AGRIBUSINESS AND TRADE PROMOTION (USAID ATP)

In fulfillment of the following deliverable under task 3.2.5:

One large, regional-level business forum to build relations among trading partners.

Contract/ Project No.: EDH-1-00-00005-08

Submitted to: Danielle Knueppel, COR
Agribusiness and Trade Promotion Project
USAID/WA
Accra, Ghana

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In collaboration with:
ACDI/VOCA
CARANA Corporation

BUSINESS FAIR AT THE FOOD ACROSS BORDERS CONFERENCE

AGRIBUSINESS AND TRADE PROMOTION (USAID ATP) PROJECT

March 2013

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1. INTRODUCTION

The Food Across Borders conference provided the opportunity to hold a large, regional level business forum to build relations among trading partners. The conference opened on January 28, 2013 with a welcome cocktail and the inauguration of a Business Fair at which over 30 actors involved in regional trade displayed their products and services. The business fair continued throughout the ensuing three days of the conference. There was overall enthusiastic participation throughout the event.

1.1 THE CONFERENCE

Between January 29 and 31, 2013, USAID's Agribusiness and Trade Promotion (ATP) and Expanded Agribusiness and Trade Promotion (E-ATP) projects supported the Economic Community of West African States (ECOWAS) in hosting a regional conference entitled "Food across Borders: Improving Food Security through Regional Trade in West Africa." This conference provided an opportunity to argue for the need to increase regional trade to enhance food security.

FIGURE 1--THE CONFERENCE WAS ATTENDED BY OVER 250 PARTICIPANTS

FIGURE 2-US AMBASSADOR GENE CRETZ PROVIDES AN OPENING ADDRESS AT THE CONFERENCE

The purpose of the regional Food Across Borders conference was to raise awareness about the key strategic role that regional trade plays in averting food security crises. The conference served to highlight current constraints to regional trade, assess solutions, and find consensus between the public and private sectors on the way forward. The conference brought together public and private sector actors and was attended by over 250 participants.

FIGURE 3-CONFERENCE PARTICIPANTS GREET ONE ANOTHER OUTSIDE THE BUSINESS FAIR

The conference provided a venue for private sector associations engaged in staple commodity trade to highlight their businesses and deepen contacts with potential suppliers and buyers.

1.2 THE BUSINESS FAIR

The Business Fair opened the conference, allowing private sector participants to present their businesses and deepen contacts within their value chains. The day prior to the conference was devoted to conference registration, the opening of the business fair in the afternoon, and a welcome cocktail party in the evening. The business fair, which was ongoing for the following three days, featured the 31 organizations listed in Annex 1.

FIGURE 4-LISTENING TO WORDS OF WELCOME AT THE INAUGURATION OF THE BUSINESS FAIR

The Business Fair was not intended to be a trade show open to the general public. Rather, it was meant to provide a venue for actors involved in regional trade to expose their goods and services and make contacts with other organizations involved in regional trade. The focus was less on deal-making, and more on information-exchange and the establishment of contacts for future endeavors.

Exhibitors shared in the cost of the event, renting space in the display area. The participants to the Business Fair were asked to pay for the space according to a simple schedule of $50 for a table, $200 for a small booth (2m x 3 m) and $300 for a large booth (3m x 3m). This fee was waived for some of ATP's more traditional partners who would not be able to participate if required to pay. A total of $ 1,550 was collected which was transferred to USAID. Clearly, the objective of this business fair was neither to make money nor result in one-off business transactions.

The Business Fair took place in the Assante Hall of Alisa Hotel. The lay out was as follows:

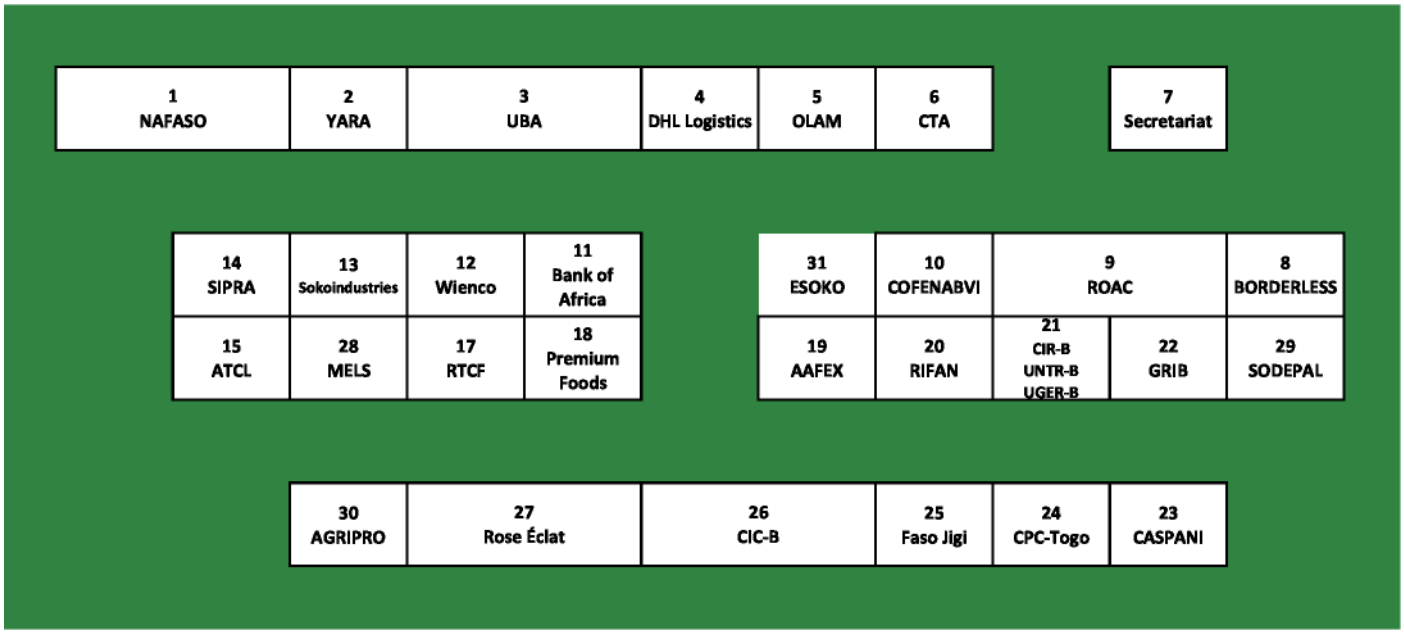

FIGURE 5-BURKINA FASO'S SODEPAL'S DISPLAY

1.2.1 FEEDBACK ON BUSINESS FAIR

As a platform for information-exchange, the business fair was a success. Overall, conference participants appreciated the event. In the evaluation of the conference, a total of 95 participants provided a rating on the Business Fair, and of those, 81 percent were reasonably to very satisfied. Holding the business fair in proximity to the coffee/tea break area maximized the networking opportunities. Responding to the question of what the most valuable and meaningful part of the conference was, one

respondent wrote: "the coffee breaks that allowed us to make some acquaintances and the business fair."

FIGURE 6-AMADOU OUSMANE, PRESIDENT OF CASPANI, INFORMS DR. HENRI JOSSERAND

This is in contrast to one respondent who wrote "the business fair was not organized well; we wanted to go out of the hotel to create awareness about our products." In this case, the participant expected the Business Fair to be akin to a trade fair open to the general public, which this business fair never purported to be.

A respondent suggested that the "business fair was supposed to last all day." This apparent frustration with the time allocated was echoed by some exhibitors who felt that there had been insufficient time to explain their products to the participants. One exhibitor felt frustrated at not being able to attend one of the side events while manning the booth on the afternoon of day 2.

Reviews by the exhibitors themselves were generally favorable. Most felt that the business fair provided a good opportunity to communicate with many people and establish networks. At least two cereal traders met potential suppliers of cereals, while another trader met potential suppliers of fruits, tomatoes and onions.

FIGURE 7-PARTICIPANT LEAVING THE BUSINESS FAIR AREA

ANNEX 1: BUSINESS FAIR DIRECTORY

AAFEX (ASSOCIATION AFRIQUE AGRO-EXPORT) (STAND 19)

BP 45028 - DAKAR, Sénégal
(221) 33 867 94 80
se@aafex.com; www.aafex.com
Contact person/personne à contacter: El Hadj A. DIACK, eadiack@aafex.com
Location/localisaon: Sénégal, Mali, Côte d'Ivoire, Burkina Faso, Ghana, Bénin, Togo, Nigéria, Mauritanie, Guinée, Niger.

Company Profile: AAFEX is an association of over 80 food and commodity export companies from 16 African countries (Benin, Burkina Faso, Cameroon, Comoros, Côte d'Ivoire, Gabon, Gambia, Ghana, Guinea, Madagascar, Malawi, Mali, Niger, Senegal and Togo).

Profil de l'Organisation: AAFEX est une association de plus 80 entreprises africaines originaires de 16 pays d'Afrique (Bénin, Burkina Faso, Cameroun, Comores, Côte d'Ivoire, Gabon, Gambie, Ghana, Guinée Conakry, Madagascar, Malawi, Mali, Niger, Ouganda, Sénégal et Togo).

AGRIPRO INTERNATIONAL (STAND 30)

20 Koi Street, Ako-adjei Park, OSU, Accra, 0000 Accra, Ghana
hp//www. buzzed ison.com
Contact person/personne à contacter: Edison Gbenga Ade, +233 263118965, buzzedison@gmail.com Location/localisation: Ghana

Company Profile: AGRIPRO is a consulting firm for the agribusiness industry in Africa and connects investors with agribusiness entrepreneurs. Its mission is to increase the capacity, productivity and profitability of agribusiness entrepreneurs and link them with investors.

Profil de l'Organisation: AGRIPRO est un cabinet de conseil pour l'industrie agro-alimentaire en Afrique et met en relation les investisseurs agro-industriels et les entrepreneurs. Sa mission est d'accroître la capacité, la productivité et la rentabilité des entrepreneurs agro-alimentaire en les liants avec des investisseurs.

ASSOCIATION DES TRANSFORMATEURS DE CEREALES LOCALES (ATCL) (STAND 15)

10, rue Escarfait x rue Moussé Diop – Dakar, Sénégal
(221) 33 842 94 17, (221) 823 06 54
atcl2006@orange.sn - kumba@orange.sn; kumbasn@gmail.com
Contact person/personne à contacter: Mme Deme–Diagne Aissatou, President; Mme Diop Awa Diagne, Permanent Secretary /Secrétaire permanente Location/Localisation: Dakar, Sénégal

Company profile: ATCL's mission is to solve marketing and processing problems in local cereal value chains to improve food security, fight poverty, and create jobs, especially for women. Its members now provide the bulk of locally-processed cereals sold in Senegal.

Profil de l'Organisation: La mission d'ATCL est de résoudre les problèmes de transformation et
de commercialisation des céréales locales pour améliorer la sécurité alimentaire, de lutter contre la pauvreté par la création d'emplois, en particulier pour les femmes. Elle assume aujourd'hui l'essentiel de la transformation des céréales locales vendue au Sénégal.

BANK OF AFRICA GHANA LIMITED (STAND 11)

C131/3 Farrar Avenue, Adabraka, P. O. Box C1541, Cantonments, Accra, Ghana
www.boaghana.com
Contact person/personne à contacter: Kofi Fumey
Location/localisation: Benin, Burkina Faso, Burundi, Democratic Republic Of Congo, Djibouti, Ghana, Ivory Coast, Kenya, Madagascar, Mali, Niger, Senegal, Tanzania and Uganda

Company Profile: BOA-GHANA is a commercial bank, offering financial products and services in the retail, SME and corporate banking sectors. The BOA Group owns three leasing companies, a housing finance company, a stock brokerage, two investment companies and an IT subsidiary.

Profil de l'Organisation: BOA-GHANA est une banque commerciale qui offre une large gamme de produits et services financiers aux secteurs de détail, PME et Corporate Banking. Le Groupe BOA possède trois sociétés de crédit-bail, une société de financement au logement, une société de courtage et d'actions, deux sociétés d'investissement et une filiale technologies de l'information.

BORDERLESS ALLIANCE (STAND 8)

Jubilee House, Osu, Accra (233) 302 773 393
info@borderlesswa.com www.borderlesswa.com

Contact person/personne à contacter: Suzanne Ngo-Eyok, sngoeyok@watradehub.com Location/localisation: Accra, Ghana

Company Profile: Created by a group of private sector stakeholders, the Borderless Alliance aims to increase trade in West Africa by advocating for the harmonization of trade rules and creating an environment that reduces theme and costs of conducting business in the region.

Profil de l'Organisation: Créée par un groupe d'intervenants du secteur privé, l'Alliance Borderless vise à accroître les échanges commerciaux en Afrique occidentale en préconisant l'harmonisation des règles de commerce, et la réduction des retards et des coûts de réalisation des affaires.

CONSEIL POUR L'ACTION ET LA SOLIDARITE PAYSANNES AU NIGER (CASPANI-YARDA) (STAND 23)

BP 899 Niamey/Niger
(227) 96228573, (227) 94245257
caspani.op@gmail.com
www.caspani.op
Contact person/personne à contacter: Amadou Ousmane dit Belko, belkobarry5@gmail.com
Location/localisation: Niamey, Niger

Company Profile: Caspani is an umbrella organization that groups Niger's farmer organizations. Its objective is the organization and implementation of economic, commercial, social and cultural activities for its members.

Profil de l'Organisation: Caspani est une organisation paysanne faitère du Niger dont un des objectifs est l'organisation et la mise en œuvre des activités économiques, commerciales, sociales et culturelles de ses membres.

COMITE INTERPROFESSIONNEL DES CEREALES DU BURKINA FASO (CIC-B) (STAND 26)

11 BP 1837 CMS Ouagadougou 11, Burkina-Faso
(226) 5034 0634 / Fax (226) 5034 0634
Contact person/personne à contacter: M. Soumalia SANOU, Président, cicb@fasonet.bf
Location/localisation: Burkina Faso

Company Profile: CIC-B is an inter-professional committee of the cereal and cowpea sectors in Burkina Faso. It includes producers, traders, transporters, processors and private companies. CIC-B seeks to remove the obstacles to development of the cereal and cowpea sectors.

Profil de l'Organisation: Le CIC-B est un comité interprofessionnel des filières céréales et niébé du Burkina-Faso. Ses membres sont des producteurs, des commerçants, des transporteurs, des transformateurs et des sociétés privées d'intrants et d'équipements agricoles. Le CIC-B vise à éliminer les obstacles au développement des secteurs des céréales et du niébé.

COMITE INTERPROFESSIONNEL DU RIZ DU BURKINA (CIRB) (STAND 21)

BP 2442 Bobo Dioulasso porte no. 6570 boulevard de l'Indépendance (226) 20 98 63 90 cirb01@yahoo.fr; www.cir-b.com

Contact person/personne à contacter: Berthe Lancina, cirb01@yahoo.fr
Locaon/localisation: Bobo Dioulasso, Burkina Faso

Company Profile: CIR-B provides a framework for cooperation among stakeholders in the rice sector, including producers, processors, traders (rice, inputs and equipment) and transporters. Its main objective is the economic and social development of its members.

Profil de l'Organisation: CIR-B est un cadre de concertation des acteurs de la filière riz que sont les producteurs, les transformateurs, les commerçants (riz, intrants, matériel) et les transporteurs. L'objectif principal du CIR-B est de contribuer au développement économique et l'environnement social de riz au Burkina Faso.

CONFEDERATION DES FEDERATIONS NATIONALES DE LA FILIERE BETAIL/VIANDE DES PAYS DE L'AFRIQUE DE L'OUEST (STAND 10)

08 BP 38 Abidjan 08, Côte d'Ivoire
(225) 22 44 42 42, (225) 22 4417 35 / Burkina (226) 78 88 36 62, (226) 70 63 36 52
Contact person/personne à contacter: Mamadou BAMBA, Secrétaire Général Adjoint, apuma_ci@yahoo.fr

Company Profile: COFENABVI AO links African livestock and meat professionals with the rest of the world. It provides technical, scientific, and intellectual support for actions initiated by structures and organizations seeking the development of the livestock sector in West Africa.

Profil de l'Organisation: COFENABVI AO met en relation les professionnels africains des filières bétail et viande avec le reste du monde. Il apporte son appui technique, scientifique et intellectuel aux actions initiées par d'autres structures et organismes visant le même objectif.

CENTRALE DES PRODUCTEURS DE CEREALES DU TOGO (CPC TOGO) (STAND 24)

BP 20043 - Lomé , Siège Social à Tsévié
(228) 22431165, (228) 90114452, (228) 90051708
cpctog@yahoo.fr
Contact person/personne à contacter: Yakouba NAGNANGO, nagnango@yahoo.fr
Location/Localisation: Togo

Company Profile: CPC Togo is a national cooperative of cereal producers. It builds its members' capacity to improve production via the introduction of new technologies. It provides third-party representation for members. It chairs the CIC-T and is a member of WAGN, CTOP and ROPPA.

Profil de l'Organisation: CPC Togo est une coopérative nationale des producteurs de céréales. Elle renforce les capacités de ses membres à améliorer la production par l'introduction de nouvelles technologies. Il fournit des tierces représentations pour ses membres. Elle préside le CIC-T et est un membre du ROAC, CTOP et le ROPPA.

TECHNICAL CENTRE FOR AGRICULTURAL AND RURAL COOPERATION ACP-EU (CTA) (STAND 6)

Agro Business Park 2 - NL - 6708 PW WAGENINGEN, Pays-Bas (31) 317 467 100
cta@cta.int; www. cta . int/
Contact Person/personne à contacter: Vincent Fautrel, fautrel@cta.int

Company Profile: CTA is a joint international intuition of the African, Caribbean and Pacific (ACP) Group of States and the European Union (EU). Its mission is to advance food and nutritional security, increase prosperity and encourage sound natural resource management.

Profil de l'Organisation: Le CTA est une institution internationale conjointe des Pays ACP (Afrique, Caraïbes et Pacifique) et de l'Union Européenne (UE). Sa mission est de promouvoir la sécurité alimentaire et nutritionnelle, d'accroître la prospérité et d'encourager une saine gestion des ressources naturelles dans les pays ACP.

DHL GLOBAL FORWARDING (STAND 4)

No. 53, Patrice Lumumba Road, Airport Residential Area
PO Box DTD 36 Accra-Cantonments
Contact person/Personne à contacter: Seynabou.Seye@dhl.com; Alfred.AChiampong@dhl.com; Ruben.Ackah@dhl.com
Location/Localisation: Angola, Cameroon, Congo-Brazzaville; Cote d'Ivoire; Democratic Republic of Congo; Gabon; Ghana; Nigeria; Senegal; Mali; Niger; Benin; Togo; Guinea; Liberia; Sierra Leone; Gambia; Mauritania; Guinea Bissau; Equatorial Guinea; Central African Republic.

Company Profile: DHL Global Forwarding (DGF) is a business unit of DHL Logistics Ghana specializing in airfreight, ocean freight and project logistics. DGF is committed to providing effective logistics solutions to companies and governments across all sectors of the economy.

Profil de l'Organisation: DHL Global Forwarding (DGF) est une filière de DHL Logistics Ghana spécialisée dans le fret aérien et maritime et la logistique. Elle fournit des solutions logistiques efficaces aux entreprises et aux gouvernements dans tous les secteurs de l'économie

FASO JIGI/PACCEM (STAND 25)

Immeuble BDM SA; BP 351 Ségou, MALI (223) 21 32 11 77
fasojigi_paccem@orangemali.net
Contact person/personne à contacter: Bou bacar SOU MARE, Secrétaire Exécutif, boubasouma2003 @yahoo. fr, (223) 65 85 92 17 / (223) 79 31 85 77
Location: Ségou, Mali

Company Profile: Faso Jigi /PACCEM is a union of agricultural cooperatives that sells the surplus grain of its members. The organization markets rice, millet, sorghum, maize and onions (shallots). It is made up of 140 cooperatives with a total of 5,600 members.

Profil de l'Organisation: Faso Jigi/PACCEM est une union de coopératives agricole qui commercialise les excédents céréaliers de ses membres. Les produits que l'organisation commercialise sont le riz, le mil, le sorgho, le maïs et l'oignon (échalote). Elle compte 5 600 membres et 140 coopératives.

GHANA RICE INTER-PROFESSIONAL BODY (STAND 22)

grib@vodafone.com.gh
Contact person/personne à contacter: Imoro Amoro (President), Paa Kwesi Forson
paakwesipk@yahoo.fr

Company Profile: The Ghana Rice Inter-professional Body seeks to build a competitive local rice sector in Ghana. Its mission is to drive the growth of the local rice sector by building the technical and managerial capacity of its members and by improving the policy environment.

Profil de l'Organisation: Le *Ghana Rice Inter-professional Body* cherche à construire un secteur du riz local concurrentiel au Ghana. Sa mission est de stimuler la croissance du secteur du riz local par le renforcement des capacités techniques et de gestion de ses membres, et par l'amélioration de l'environnement politique.

MEUNERIE ET EMBALLAGE DE LEGUMES SECS (MELS) (STAND 28)

01 BP867 Ouagadougou 01
Hamidou OUEDRAOGO - Directeur Général / hamleba@hotmail.com (226) 50 41 21 02 / Fax (226) 50 35 57 24 / Mobile (226) 70 21 01 41 Contact person/personne à contacter: mels@fasone.bf
Location/localisation: Ouagadougou, Burkina Faso

Company Profile: MELS is an industrial enterprise that processes maize into flour and fine semolina. The company has the capacity to process 30 MT of maize per day.

Profil de l'Organisation: MELS est une entreprise industrielle de transformation de maïs en farine et semoule fine avec une capacité de 30t de maïs par jour.

NEEMA AGRICOLE DU FASO (NAFASO) (STAND 1)

01 BP 3240 Bobo-Dioulasso 01, BURKINA FASO
(226) 70-31-84-25, (226) 20-98-00-65
nafaso@yahoo.fr; www.nafaso-burkina.com
Contact person/personne à contacter: Abdoulaye Sawadogo ; nafaso@fasonet.bf
Location/localisation: Bobo-Dioulasso, Burkina Faso

Company Profile: NAFASO is a seed company that produces and markets improved seeds (maize, rice, cow-pea, potato, onion and sorghum).

Profil de l'Organisation : NAFASO est une société semencière qui produit et commercialise des semences améliorées (maïs, riz, niébé, pomme de terre, oignon, sorgho).

OLAM GHANA LTD (STAND 5)

17 Dadeban Road, North Industrial Area, PO box GP 1847, Accra
Contact person/personne à contacter: Rohit Raj, Rohit@olamnet.com, www.olamonline.com Location/localisation: Burkina, Senegal, Ghana, Cote d'Ivoire, Togo, Benin, Nigeria, Guinée, Gambie, Libéria

Company Profile: Olam is a global leader in the supply chain management of agricultural products and food ingredients. Olam is currently in 15 in West African countries with sourcing, processing and marketing operations covering a wide range of products (rice, wheat, others).

Profil de l'Organisation : Olam est un des leaders mondiaux dans la gestion de la chaîne d'approvisionnement des produits agricoles et des denrées alimentaires. Olam est présent dans 15 pays d'Afrique de l'Ouest ou elle participe à l'approvisionnement, la transformation et la commercialisation d'une large gamme de produits.

PREMIUM FOOD LIMITED (PLF) (STAND 18)

P. O Box KS 5452 Kumasi. On the Kumasi to Lake Bosumtwi Road
Contact person/Personne à contacter: Tom Gambrah, tgambrah@premiumfoods.com tgambrah@yahoo.com; Gladys Sampson, gsampson@premiumfoodsgh.com
Location/localisation: Kumasi, Ghana

Company Profile: PFL has commercial operations in food processing, grain management, capacity building and R&D. PLF Mills produces maize grits for brewers, maize meal and a fortified corn-soya blend. Its modern mill processes 5 tons of maize per hour.

Profil de l'Organisation : PFL a des activités commerciales dans la transformation des aliments, la gestion des céréales, le renforcement des capacités et la recherche et développement. PLF produit du gruau de maïs pour les brasseries, de la farine de maïs et du mélange fortifié maïs-soja. Son usine moderne traite 5 tonnes de maïs par heure.

RESEAU DES TRANSFORMATRICES DE CEREALES DU BURKINA-FASO – RTCF (STAND 17)

01 BP 6129 Ouagadougou, Burkina-faso
(226) 50 34 11 39
rtcf.pres@gmail.com; www. rtcf. biz
Contact person/personne à contacter: Guielbéogo Tassembédo Asséta, rtcf.pres@gmail.com Location/localisation: Ouagadougou, Burkina Faso

Company Profile: The Network of Grain Processors Faso (RTCF) is an association created in 2005 with the support of the NGO APROSSA, Afrique Verte in Burkina Faso. Its objective is to defend the material and moral interests of its members.

Profil de l'Organisation : Le Réseau des Transformatrices de Céréales du Faso est une association créée en 2005 par les transformatrices encadrées par APROSSA, Afrique Verte Burkina. Son objectif est de défendre les intérêts matériels et moraux de ses membres.

RICE FARMERS ASSOCIATION OF NIGERIA (RIFAN) (STAND 20)

Suite 5&6 Wodi Shopping Complex Gwagwalada Abuja Nigeria.
rifan002abuja@gmail.com
Contact person/personne à contacter: Alh Abubakar K. Wodi, National President, Abubakar Garba Umar, agumar01@yahoo.com
Location/localisation: Nigeria

Company Profile: RIFAN organizes rice producers, traders and processors in Nigeria, and has members in all 36 states. RIFAN has designed a work plan to boost rice production,

processing and marketing. RIFAN partners with organizations such as ADB, BIBA, USAID, WARDA, JICA, etc.

Profil de l'Organisation : RIFAN organise les producteurs de riz, les commerçants et les transformateurs du Nigéria; elle a des membres dans tous les 36 états du Nigéria. RIFAN a conçu un plan de travail pour stimuler la production de riz, de sa transformation à sa commercialisation. RIFAN travaille avec des organisations telles que la BAD, BIBA, l'USAID, l'ADRAO, la JICA, etc.

FEDERATION DES UNIONS DE PRODUCTEURS DU BENIN (FUPRO) (STAND 9)

B.P. 372 Bohicon BEN IN
(229) 22 51 07 00/ Fax (229) 22 51 09 46 infos@fupro.org / fuproben @yahoo.fr
www.fupro.org
Location/localisation: Benin

Company Profile: FUPRO-BENIN is the umbrella organization of farmers' organizations in Benin. It is the interface between farmers and the community of development partners; and between the farmers and the state. It represents and defends the interests of farmers.

Profil de l'Organisation : La FUPRO-BENIN est la structure faitière des organisations paysannes du Bénin. Elle est l'interface entre les producteurs agricoles et la communauté des partenaires au développement et l'Etat. Elle défend les intérêts de ses membres.

ETS. VELEGADA B. MAMOUNATA (WAG N/ROAC STAND 9)

02 BP 5751 Ouagadougou 02
+226 5033 2930, Fax +226 5030 4701
hp//www. bm-velegda.com
Contact person/personne a contacter: courrier@bm-velegda.com / b.mamounata@lipnfor.bf Location: Burkina Faso

Company Profile: VELEGDA is the number one exporter of shea kernel, shea butter, sesame and cashew nuts in Burkina Faso. With a capital of FCFA 500 million and a turnover of 2.6 billion (2003), VELEGDA is effectively distributing products throughout West Africa and the world.

Profil de l'Organisation : VELEGDA est le premier exportateur d'amande et de beurre de karité, de sésame et de noix de cajou au Burkina Faso. Avec un capital de FCFA 500 millions et un chiffre d'affaires de 2,6 milliards (2003), VELEGDA exporte en Afrique de l'Ouest et dans le monde entier.

ROSE ÉCLAT (STAND 27)

01 BP 3321 Ouagadougou 01/121, rue 17.25 Secteur 17(Cissin), Ouagadougou, Burkina-Faso (226) 70 24 94 10 / 50 43 22 36/ 50 36 57 29
www.roseclat.com
Contact person: M me TOU RE-BARRY Rosemonde, rose_eclat@yahoo.fr
Location/localisation: Ouagadougou, Burkina Faso

Company Profile: Rose Éclat is a fruit and vegetable processing company. Dried mangoes are its main product, but they also dry other fruits and vegetables. Rose Éclat is an organic and natural processor. Its production capacity is 20-25 MT/year. It exports to WAEMU and the EU.

Profil de l'Organisation : Rose Éclat est une entreprise de séchage de fruits & légumes. La mangue séchée demeure le produit phare de Rose Éclat. Rose Éclat a opté pour une transformation biologique et naturelle de ses produits et a une capacité de production de 20 à 25 tonnes par campagne. Rose Éclat exporte vers les pays de l'UEMOA et de l'Union Européenne.

SOCIETE IVOIRIENNE DES PRODUCTIONS ANIMALES (SIPRA – IVOGRAIN) (STAND 14)

04 BP 1664 Abidjan 04- République de Côte d'Ivoire/ Yopougon zone industrielle Cote d'Ivoire-. (225) 23 53 00 53/ 23 53 00 55
sipra@aviso.ci www. sipra .ci
Contact person/personne à contacter: M. Serge Touré (225) 47 49 42 43, sergetoure@sipra.ci Location/localisation : Abidjan

Company Profile: SIPRA is the first modern (ISO 9002 certified), integrated poultry company in West Africa. SIPRA produces day-old chicks, manufactures animal feed (poultry, rabbit, fish, pork and beef) and has a modern poultry slaughterhouse.

Profil de l'Organisation : Première entreprise Ouest Africaine intégrée dans l'aviculture moderne et certifiée ISO 9002. SIPRA produit des poussins d'un jour, de poulet de chairs et pondeuses. SIPRA fabrique des aliments pour bétail (volaille, lapin, poisson, porc, bovin) et possède un abattoir moderne de volaille.

SOCIETE D'EXPLOITATION DES PRODUITS ALIMENTAIRES (SODEPAL) (STAND 29)

01 BP 1749 Ouagadougou 01, Burkina Faso (226) 50 36 80 41 / Mob (226) 70 23 11 56
sodepal1@fasonet.bf / sodepal@cenatrin.bf www.sodepalsa.com www.fiab.bf
Contact person/personne à contacter: Mme Simone Zoundi, Présidente Directrice Générale SODEPAL-SA

Company Profile: SODEPAL is a company specialized in the development enriched products for children and infants, such as flour and biscuits. It attempts to encourage local production by sourcing its raw materials locally in Burkina Faso.

Profil de l'Organisation : SODEPAL est une entreprise spécialisée dans la valorisation des ressources locales, la fabrication de farines infantiles enrichies et la biscuiterie.

SOCIÉTÉ KOAMA INDUSTRIES (SOKINDUSTRIES) (STAND 13)

Secteur 30, Ouagadougou, Burkina Faso
(226) 50 37 91 16/76 21 34 28/ 78 63 38 34
sokindustries@fasonet.bf / yackoune@cglobal.net
hp//www.sokindustries.bf
Contact person/personne à contacter Mr Abdoulaye Koama / abdoulk@fasonet.bf

Company Profile: Société Koama Industries (Sokindustries) specializes in the processing of paddy rice (drying, shelling and polishing) and is a producer/miller of maize semolina and couscous. Sokindustries has a production capacity of 33 MT per day.

Profil de l'Organisation : Société Koama Industries est une société industrielle spécialisée dans la transformation du riz paddy en riz blanc (décorticage, étuvage) et du maïs en semoule et coucous. La capacité de transformation est de 33T/ jour.

UNITED BANK FOR AFRICA (GHANA) LIMITED (UBA) (STAND 3)

PMB 29, Ministries, Heritage Towers, Accra, GHANA
Cynthia.eryuo@ubagroup.com; eli.muzzu@ubagroup.com
www.ubagroup.com
Contact person/personne à contacter: Catherine Alloh, Legal Dept, UBA Ghana
Location/localisation: Ghana, Burkina Faso, Cote D'Ivoire, Benin, Senegal, Sierra Leone, Liberia, Nigeria, Kenya, Uganda, Congo DRC, Congo Brazza, Tanzania, Zambia, Chad and Cameroun.

Company Profile: United Bank for Africa (UBA) is one of Africa's leading financial institutions offering banking services to more than 7.5 million customer accounts across 850 branches in 19 African countries. In Ghana, the Bank has 26 branches throughout the country.

Profil de l'Organisation : United Bank for Africa (U BA) est l'une des plus importantes institutions financières africaines offrant des services bancaires à plus de 7,5 millions de comptes clients à travers 850 agences dans 19 pays africains. Au Ghana, la Banque possèdent 26 agences répares sur différentes régions du pays.

UNION DES COOPERATIVES DU VIVRIER DES SAVANES (UCOVISA) (STAND 16)

+225 36861070/ FAX + 225 36864369 / Mobile + 225 05856582/08686330
ucovisa@yahoo.fr
www.ucovisa.com
Contact person/personne à contacter: Mme Jeanne Coulibaly-Sekongo, Mr Emmanuel Sekongo sekongo. emmanuel@hotmail.fr
Location/localisation: Korhogo, Région du Poro, Côte d'Ivoire.

Company Profile: The Union of Cooperatives of Food Crops (UCOVISA) is an umbrella organization made up of cooperatives that produce and market staple food crops.

Profil de l'Organisation : L'Union des Coopératives du Vivrier (UCOVISA), est une faitière agricole qui regroupe les coopératives productrices de cultures agricoles vivrières en Côte d'Ivoire.

WIENCO GHANA LIMITED (STAND 12)

No. 14, Narku Ipan Road, Airport Residential Area
P.O Box 7593 Accra, Ghana hp//www.wienco.com
wienco@wienco.com
Contact person/personnne à contacter: William Kotey, kotey@wienco.com; Dela Hayford, dela@wienco. com
Location/localisation: Ghana

Company Profile: Wienco Ghana provides solutions to farmers and agricultural enterprises to improve the productivity of their farm operations. Wienco is working with over 50,000 small scale farmers in cocoa, maize, coon and other crops. It provides credit, inputs and training.

Profil de l'Organisation : Wienco Ghana fournit des solutions pour les agriculteurs et les entreprises agricoles afin d'améliorer la productivité de leurs exploitations agricoles. Wienco travaille avec plus de 50.000 petits agriculteurs dans le cacao, le maïs, le coton et d'autres cultures. Elle offre des crédits, des intrants et des formations.

YARA GHANA (STAND 2)

Bostal Avenue #2 , Roman Ridge, Accra / P.O.BOX5258 Accra
www.yaraghana.com
Contact person/personne à contacter: Henry Otoo-Mensah, henry.otoo-mensah@yara.com, Eric Nesta Quarshie, eric.nesta.quarsh ie@yara.com
Location/localisation: Ghana, Cote d'Ivoire + 150 pays/countries

Company Profile: Yara is a provider of specialist crop nutrition advice to farmers throughout the world and a global leading producer of ammonia, nitrates, NPK, and specialty fertilizers. Yara offers the most comprehensive range of fertilizers in the industry.

Profil de l'Organisation : Yara fournit aux agriculteurs du monde entier des conseils spécialisés dans la nutrition des cultures. Yara est aussi l'un des premiers producteurs mondial d'ammoniac, de nitrates, d'NPK et d'engrais spécialisés.

ESOKO NETWORKS (STAND 31)

PMB CT 90
Cantonments – Accra
+233 302 211611
info@esoko.com
www.esoko.com
Contact Person/Personne a contacter: Mark Davies (mark@esoko.com), Enyo Agbenu (enyo@esoko.com) Location/Localisation : 42 Ring Road, Kwame Nkrumah Circle, Accra – Ghana

Company Profile: Esoko provides an information platform for businesses and organizations to collect, manage and distribute agricultural information and profiles. By using mobile phones to collect and distribute critical agricultural information, farmers improve incomes, agribusinesses save time and money, and buyers reduce risk. Esoko can be deployed in any country in the world.

Profil de l'organisation: Esoko fournit une plateforme aux organisations et sociétés pour collecter, gérer et disséminer des informations agricoles par téléphone portable. Esoko peut être déployé partout dans le monde.