget, (ii) The Federal Government to ensure that state governments comply with the recommendations of the Presidential Initiative on Increased Rice Production, Processing and Export; (iii) Rice processed by RIFAN millers and members not to be sold in basins but packaged in bags of 2kg, 5kg, 10kg, 25kg, 50kg, and (iv) The legislation on Agricultural Development Fund to be hastened.