

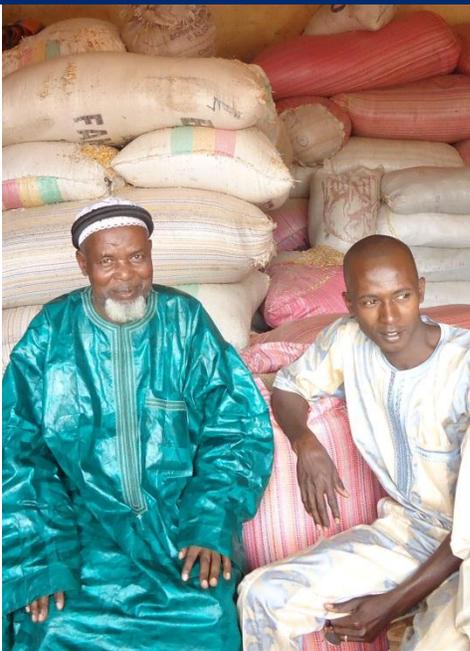


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Trade Data Study - West Africa

Cote D'Ivoire and Guinea

Expanded Agriculture Trade Promotion Project/Agriculture Trade Promotion Project
Contract Number(s): ATP – EDH-1-00-05-00005-00-08 and E-ATP-EDH-1-00-05-00005-00-11



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Trade Data Study - West Africa; Cote D'Ivoire and Guinea

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Acronyms

E/ATP	Expanded Agricultural Trade Promotion Project and Agricultural Trade Promotion Project
FAO	Food and Agriculture Organisation
CILSS	<i>Comité permanent Inter-Etats de Lutte contre la Sécheresse dans le Sahel</i>
GOCI	Government of Cote D'Ivoire
RdP	<i>Riz du Pays</i>
IPRAVI	<i>Association Interprofessionnelle Avicole Ivoirienne</i>
OCPV	<i>Office de la Commercialisation des produits Vivriers</i>
SIPRA	<i>Société Ivoirienne de Productions Animales</i>
SODEPA	<i>Société de Développement des Production des Animales</i>
UEMOA	Economic Community of West African States
USAID	United States Agency for International Development

1 Executive Summary

Over the past four years, the Agribusiness and Trade Promotion (ATP) project and Expanded ATP project have helped promote West African regional trade in basic food commodities through the implementation of various activities in i) direct trade facilitation, ii) capacity building of professional associations, iii) value chain productivity, iv) market information systems and trade flow data collection, v) reductions in road harassment, vi) access to finance, and vii) policy reform. The E/ATP projects are meant to work in accordance to and for the promotion of food security through improved trade that both ECOWAS and UEMOA fully support.

The aims of the UEMOA Agricultural Policy are to: “help sustainably meet the food needs of their populations, encourage the economic and social development of member states and contribute to poverty reduction by: a) achieving food security for the Union through the improved functioning of the agricultural market; b) improving the living conditions of farmers through the development of the rural economy and through improved income and social status” (PAU Summit of Heads of State and Government of UEMOA member countries, December 2001);

The aims of the ECOWAS Regional Agricultural Policy (ECOWAP/CAADP), are to “guarantee food security and safe food for West Africa’s rural and urban populations through initiatives to attain food sovereignty for the region; reduce the reliance on imports by prioritizing food production and food processing through the leveraging and exploiting of the region’s comparative advantages”. (ECOWAS Summit of Heads of State and Government, January 2005);

Data collection on trade flows (point iv) above), focused on livestock, onions, coarse grains (millet, sorghum, maize) rice, and poultry along trade corridors linking Benin, Burkina Faso, Côte d’Ivoire, Ghana, Mali, Niger, Nigeria, Senegal, and Togo. It was undertaken through 11 partner organizations with knowledge and experience in the trade of these commodities, via the financial and methodological support from the Project, including oversight, data validation and assistance with publication.

In order to prepare for the follow-on to the above data collection effort and to assess the appropriateness (i.e. number and location of data collection points, method of data collection and reliability) of data currently being collected under the project; E/ATP conducted a discrete, data collection effort during the months of October – November 2012 in 13 West African Countries. This included nearly all of the data collection points covered under the current effort, but also covered several additional markets and countries in which data collection is not currently underway. This data collection effort was focused on a select set of commodities: maize, rice, millet, sorghum, cattle, sheep and goats.

This report is the summary of the data collection efforts in Cote D’Ivoire and Guinea over a 26 day period in October and November 2012. The data collection in these two countries was led by Eddie Keturakis of Abt Associates and with the assistance of Daouda Diomande in Cote D’Ivoire and Ousmane Kande in Guinea. They collected data from 21 major markets in both Cote D’Ivoire and Guinea by conducting over 60 semi-structured interviews with key informants, mostly traders operating out of these markets, and focus groups.

The key informants were typically identified on the day of the interview. Those traders selected were those that were clearly trading in one or more of the targeted commodities of this study and were also available and willing to participate in a 30-40 minute interview. During each of the semi-structured interviews, we obtained information regarding the following subject areas:

1. Origin of Production (types of suppliers and geographic location)
2. Buyers of Product (types and geographic location)
3. Volumes of Trade (per trader and within the market) and Seasonality of Trade
4. Storage
5. Prices (when available or considered somehow significant, but not a part of the original structured interview format)
6. Transport
7. Trends in Trade (Past/Future)

The actual interviews are catalogued in Annexes I and II. The information in these annexes represents nearly the all of the information obtained during each interview. The information obtained during the interviews was used to extrapolate the volumes of annual trade in each of these markets. These estimates, and the manner in which they were derived, is explicit in the notes for each interview.

Not all key informants were able to provide relevant information for each of these categories of information. For example, one of the major objectives of the data collection effort was to provide overall numbers for the volume of trade in the key commodities from each market visited and within each market corridor, especially those corridors that crossed international boundaries. Very few key informants, however, could readily provide such data or even estimates of such data. In fact, many were scarcely able to estimate the total volumes of trade that they themselves conducted over the course of the prior year. And, as it was not within the scope of this study to systematically collect data from every trader in each of these markets, we were thus compelled to use pieces of information from each key informant to make inferences of the volumes of trade in any one market or market corridor. In most cases this data represents estimates that give the orders of magnitude of trade in most markets, but cannot be said to represent fully accurate estimates of trade in these commodities per market or market corridor.

This data is therefore useful in determining major versus minor market corridors and will be very helpful in informing the structure of the future data collection efforts to be led by CILSS as a follow on to the E/ATP project. It is also useful as a comparison, in terms of orders of magnitude, to the data collected by E/ATP in select market corridors in West Africa and as compared to the data collected by the national statistics agencies and subsequently used by multi-national organizations such as the World Bank and the FAO. This data serves to highlight any major discrepancies between these data sets.

Table 1 and Table 2 are the official figures from FAOSTAT for cereals and livestock respectively in each of the countries covered in this report. We will relate the data and information collected in this survey to this data throughout the report.

These data support, in general, what was found during the course of this survey. The following are some of the common generalities in this data and confirmed by the trade data survey of October 2012 that forms the basis of this report:

- Cote d'Ivoire and Guinea are significant producers of maize.
- Cote D'Ivoire and Guinea are significant producers of rice, but Guinea has a much higher per capita production of rice than Cote D'Ivoire.
- Both Guinea and Cote D'Ivoire also import significant quantities of milled rice.
- Cote D'Ivoire is a significant importer of livestock products, much more than Guinea.

Based on the data collected during this survey, we will attempt to provide certain insights and nuances to these and other points.

2 Note to the Reader

The source of the trade data mentioned in the following text and map figures comes from interviews with key informants in each of these countries. The raw notes from these interviews are transcribed in Annexes I and II with only minor 'cleaning' and 'reorganization'. No attempt was made to validate and modify the quantitative data by comparing it with other available data sets. The data is presented as reported to us by the key informants; although in many cases the quantities of trade noted in the study were derived from liberal extrapolations of what was told to us by the key informants during the interviews. The methods and calculations used for each extrapolation are highlighted in yellow in the notes found in Annexes I and II.

Furthermore, the interview notes in Annexes I and II contain the basis for the characterizations of each of these constraints to trade made in this document. All of the anecdotal information regarding constraints to trade came from these interviews. We did not set out to systematically analyze a pre-specified list of trade constraints. We merely recorded what was mentioned by key informants as most the important constraints during the normal course of the interviews and also what we were able to witness visually on this trip.

3 Official Statistics – Reference Data

The following tables (Table 1 and Table 2) contain data regarding the key commodities examined in this study in each of the two countries that were the subject of the study; Cote D'Ivoire and Guinea. This data came from the FAO website, www.faostat.fao.org, which claims to be the “foremost collection and reference point for statistical data on food and agriculture globally.”

Table 1. FAOSTAT Data for select cereal commodities in Cote D'Ivoire and Guinea.

Country	Item	Element	2005	2006	2007	2008	2009	2010
Côte d'Ivoire	Maize	Production (MT)	640213	638753	531940	630188	637372	641610
Côte d'Ivoire	Maize	Import Quantity (MT)	33361	5695	2986	8472	32697	16636
Côte d'Ivoire	Maize	Export Quantity (MT)	548	254	508	2292	1281	1723
Côte d'Ivoire	Millet	Production (MT)	34926	38308	37941	40795	45567	48826
Côte d'Ivoire	Millet	Import Quantity (MT)	0	3	0	0	0	0
Côte d'Ivoire	Millet	Export Quantity (MT)	62	58	60	66	108	104
Côte d'Ivoire	Rice, paddy	Production (MT)	703931	715898	606310	679969	687721	722609
Côte d'Ivoire	Rice – total (Rice milled equivalent)	Import Quantity (MT)	808205	903216	808780	762211	1121084	837920
Côte d'Ivoire	Rice – total (Rice milled equivalent)	Export Quantity (MT)	11493	6303	1084	21826	53410	13989

Country	Item	Element	2005	2006	2007	2008	2009	2010
Guinea	Maize	Production (MT)	502051	546765	595460	522695	565667	580100
Guinea	Maize	Import Quantity (MT)	184	1310	1192	7104	2621	440
Guinea	Maize	Export Quantity (MT)	0	0	0	0	0	0
Guinea	Millet	Production (MT)	260000	290000	323000	320000	221560	230700
Guinea	Millet	Import Quantity (MT)	0	0	0	0	0	0
Guinea	Millet	Export Quantity (MT)	0	0	0	0	0	0
Guinea	Rice, paddy	Production (MT)	1272420	1340310	1401590	1534090	1455930	1498960
Guinea	Rice – total (Rice milled equivalent)	Import Quantity (MT)	160828	251814	332648	339803	237601	240856
Guinea	Rice – total (Rice milled equivalent)	Export Quantity (MT)	1104	20	0	44	44	44

Table 2. FAOSTAT Data for livestock in Cote D'Ivoire and Guinea

Country	Item	element	2005	2006	2007	2008	2009	2010
Côte d'Ivoire	Cattle	Stocks (Head)	1449050	1478040	1507600	1537750	1573120	1581580
Côte d'Ivoire	Cattle	Import Quantity (Head)	96058	106669	26654	58275	50000	60000
Côte d'Ivoire	Cattle	Export Quantity (Head)	0	0	0	0	0	0
Côte d'Ivoire	Goats	Stocks (Head)	1207760	1231910	1256550	1281680	1307320	1324380
Côte d'Ivoire	Goats	Import Quantity (Head)	81585	85723	76231	80000	50000	60000
Côte d'Ivoire	Goats	Export Quantity (Head)	0	0	0	0	0	0
Côte d'Ivoire	Sheep	Stocks (Head)	1537150	1567890	1599250	1631230	1670380	1692180
Côte d'Ivoire	Sheep	Import Quantity (Head)	151515	159200	141572	86963	48485	36995
Côte d'Ivoire	Sheep	Export Quantity (Head)	0	0	0	0	0	133

Country	Item	element	2005	2006	2007	2008	2009	2010
Guinea	Cattle	Stocks (Head)	3756350	3962380	4179710	4408960	4650780	4905860
Guinea	Cattle	Import Quantity (Head)	1000	2000	5887	6000	6000	6000
Guinea	Cattle	Export Quantity (Head)	15000	15000	15000	15000	15000	15000
Guinea	Goats	Stocks (Head)	1395650	1489360	1589370	1696090	1809970	1931500
Guinea	Goats	Import Quantity (Head)	2000	701	1000	2600	2600	2600
Guinea	Goats	Export Quantity (Head)	6000	5000	5000	5000	5000	5000
Guinea	Sheep	Stocks (Head)	1168740	1246800	1330060	1418890	1513640	1614730
Guinea	Sheep	Import Quantity (Head)	0	2002	3338	7010	7000	7000
Guinea	Sheep	Export Quantity (Head)	5000	5000	5000	6000	6000	6000

4 Trade in Cote D'Ivoire

4.1 Overview of trade in Cote D'Ivoire

Of the commodities selected for the scope of this study, Cote D'Ivoire has significant trade in maize, rice and livestock. The Ivoirian population also produces and consumes sorghum and millet, but the volume of trade in these commodities is relatively small.

Cote D'Ivoire is a major producer of maize and the trade in maize is rather significant. Much of the maize is traded domestically and is destined for the poultry Industry. Cote D'Ivoire is also a significant rice producer. Much of the rice produced in Cote D'Ivoire is consumed within producers' households, although there is some trade from rural to urban areas within Cote D'Ivoire and some exports to Guinea; usually paddy rice destined for parboiling.

Cote D'Ivoire is a major importer of livestock; cattle and sheep. Mali is the primary country of origin for imported cattle and, to a lesser degree, small ruminants. This, however; is a recent trend as Burkina Faso was at one time a major importer of both cattle and small ruminants to Cote D'Ivoire and is still a significant importer of small ruminants.

Trade in sorghum and millet is limited to domestic trade from rural to urban areas in Cote D'Ivoire and some imports from Mali and Burkina Faso to major urban areas in Cote D'Ivoire.

In this study we collected data from 10 major markets by conducting over 30 interviews with key informants, mostly traders operating out of these markets, and focus groups.

4.2 Maize Trade in Cote D'Ivoire

Maize is produced extensively in Cote D'Ivoire. The FAO estimates that there is about 600,000 - 700,000 MT produced annually. The production occurs almost anywhere to the north of the cocoa production zone (a line that cuts through Daloa, Yamasosoukrou and Abengourou), but there are zones where the production is quite concentrated and they form four major market-sheds. These are: Abengourou/Agnibilekrou (mid-western portion of the country), Daloa/Vavoua (central-west) and the northern zone for which both Bouake and Korhogo are both market-sheds.

Traded maize in Cote D'Ivoire; i.e. that not consumed in the households of the producers themselves, is destined for 3 end markets: 1) the poultry industry, 2) household consumption by urban residents and non-producers, and 3) Breweries.

Figure 1. Primary maize flows in Cote D'Ivoire.

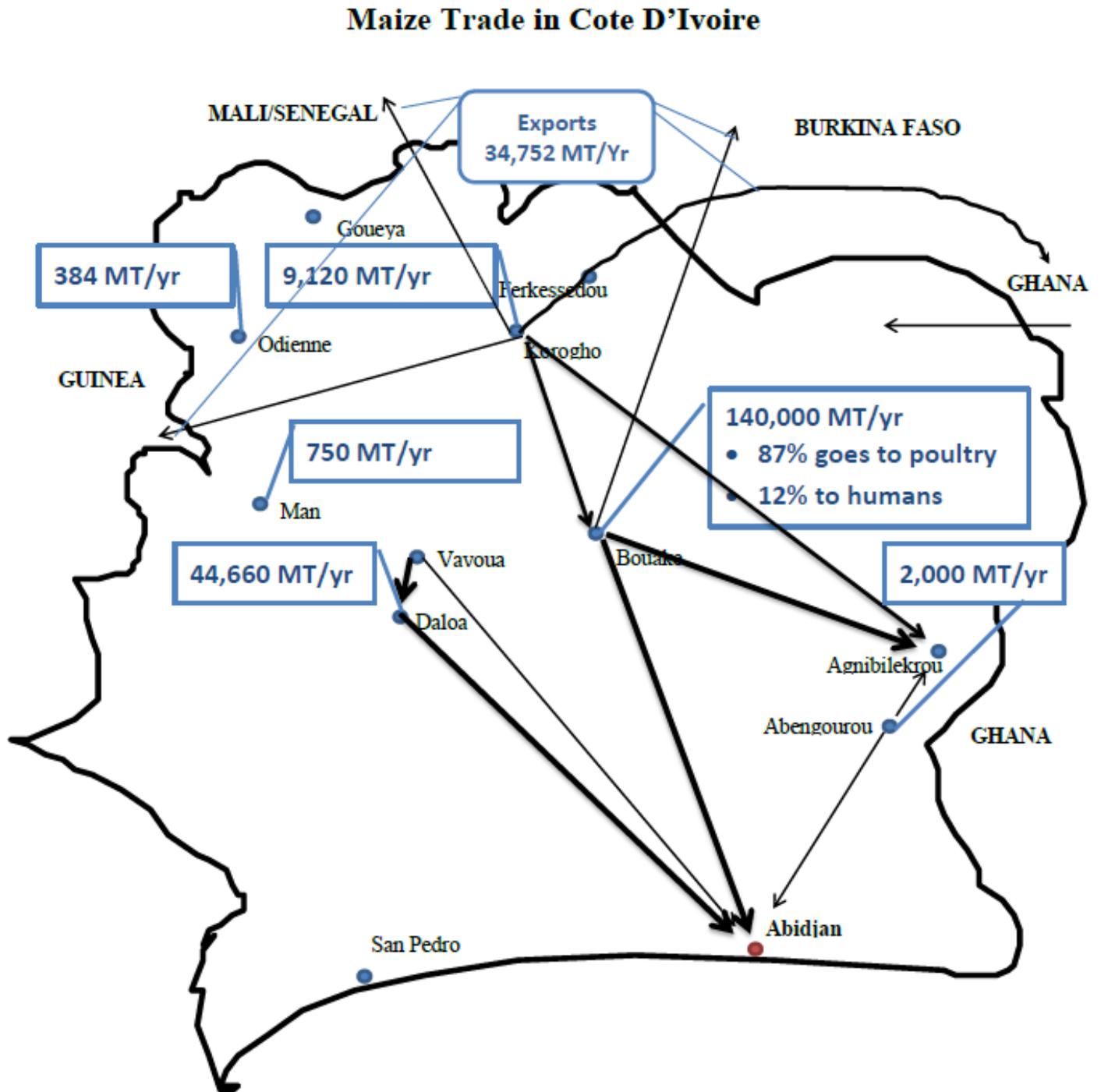


Table 1 summarizes the data collected on maize traded in Cote D'Ivoire during this survey.

Table 3. Maize trade in the major markets of Cote D'Ivoire.

Market-shed	Total Trade (MT/Yr)	Poultry Industry (MT/yr)	Household Consumption (MT/Yr)	Exports (MT/Yr)
Abengourou	2000	1750*	250* ¹	0
Bouake	140,000	96,250	13,750	30,000 (Niger and Dakar)
Korhogo	9120	? The majority goes to the poultry industry, but also to breweries.	?	Most exports go to Mali and Burkina Faso, smaller portion to Guinea.
Ouangolodougou	4752	?	?	4752 (Burkina Faso)
Odiéné	384	0	384 Some local production traded in Odiéné urban market only	0
Man	750	656*	44*	0
Daloa/Vavoua	44,660	39,077*	5583*	0
TOTALS	161,466	137,733	20,011	34,752

4.2.1 Maize Exports

The data indicate that Bouake is a major market-shed for maize and much of the traded maize in Cote D'Ivoire passes through this market. From the data it is also apparent that much of the exported maize passes through this market. The data collected in this survey indicate that exports are about 34,752 MT/Yr. This figure is much superior to the official figures for total maize exports from Cote D'Ivoire, which averaged 1101 MT/Yr during the years 2005-2010 according to FAOSTAT (Table 1).

Based on our interviews with key informants, the major destinations for exported maize are Burkina Faso, Mali and Senegal with some minor quantities going to Guinea and Niger. Based on impressions from our key informants, it seems that the percentage of exports going to Senegal is on the rise and those going to Niger are on the decline.

Bouake and Ouangolodougou appear to handle much of the maize destined for export, thereby confirming that this is a maize trading corridor and should be monitored during any future data collection efforts. And, although it may be that a higher proportion of the maize that enters the

¹ * These figures are derived by applying the ratio of feed going to the poultry industry versus the wholesalers as reported in Bouake. These proportions may be slightly different in other markets, but were used to make an estimate.

Ouangolodougou market is destined for export to Burkina Faso, the total volume of exports from the Bouake market (30,000 MT/yr), is much greater than that from the Ouangolodougou market (4752 MT/yr).

Traders in Daloa/Vavoua all claim to have had export transactions in the past with Burkina Faso, Mali and Guinea, but exports from this market-shed are practically nil at this time and, according to our key informants, have been since 2002. One key informant cited that the reason for this is that the transport costs from Daloa/Vavoua were eating too heavily into their margins. We should note here too that several informants claimed that the quality of maize from the northern market-sheds, especially Bouake, is of much higher quality than the maize from Daloa/Vavoua. The maize in Korhogo is usually properly dried and also contains much less foreign matter than that from the Daloa/Vavoua areas. It remains to be confirmed, but this may also be a contributing factor for the reduction in exports from Daloa/Vavoua, as the export markets typically have higher quality standards.

We also learned during the course of this survey that a small portion of maize is imported to Cote D'Ivoire from Ghana through the Bouna market in the north east of the country.

4.2.2 Maize consumption in the Poultry Industry

Much of the maize produced and traded in these regions goes to the poultry industry. IPRAVI estimates that the poultry industry in Cote D'Ivoire consumes 161,500 MT/year of maize.

Table 4. Maize consumption by poultry industry in Cote D'Ivoire

Maize Consumed by Poultry Industry in Cote D'Ivoire	Kg Maize per Unit/yr	Current Units 2011	Projected Units 2020
Poussin	3.5	17,000,000	42,000,000
Pondeuses	34	3,000,000	8,000,000
TOTAL MAIZE CONSUMPTION (MT/Yr)		161,500	419,000

From one source in Bouake, we know that 87.5% of the trade in maize is destined for the poultry industry. Applying that ratio to the other major markets in Cote D'Ivoire would bring our estimate of maize going to the poultry industry to 137,733 MT/Yr, which is about 85% of the estimates given by IPRAVI for the total maize consumed by the poultry industry.

We might then assume that 85% of the total maize going to the poultry industry is traded through the major markets covered in this survey. The 15% difference could then be attributed to errors in either of the two estimates or trade going to the poultry industry through other minor markets not covered in this survey. In any case, our data collection appears to have captured 85% of the maize trade going to the poultry industry. We would assume too that the major markets is where the poultry industry would preferentially source maize; i.e. where there is a concentration of traders that are capable of filling the larger orders typical of the poultry industry.

The poultry industry will sometimes import maize from Brazil, USA or other sources to satisfy their needs when the terms are favorable. None of the key informants were aware of any imports in 2012. We were informed that the poultry industry did import significant amounts of maize in 2005 when production was down and a more limited amount of imports in 2010. This is corroborated by the FAOSTAT data, which also indicates significant imports during 2009 as well. By all accounts, maize for the poultry industry in 2012 has relied entirely on domestic production.

4.2.3 Maize for Human Consumption

Based on the data collected during this survey we can estimate that 161,466 MT/year of the traded maize in Cote D'Ivoire comes from the major markets that were included in this survey. We must therefore assume that the remaining maize production in Cote D'Ivoire is either consumed in the households or is traded in the minor markets of Cote D'Ivoire, mostly for home consumption.

As household surveys and minor market surveys were not a part of this data collection effort, our best method for estimating the maize consumed in the households of producers, urban residents or other non-producers is to subtract the total of traded maize from the total production. In doing this, we would estimate that approximately 480,000 MT is consumed in the household (using the 2010 FOA estimate of maize production in Cote D'Ivoire of 641,610 MT in Table 1), or about 75%.

Abidjan, being the largest urban center in Cote D'Ivoire, could provide the best indication of the volumes of maize consumed by non-producers. The Adjamé market in Abidjan is a terminal market for many agricultural products, including maize. The Adjamé Market is a very large and diverse market in Abidjan and seems to be primarily for agro-food products. It is where the main cereal wholesalers and retailers are located. For maize, there is no bulking done here for onward sales. All of the maize coming into this market is sold via wholesalers to smaller retailers or directly to consumers. Maize in this market comes from the different production basins in Cote d'Ivoire, principally Daloa.

We interviewed three traders in this market, two that sell both maize and millet and another that specializes in millet, but also sells a few other commodities like peanuts and sometimes maize. And, although they are able to provide very rough estimates for how much trade they conduct in each of these commodities per year, they had very little information to offer about the other traders in this market and their own relative size compared to the remaining traders in this market. We were therefore unable to obtain even a minimally reliable estimate for the total quantities of maize or millet traded in this market.

If, however, we are compelled to make a rough estimate, we can attempt extrapolate a figure based on the data collected in this survey. The following logic forms the basis of this extrapolation: we learned from one trader the he averages sales of about 1 MT/day. He also claims that on some days he can sell as much as 3 MT/day. If we were to assume that there are about 35 traders like him in the Abidjan market (although we have nothing upon which to base this assumption aside from our experience in other markets), the total sales from this market would be about 12,775 MT/Yr of maize. All of these sales would be categorized as household consumption. Given that our estimates of the total maize traded with wholesalers who cater to

the household consumption market is about 20,000 MT from the markets we covered, we can feel comfortable that we have at least the correct order of magnitude of the sales of maize destined for home consumption in Cote D'Ivoire given that Abidjan is about 65% of Cote D'Ivoire's total urban population.

4.3 Rice Trade

In 2010, according to FAOSTAT, Cote D'Ivoire produced 722,000 MT of rice and imported 837,000 MT of milled rice. The primary rice production zone in Cote D'Ivoire is the southwest portion of the country. This zone includes two market-sheds covered during this survey, Man and Daloa, which produce about 20% and 17%² respectively of the domestic rice in Cote D'Ivoire. We can then assume, therefore, that rice produced in Man is approximately 144,000 MT, yet we found that only about 2200 MT/Yr are traded in the Man market. Similarly for Daloa, we found that only 950 MT/Yr were traded in the Daloa market, whereas local production is estimated at around 120,000 MT/Yr.

The following table shows rice production in different zones of Cote D'Ivoire.³

Table 5. FAO estimates of rice production zones in Cote D'Ivoire.

Production zone	Production (% total production)
Man	20.0
Daloa	17.0
Abidjan	13.0
San Pedro	12.0
Odiéné	11.0
Korghogo	7.0
Bouake	7.0
Yamoussokro	7.0
Abengourou	5.0
Bondoukou	1.0

These data further reinforce what was told to us by the key informants; i.e. that most of the rice produced by farmers is consumed in the household and very little is traded as surplus. The following table summarizes the data on rice trade that was collected during this survey.

Table 6. Rice trade in Cote D'Ivoire.

Market-shed	Total Trade (MT/Yr)	Origin	Destination
Abidjan (Adjamé)	N/A	Mostly imported white rice.	Urban consumers
Abengourou	N/A	Local production plus imported white rice.	Urban consumers

² FAO Rice Information. Volume 3. December 2002.

³ ibid

Bouake	N/A	Local production plus imported white rice.	Urban consumers
Korhogo	N/A	Local production plus imported white rice.	Urban consumers
Ouangolodougou	N/A	Local production plus imported white rice.	Urban consumers
Odiené	N/A	Local production plus imported white rice.	Urban consumers
Man	2190	Local production plus imported white rice.	Urban consumers
Daloa	950	Local production plus imported white rice.	Urban consumers
TOTALS	negligible		

4.4 Millet and Sorghum Trade

Millet and Sorghum are produced in the very northern parts of Cote D'Ivoire along the borders with Burkina Faso and Mali. The official statistics for millet production in Cote D'Ivoire is an average of 41,000 MT/Yr from 2005-2010 (Table 1). We learned that this production is especially concentrated around the Bouna market-shed and generally in the NE portion of Cote D'Ivoire.

Millet is not a heavily traded commodity in Cote D'Ivoire, and the same can be said of sorghum. Most millet is consumed in the households of the producers.

Millet is popular among urban residents during the month of Ramadan, and this end use seems to account for a large majority of the trade in millet. We learned anecdotally that some of the sorghum production (white sorghum only) goes to breweries, although we only spoke with one key informant in Korhogo who indicated that he traded with the breweries. It seemed that he sold both maize and sorghum to the breweries and could not estimate quantity of this trade.

Table 5. below summarizes the data we collected regarding the millet trade in Cote D'Ivoire.

Table 7. Millet and Sorghum Trade Summary in Cote D'Ivoire.

Market-shed	Total Trade (MT/Yr)	Origin	Destination
Abidjan (Adjamé)	30,000	Imports from Mali and Burkina Faso	Retailers and consumers.
Abengourou	Unknown	Domestic production mostly from Bouna	Retailers and consumers.
Bouake	2500	Imports from Mali and Burkina Faso	Local consumption and also other urban centers in Cote D'Ivoire, like Korhogo and Abidjan.
Korhogo	645	Imports from Mali and Burkina Faso	Abidjan, Bouake, other urban centers and local sales.
Ouangolodougou	unknown, but		

	minor		
Odiéné	unknown, but minor	From Mali via the Goueya market.	Local consumers
Man	Unknown and insignificant	N/A	N/A
Daloa/Vavoua	Unknown and insignificant	N/A	N/A
TOTALS	~35,000		

Much of the traded millet in Cote D’Ivoire is imported from Burkina Faso and Mali. The traders in the Korhogo and Abidjan markets seemed to prefer obtaining millet from outside the country, most probably because the quantities produced in Cote D’Ivoire are limited and much of the Ivoirian production does not make it into the marketplace, rather it is consumed in the households of the producers. Certain production zones in SW Mali and SW Burkina Faso are known as regularly having marketable surpluses.

4.5 Livestock Trade

Livestock production in Cote D’Ivoire serves to satisfy some of the domestic demand, but Cote D’Ivoire is largely a net importer of livestock. Exports of livestock from Cote D’Ivoire are practically non-existent. Much of the imported livestock goes to satisfy the urban population of Abidjan. Secondary urban areas, such as Bouake, Yamassoukro, Daloa and Korhogo may obtain a larger portion of their livestock needs from regional Ivoirian suppliers, but imports also serve these secondary urban areas in some cases.

In this study we divided livestock into two segments, cattle and small ruminants. Small ruminants are meant to include both sheep and goats, but it is understood to concern primarily the trade in sheep (a distinction that was even more greatly accentuated during this data collection effort, which was conducted during the month prior to the 2012 Tabaski celebration).

4.5.1 Cattle Trade

The bulk of the cattle imported into Cote D’Ivoire are from Mali (90%) and the remainder comes from Burkina Faso. In the past (timeline was not known, but seems to be within last 10 years), however, the number of animals coming from Burkina and even Niger was much greater. Burkina still supplies about 40% of the small ruminant imports to Cote D’Ivoire.

Several reasons were given for this change in origin:

- The train only serves Burkina and not Mali and the train service has been decreased from 3 to only 2 times per week.
- The demand in Nigeria is great and the Nigerians pay more for animals that in Abidjan, thus those countries that are close to Nigeria direct their animals there.

- The demand in Ghana and Nigeria is pulling the Burkina Faso and Niger animals towards those markets, because they conduct cash transactions in these countries, whereas the transaction process in Cote D'Ivoire is via a complicated credit system that takes too much time and most probably siphons much of the margins towards intermediaries (see text box).

Tuteur System in Livestock Trade.

In Cote D'Ivoirian second cities the livestock markets work in a unique way and all transactions are based on a uniquely-styled credit system. For example, a Malian importer of 40 head of cattle will send the cattle by truck or on-the-hoof to the targeted end market. The owner will then come to the market and identify a *Tuteur*. The *Tuteur* will lodge the owner for 15-45 days while he seeks viable buyers for the animals in the herd. The buyers (mostly butchers) take the animals on-credit from the *Tuteur*, which means that the *Tuteur* implicitly guarantees the loan. The butchers pay the *Tuteur* after they have sold the meat, then *Tuteur* then pays the owner in full after the entire herd is liquidated, most likely minus a service fee. This system seems unique to Cote D'Ivoire and is not as preferable as the cash market that exist in Nigeria and Ghana.

The bulk of cattle imported to Cote D'Ivoire originate from Mali. The primary crossing is Zegoua, where most cattle are transported by truck to Abidjan, Port Bouet Market with a small number being diverted to Korhogo and Bouake markets. There are also a significant number cattle that are herded across the Malian border to the market in Goueya (northern Cote D'Ivoire). Once sold, these animals are then brought to the Odiené market on the hoof where they are sold and loaded onto trucks for sale in urban centers to the south; i.e. Man, Daloa, San Pedro and Abidjan.

Figure 2. Livestock Imports to Cote D'Ivoire.

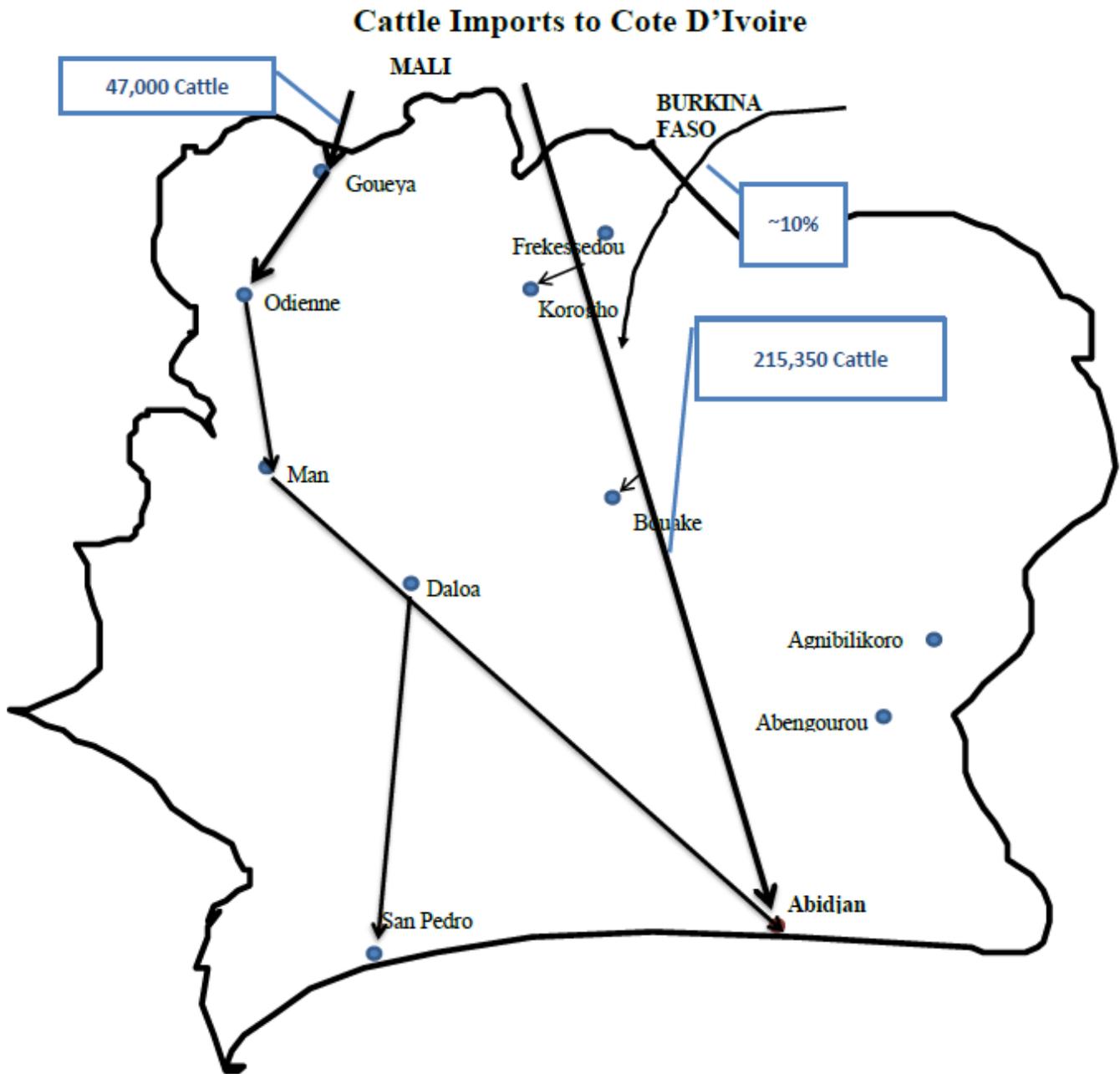


Table 8. Cattle trade in Cote D'Ivoire.

Market-shed	Total Trade (Head/Yr)	Origin	Destination
Abidjan (Port Bouet)	215,350	Mali mostly and < 10% from Burkina Faso	Mostly to butchers in Abidjan, but about 14% go to animal fatteners.
Abengourou	No data	This is not a major destination for livestock. Local trade only.	Local butchers
Bouake	1300 import only	Cattle trade in these markets is mostly from local production, but sometimes trucks from Mali stop in Bouake.	Local butchers
Korhogo	No numbers	Local trade only, only limited imports.	Local butchers
Ouangolodougou	2080 domestic only	All domestic production, from Northern Cote D'Ivoire	Local butchers
Odiéné	47,300	From Mali on the hoof.	Urban centers in Cote D'Ivoire: i.e. Man, Daloa, San Pedro and Abidjan.
Man	No data	Cattle market was not active during visit, but some of the 47,300 from Odiéné are sold here.	Most trade is assumed to be for local consumption.
Daloa/Vavoua	7300	-Mali and Northern Cote D'Ivoire by truck = (30%). -Mali (and Northern Cote D'Ivoire) on the hoof = (60%). -From local villages and farms around Daloa on the hoof (10%).	Local butchers, but some are herded from Mali to this market and stop for fattening before moving to San Pedro or even Liberia.
TOTALS			

4.5.2 Small Ruminant Trade

Small Ruminants are also transported by truck from Mali via the Zegoua crossing and from Burkina Faso. The bulk of small ruminant imports are taken to the Port Bouet Market. We found that about 300-400 small ruminants are slaughtered daily in the Port Bouet market, but that about 280 are also sold for private butchering off the premises of the market, thus Port Bouet receives an average of 630 small ruminants per day.

Small Ruminants are also brought in via the Goueya market, but they do not reach the Odiéné market on the hoof as to the cattle, rather they are loaded onto trucks in Mali, or in the Goueya market, and pass through Odiéné by road on their way to urban centers to the south. The reason the sheep don't come to Odiéné on foot is that the terrain between Goueya and Odiéné is too rough for them.

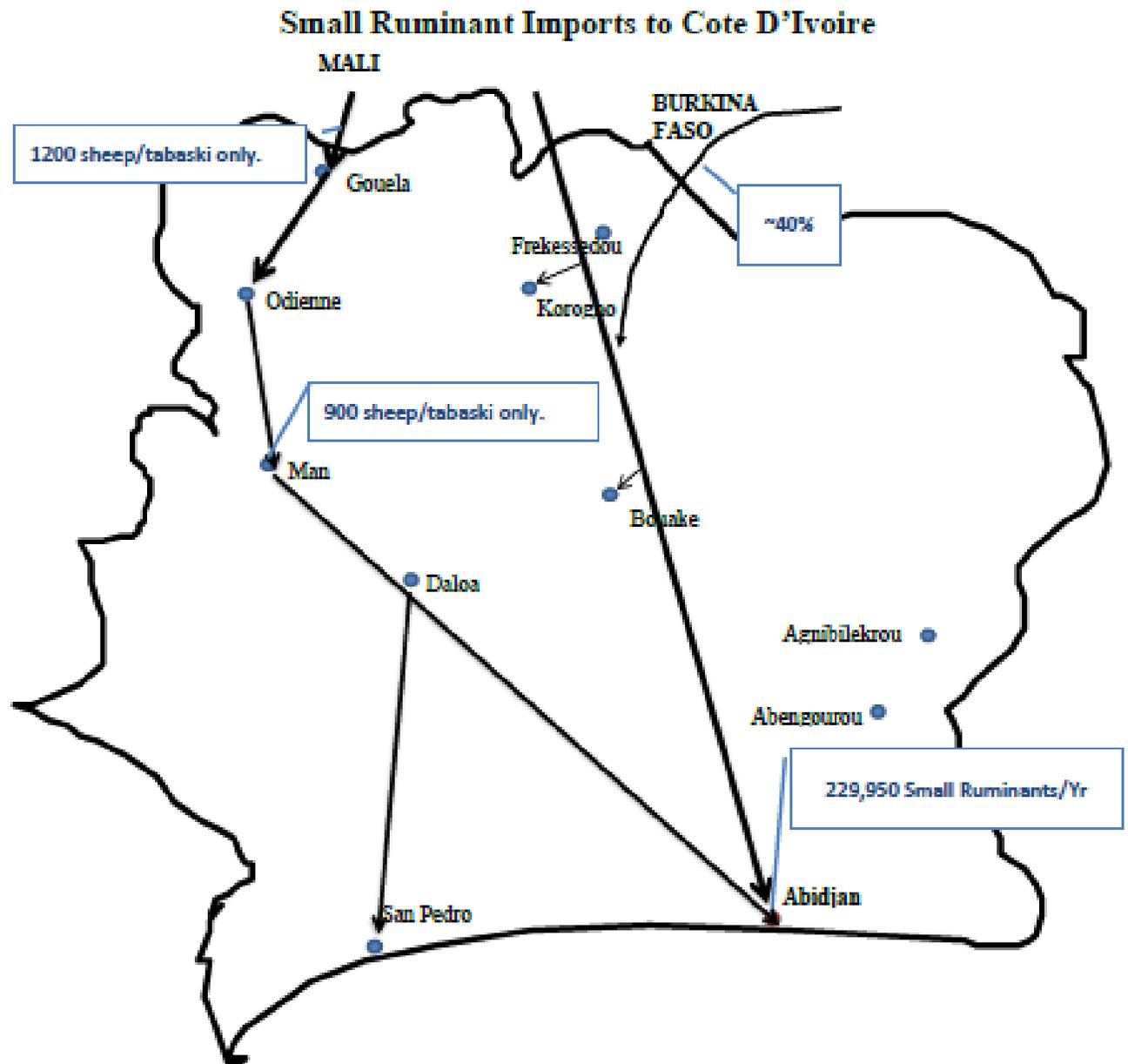
Imports of sheep practically explode during the Tabaski celebration. We learned, for example that about 3000 small ruminants from the surrounding area are sold in the Odiéné market throughout the year, but during the Tabaski celebration alone they will import about 1200 more (40% of the remaining yearly total) to satisfy local demand. Similarly in Man where they typically get 1-2 trucks per month to satisfy local demand, at the time of this survey (2 weeks from Tabaski) they had already received 5 trucks this month.

Burkina Faso is the origin on much more of the trade in small ruminants than it is for the cattle trade.

Table 9. Small Ruminant Trade in Cote D'Ivoire.

Market-shed	Total Trade (Animals/Yr)	Origin	Destination
Abidjan (Port Bouet)	229,950	Mali (60% est.), Burkina Faso (40% est.)	Local butchers
Abengourou	No data	Not a major destination for livestock	Local trade only.
Bouake	5400	Northern Cote D'Ivoire.	Butchers in Bouake
Korhogo			
Ouangolodougou			
Odiéné	1200 Imports only	Imports are from Mali by truck only during Tabaski. Domestic production supplies this market with 3000 animals per year.	
Man	4860	From Mali by truck.	
Daloa/Vavoua	No data		
TOTALS			

Figure 3. Small Ruminant Imports to Cote D'Ivoire captured in surveys.



4.6 Other Commodities of Significance

4.6.1 Onion

Cote D'Ivoire is an important destination for the export of onions from Niger and Burkina Faso as well as for shallots from Mali. Table 8 shows the trade in onions over the last 3 years.

Table 10. Onion trade in Abidjan Markets⁴.

2010			
Market	MT/Year	FCFA/MT	Total Value Trade/Year (FCFA)
Cocooignon	8,100	230,000	1,863,000,000
Adjame gare	15,120	230,000	3,477,600,000
Sitarail (train)	31,080	230,000	7,148,400,000
Total	54,300		12,489,000,000
2011			
Cocooignon	10,500	230,000	2,415,000,000
Adjame gare	21,882	230,000	5,032,860,000
Sitarail	31,435	230,000	7,230,096,000
Total	63,817		14,677,956,000
2012			
Cocooignon	14,700	230,000	3,381,000,000
Adjame gare	20,454	230,000	4,704,420,000
Sitarail	31,080	230,000	7,148,400,000
Total	66,234		15,233,820,000

4.6.2 Divers Commodities

Cote D'Ivoire is, of course, known for its cash crops, coffee, cocoa, cashew and rubber, which are important to the food security of the rural farmers in Cote D'Ivoire as well as the overall economy of the country. Other crops, like yams, peanuts and cowpeas also play a role in food security and were significant in many of the markets visited during this survey. Any of these commodities could warrant a place in future data collection efforts if resources permitted.

⁴ Source: Daouda Diomande, Market Facilitator, E/ATP.

4.7 Systemic Issues Affecting Trade in Cote D'Ivoire

4.7.1 Transport and Transport Costs

We were able to gather some data regarding transport costs from our key informants. Many of the key informants in Cote D'Ivoire, mostly maize traders, claimed that the poultry farms included the transport costs in their buying price and would arrange transport themselves for truckloads of maize from Bouake, Korhogo and Daloa. For this reason, many of our maize traders could not provide transport cost.

Transport costs along certain corridors are reported in Table 9. From this data, we can determine that the average transport costs within Cote D'Ivoire for cereals by truck is ~\$12.00 /MT/100 Km. The average transport costs for cereals by truck for imports from Mali or Burkina Faso, however, is slightly lower at ~\$11.20 FCFA/MT/100 Km⁵. We can speculate on the reasons for this counter-intuitive result, where we might expect higher transport costs when a border is crossed:

- Given then informal fees and bribes are rolled into these costs (as stated to us by most key informants), we have to presume that the border crossing from Mali or Burkina Faso does not add any significant costs in terms of informal fees or bribes.
- It is also possible that the informal fees within Cote D'Ivoire are significant, especially along the secondary corridors. This possibility is supported by two pieces of information. First, the transport costs from Bouake to Abidjan, which sits within the major corridors, has the cheapest per-100 Km transport costs for the internal corridors. Secondly, we were told by key informants in Daloa that the problem with corruption is being addressed along the major corridors, but nothing is being done along the minor corridors. This key informant was mainly referring to problems he has encountered when collecting product from the farmgate and bringing it to an urban hub. He claimed that there are petty agents and checkpoints every 25 Km on the rural areas and that they demand about \$24.00/truck (10 MT/truck?) at each one.
- We might also conclude that transport along these major highways is cheaper per-100 Km because the roads are better and the fixed costs involved with transport are averaged over a longer distance.
- The data also allow us to conclude that the absolute costs of transporting cereals from Burkina Faso to Cote D'Ivoire on the train is considerably less than transport by truck, at \$7.36 \$/MT/100 Km. We were informed, however, that the cost of transferring product from the train station to the market center, can sometimes negate these savings.

The average cost to transport one head of cattle for 100Km in Cote D'Ivoire is \$7.31. Most of this average is based on the cost for transport along the Mali (Zegoua)-Abidjan corridor.

⁵ Based on two data points only.

Table II. Transport costs for Cereals and Livestock along certain West African corridors.

Corridor		Commodity	Cost per 100 Km ⁶		Unit
From	To		High	Low	
Abengourou	Agnibilekrou	Maize	\$20.00	\$17.00	\$/MT/100 Km
Bouake	Abidjan	Maize	\$8.50	No value	\$/MT/100 Km
Bouake	Agnibilekrou	Maize	\$11.33	No value	\$/MT/100 Km
Man	Ouagadougou, Burkina Faso	Maize	\$9.15	\$4.57	\$/MT/100 Km
Man	Agnibilekrou*	Maize	\$14.00	\$8.60	\$/MT/100 Km
Vavoua	Abidjan	Maize	\$9.05	No value	\$/MT/100 Km
Daloa	Agnibilekrou	Maize	\$9.48	\$8.12	\$/MT/100 Km
Burkina Faso, (Bobo Dioulasso by train)	Abidjan	Millet	\$7.36	\$5.66	\$/MT/100 Km
Burkina Faso, (Bobo Dioulasso by truck)	Abidjan	Millet	\$13.57	No value	\$/MT/100 Km
Mali, (Sikasso via Zegoua)	Abidjan	Cattle	\$3.40	\$1.41 ⁷	\$/Head/100 Km
Odiéné	Abidjan	Cattle	\$5.67	\$4.96	\$/Head/100 Km
Daloa	Korhogo	Cattle	\$12.85	\$2.57	\$/Head/100 Km
Sikasso, Mali	Bouake	Sheep	\$1.43	No value	\$/Head/100 Km
Bamako, Mali	Man	Sheep	\$2.24	No value	\$/Head/100 Km

Two of the data points, those for cattle from Mali to Abidjan and from Daloa to Korhogo, serve to illustrate one fact about transport in West Africa; i.e. that the cost of transport is highly dependent demand and the opportunity for a transporter to get a load in both directions. The

⁶ The minimum distance is 100 Km, thus for trips less than 100 Km the total cost is still divided by one.

⁷ The major discrepancy between the high and low prices here depends on whether there are opportunities for backhaul from Abidjan.

cost for transporting cattle from Mali to Abidjan is significantly less when there are arrivals of hard goods at the Abidjan port, thus allowing any transporter to obtain a load for his/her return to Mali. For example it may either cost 1 million FCFA (\$2000) or 2 million FCFA (\$4000) to transport a truckload of maize from Man, Cote D'Ivoire to Ouagadougou. All depends on the availability of backhaul opportunities. Transport is cheapest along this corridor in Nov-Feb. In April – June transport becomes expensive because there are a lot opportunities for hauling during that time.

4.7.2 Informal Payments/Road Harassment/Bribes

Since 1999 Cote D'Ivoire has experienced several episodes of civil conflict and transport routes were severely disrupted during those times. By most accounts from our key informants, the number of checkpoints and the amount of informal fees paid along the roads during times of conflict significantly increased. There were two informants that claimed the cost of the bribes increases 10-fold during the crisis. For example, Abou Diakite of Man claims that during the crisis the cost to transport one truck of maize from Man to Agnibilekrou cost 800,000 FCFA/truck for just transport costs plus 600,000 FCFA for bribes, whereas today the cost is 800,000 FCFA/truck for transport and just 60,000 FCFA/truck for bribes.

Supply and Demand in Transport. It may be mis-leading to say there is a glut of transport or an undersupply of transport in West Africa. The fact is that the transport needs are uneven throughout the year and there are many periods where there are demand bottlenecks. For example, there is a transport crisis in Cote D'Ivoire during the Cashew and Cocoa (also noted during the cocoa season in Ghana) seasons and both livestock traders and cereal traders say that the cost of transport for them more than doubles at these times. One obvious, but yet-to-be implemented, solution is to create a borderless transport market in ECOWAS so that in-country needs for transport in all ECOWAS countries can be met by truckers from any other country. As it is, the foreign truckers are either not allowed (Burkina Faso and Ghana) to operate within Cote D'Ivoire or they are hassled so much by road blocks (more than their host-country counterparts) that they dare not try to operate within the other countries ...or they work only on the major thoroughfares, where foreign trucks are accepted and expected.

The GOCI has also insisted that bribery stop for cocoa and coffee and it appears that this mandate as worked. Bribery continues, however; for other commodities like maize, rice (sometimes 300 FCFA/kg) and edible oils. This is proof that leadership from the top, as we have witnessed in Togo recently, can effectively stop bribery. This information also illustrates that Cote D'Ivoire still has a long way to go to eliminate the culture of road harassment.

One of the traders we interviewed claimed to pay less in bribes during the conflict, because “the rebels were easier to negotiate with [than the official agents].”

4.7.3 Credit

Much of the cereal and livestock trade in Ivory Coast occur on a credit basis, to the point that credit is offered all along the chain from importer to wholesaler to retailer. And, it is not until the cereal is bought by the consumer does that credit note get paid back up the line in the opposite direction. This increases costs for everyone and also the price for the consumer because goods bought on credit are offered at a premium price. One example was cited where animals are bought at a 15,000-20,000 FCFA premium per head (the average head is valued at 250,000 FCFA) when bought on credit. This makes the effective interest rate ~6-8% over a ~45day window. Injecting commercial liquidity into these value chains at a cheaper rate may increase trade, speed transactions and reduce end-market prices. Of course, in the current

scenario where each member of the chain is offering credit to the other it could be considered a wash in terms of overall profit margins. In any case, many traders we spoke to claim to be in need of more liquidity and would like to access that liquidity with commercial lenders, but claim it is too difficult to do so.

4.7.4 Terms of Payment

Cote d'Ivoire is trying to grow its poultry sector and has created a tariff on imports at 1000 FCFA/Kg to support this industry. This growing industry is using maize as its primary source of animal feed. Since Cote d'Ivoire is a major maize producer, the industry buys most of its maize locally and some of the bigger players have even located their production facilities in the maize basins. Traders are organizing to meet the demands of this industry. In fact, there are several quite large maize traders in Bouake that are used to dealing with volumes of 1000-3000 MT/yr, who have organized into a cooperative in order to supply the much higher single-order needs from this industry. They much prefer dealing with these buyers, mainly because of the incentives noted above and not necessarily because of price. The remainder of the maize goes to feed the local population but it is also increasingly being purchased by Sahelian countries (Senegal for one) when they have shortfalls in their own production. Much of the maize trade with Senegal is suspected to be destined for the poultry industry as well.

The poultry industry offers incentives, other than price, in order to entice suppliers to trade with them:

- Industrial poultry farmers pay cash (number one incentive)
- Industrial poultry farmers can dry and clean maize on their premises with machines, therefore don't have incredibly high quality standards.
- They buy in large volumes
- They often provide their own transport and pick up the maize from the traders' doorstep.

This further illustrates the high demand for liquidity in the staples value chains in Cote D'Ivoire. It also leads one to conclude that more and more of the maize produced in West African may be preferentially destined for the poultry industry in the future.

5 Trade in Guinea

5.1 Overview of trade in Guinea

Guinea is a country with rich agricultural potential given its good soils and high rainfall. It is possible that much of this potential is left yet unrealized due to low yields, but none-the-less Guinea is a significant producer of rice, red palm oil, peanuts, maize, sorghum, millet and fonio. Guinea also has a broad range of high value horticultural products that include: mango, citrus, avocado, tomatoes, onions and potatoes.

Of these products, most are consumed in the country; however, Guinea does export potatoes, red palm oil and some rice and fonio to neighboring country markets. There is also significant in-country trade in the commodities. Much of this trade similar to that across West Africa where products are brought from rural areas to urban markets, but since Guinea has at least 4 very distinct agro-ecological zones there is often trade between regions, since some products like coffee, palm oil and certain horticultural crops are distinct to certain regions. For example, the Fouta Djallon, a mountainous region, produces tradable quantities of potatoes, onions, tomatoes and avocado, whereas the forest region produces much of the coffee and red palm oil.

Of the commodities concerned by this study, Guinea is a significant producer of rice, maize and livestock. The FAOSTAT data in Table 1 show that Guinea's average annual rice production over the last 5 years is more than 1.4 million MT/year. The forest region and the coastal region, which receives over 4000 mm rainfall per year, are significant producers of rice. Much of the surplus rice produced on the coast will go to Conakry, while the surpluses of rice produced in the forest region will go to urban markets, such as: N'Zerekore, Macenta, Gueckedou; but is also traded out of the region to Labe, Kankan and Siguiri as well as to Conakry. Recently, the new government under Alpha Conde has imposed inter-regional and international export bans on select commodities, which has significantly affected the trade in rice within Guinea and its exports to Senegal.

Maize is produced in Upper Guinea and parts of the Forest Region. Maize production in Guinea has averaged over 550,000 MT/year over the last five years (Table 2). Maize is consumed in the households, especially in Upper Guinea, but a significant portion also goes to the poultry industries based in Conakry and Labe.

Guinea has substantial herds of livestock, with reported stocks at nearly 5 million head of cattle and 1.6 million sheep. Guinea engages in both the export and the import of livestock and according to official statistics (Table 2), is a net importer; although the reported volumes of international trade are very low.

5.2 Maize Trade in Guinea

Maize production in Guinea is localized in Upper Guinea and the Forest Regions. There are at least two major markets where maize is traded in significant volumes; Senko and Lola. Conakry is a major destination for maize, although we could not get a good estimate of the quantities as much of the trade seemingly goes to private poultry producers and not through the Conakry market. Table 12 shows the major origins and destinations for maize trade in Guinea.

Table 12. Maize trade in Guinea, origins and destinations.

Market-shed	Total Trade (MT/Yr)	Origin	Destination
Conakry	Totals unknown	Kankan, Kissidougou, Macenta and Lola	Mostly, poultry producers. We did not see large quantities of maize in Conakry markets.
Forecariah	Na/	n/a	n/a
Koundara	minimal	Maize is produced in Temessadou and comes to Koundara market.	Mostly local consumption, but minor exports to Senegal and Guinea Bissou
Labe	578	Senko, Guinea and Cote D'Ivoire	Local consumption in Labe.
Kankan	7250	Mostly the Mandiana, Market, but also Senko, Korhogo and Man.	Onward sales to poultry producers in Conakry and local consumption in Kankan.
Kissidougou	⁸3863	Local production, maybe 75 Km radius.	Conakry, mostly poultry farmers.
Gueckedou	2150	Local production, maybe 150 Km radius.	Conakry, mostly poultry farmers.
Macenta	3200		
N'Zerekore/Lola	6622	Local production and from Cote D'Ivoire when supplies dwindle.	Labe and Conakry. Buyers from Labe now come to Lola.
TOTALS	23,663		

Our data captured about 23,000 MT of trade in maize in Guinea, which is equivalent to under 5% of the estimated production. Because of this, we feel that the data collection effort within this market study may have significantly underestimated trade in maize or, less likely, missed major market places. It is possible that we missed the volumes that are sold to poultry producers.

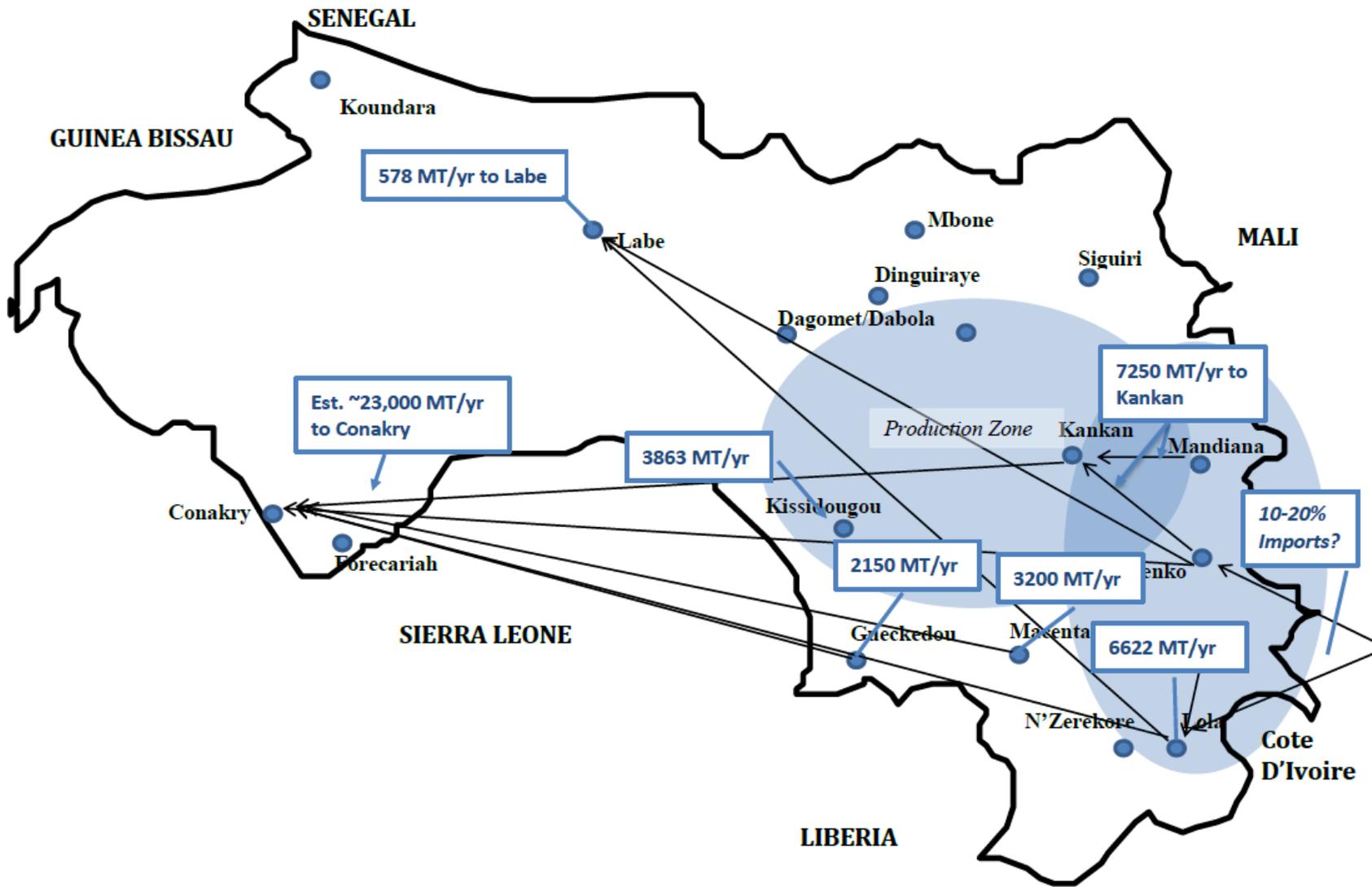
Based on estimates of per-capita consumption of maize by households in West African coastal countries by Michigan State University (Haggblade 2012) we can assume that 350,000 MT of the 550,000 produced in Guinea is destined for human consumption. This would affirm that at least 200,000 MT is destined for other uses, and would be traded on the local markets; however, 200,000 would be the lower limit of traded maize, since a large portion of that destined for

⁸ Average of two estimates.

human consumption would also be traded, since those consumption figures include urban, non-farmer consumers. Based on this information, we can certainly conclude that the 23,000 MT of trade in maize captured by this study largely underestimates total trade in maize.

We presume that significant quantities of maize originate in the Senko market. We could not visit Senko because the road was impassable from Kankan, which could be one source of the missing data, but certainly not all of it. The roads leading to Senko are currently in very bad condition. In fact, there is a bridge out between Senko and Kankan and this has slowed trade and increased transport costs to a certain degree, as cargo going in both directions is now carried across the river on the backs of laborers and reloaded on another truck on the other side. This bridge has been out for about 3 months now. Lola is another major market for maize and it seems that some trade oscillates between these two cities depending on the quality of the road to Senko. Much of the trade between Cote D'Ivoire and Guinea is now passing through Lola, although in this market we were told that Ivoirian maize and rice only enter once local supplies are significantly diminished and only during certain periods of the year.

Guinea Maize Trade and Production



5.3 Rice Trade

Guinea produces over 1.4 million MT of rice per year (Table 1) and they import about 240,000 MT/Year to supplement their production. Rice is produced throughout Guinea, but the coastal and forest regions are the major production zones, where the rainfall is the highest. Each of these regions produces marketable surpluses, which is sent to the small and large urban centers throughout Guinea to satisfy urban demand.

Guineans in all regions consume rice as their primary cereal. Guineans prefer the 'country rice' (*riz du pays*), which is a par boiled rice made from the locally produced paddy. Country rice (hulled) is sold at about a 50% mark-up relative to imported rice (white rice).

During our survey, it was clear that there were significant disruptions in the rice trade and these disruptions most probably have affected our data collection efforts, which may underestimate trade compared to an average over the last several years. The primary disruption is the informal bans that have been placed on trade in rice and other commodities. It seems that no-one knows exactly what the rules of this ban are and which commodities are included. It is certain that rice and palm oil are the primary target commodities of the ban. Some of the key informants understood that they ban was meant only for exported products, while most others understood the ban to be an almost total exclusion on trade in the select commodities; even if between the different regions of Guinea. It seems, however, that the actuality is somewhere in between the two.

Labe was suffering from a near complete lack of country rice, which it usually sources from the forest region, N'Zerekore and Lola. One trade who had traded uniquely in country rice for the last 10 years had begun to stock imported white rice due to his inability to acquire country rice. We also noted that substantial imports parboiled rice from Brazil and the USA, which were clearly meant as a substitute for the country rice.

The other major disruption in the rice trade is most likely linked to the global rise in commodity prices since the 2007-08 crises. It seems that many urban dwellers (and some rural dwellers too) no longer have the buying power to buy country rice or white rice and have thus substituted *gari* (dried, grated cassava tuber) for rice in their diets. Our key informant interviews estimated that *gari* imports from Sierra Leone, via both the Forecariah crossing and pirogues that transit between Conakry and Freetown, amount to over 164,000 MT/yr.

Comments on Methodology. The total trade captured by our survey represents only about 2% of total rice production in Guinea, thus again, we feel that these numbers significantly underrepresent the traded rice in Guinea, even when one considers only the major markets surveyed. Certainly there are many smaller urban areas where rice trade occurs and many of the smaller towns along the coast probably sell significant surpluses to the Conakry market. The figures from Mafayena (a small market town) illustrate this point. The underestimation may be partially due to the export ban, but we guess that a large part of the discrepancy, provided there is one, is due to the methodology itself. There was not enough time in any of the markets to get a good idea of the total number of traders, thus our extrapolations always used one or two traders' estimates of their sales, their size relative to other traders and the number of other traders in the market. This methodology may be reliable for providing orders of magnitude, at best. In Guinea, however, the data seem less reliable and less likely representative of actual trade than the data collected in Cote D'Ivoire.

Our data show that the volume of traded country rice in the markets that we surveyed was approximately 33,000 MT (This total does not include the quantities listed in Table 10 for Conakry and Senko as these are represented in other data points within the same table.). We did learn, however, that Kankan, Senko and Lola are important centers for rice trade and each should be closely monitored in any data future collection efforts.

The data for the volumes of imports to Conakry seem significantly under reported at just 1900 MT/year. Our facilitator indicated that *Marche Forestier* was the main market for the sale of country rice in Conakry, but certainly 1900 MT/year does not represent the total volume of imports to Conakry. As the focus of this survey was on wholesalers, it is possible that much of the trade in Conakry was missed as it may pass through multiple, small scale retailers rather than wholesalers. Our informed speculation is that these retailers are urban women who make regular visits to markets in the country-side near Conakry and return with 1-2 sacs, which they then sell as retailers in their local communities. It is also possible, however; that there is another major market for the sale of rice in Conakry that we missed or that the estimate from the *Marche Forestier* is erroneous or there was a mis-communication during this interview. More investigation is needed to discern the reason for this purported under-reporting.

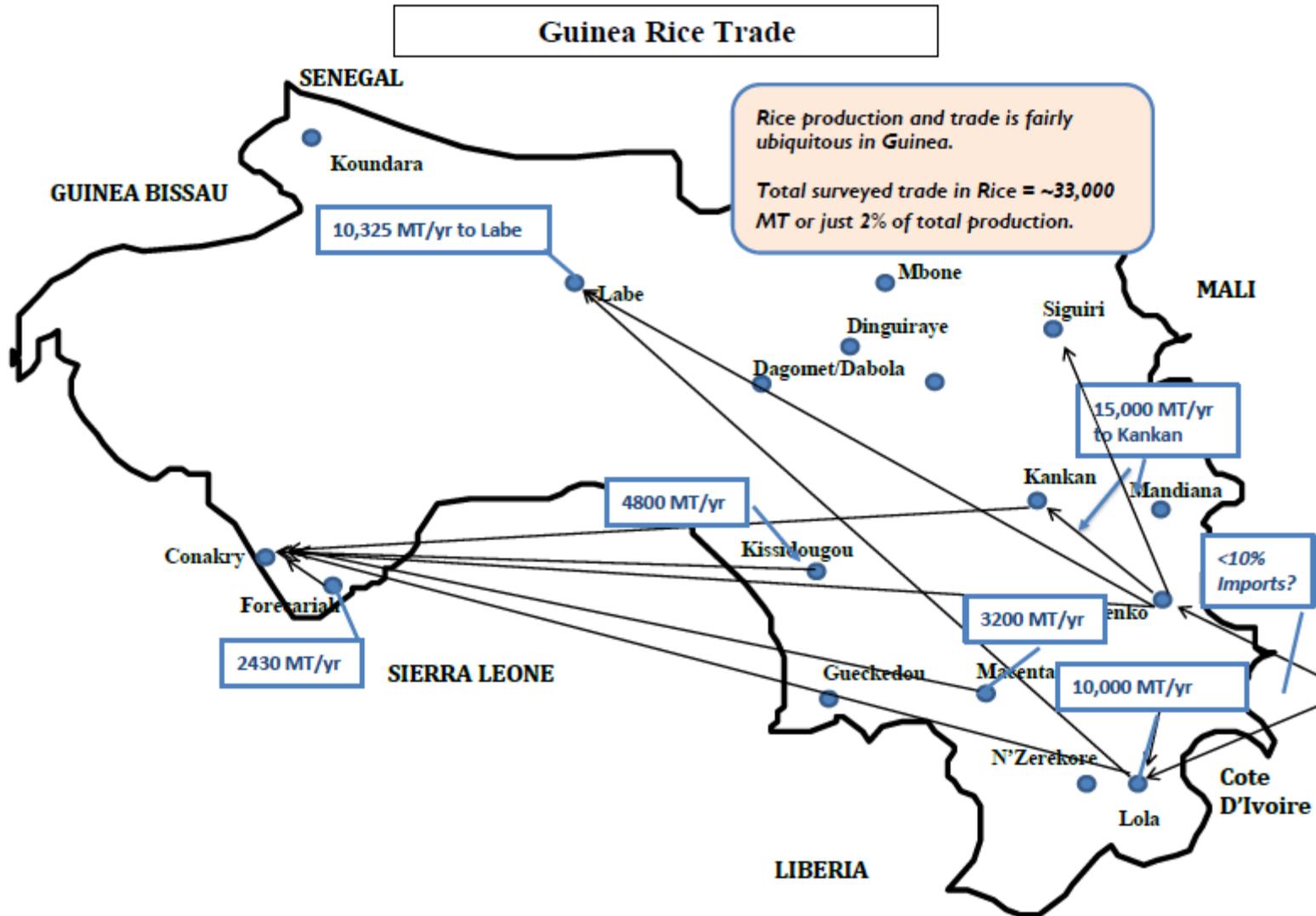
We also learned that Siguiri represents a terminal market that is disproportionate to its size and rural setting. We found that the transfer of cereals from Senko to Siguiri is nearly 10 times the quantities that go to a similarly-sized city, like Kankan. Siguiri is an area that is rich in gold. We were informed that the local population is largely engaged in gold mining, on both their private estates and for commercial operators, and consequently purchase, rather than produce, most of their cereal needs. The Senko market is a major supplier to Siguiri. Table 13 shows the major origins and destination for rice trade in Guinea.

Table 13. Rice trade in Guinea.

Market-shed	Total Trade (MT/Yr)	Origin	Destination
Conakry (<i>sold in marche forestier</i>)	1950	Senko, Lola, Cote D'Ivoire (max 30%)	Urban consumers in Conakry
Forecariah/Mafeyena	2430	Local production	Conakry market
Koundara	n/a	No significant local trade in country rice, if trade with Senegal occurs, Labe traders will export.	
Labe	⁹ 10,325	Lola/N'Zerekore/Senko	Urban consumers in Labe
Kankan/Siguiri	15,405	Mandiana/Senko	Sales to Conakry and local consumption.
Kissdougou	4800	Local production	Conakry
Gueckedou	n/a	Gueckedou has no rice bulking and no surplus sales of rice. All rice produced in Gueckedou area is consumed locally.	
Macenta	3200	Local production	Conakry
N'Zerekore/Lola	10,000	Local production	Conakry and Labe
Senko	14,420	Local production and some imports from Cote D'Ivoire	Conakry, Labe, Kankan and Siguiri.

⁹ Derived from average of two estimates; 9000 MT/yr and 11650 MT/yr.

Figure 4. Map of estimated rice trade in Guinea during survey.



5.4 Millet and Sorghum Trade

Guinean farmers in Upper Guinea and near Kankan produce millet and sorghum; however, trade in these commodities is seemingly negligible. We noted that one Kankan trader claimed to deal in millet, but the quantities were too insignificant for him to mention.

5.5 Livestock Trade

The data from FAOSTAT (Table 2) indicate that Guinea is neither a significant importer nor exporter of livestock products relative to its herd size. Guinea reportedly has nearly 5 million head of cattle, yet the total volume of imports and exports, according to official statistics about 21,000 or less than 0.5% of the estimated herd size. The numbers are similar for small ruminants, with ~3.5 million small ruminants and total volume of imports and exports combined at only 20,000.

Of the imported livestock, only Mali is cited as a supplier. Mali imports primarily cattle and sheep. During this survey we estimated that the total imports from Mali are 22,500 cattle and 42,000 sheep (the latter is an average of two quite divergent estimates). Although not entirely clear, it appears that cattle from Malian origin destined for the Conakry market may be more than double that which comes from the principal cattle market in Guinea; Dagomet.

Guinea's exports go mainly to Sierra Leone, with some trade also going to Liberia and Guinea Bissau. There may be trade in cattle with Senegal, given the ties between the Peul populations in these regions, but there were no traders that claimed any livestock trade with Senegal.

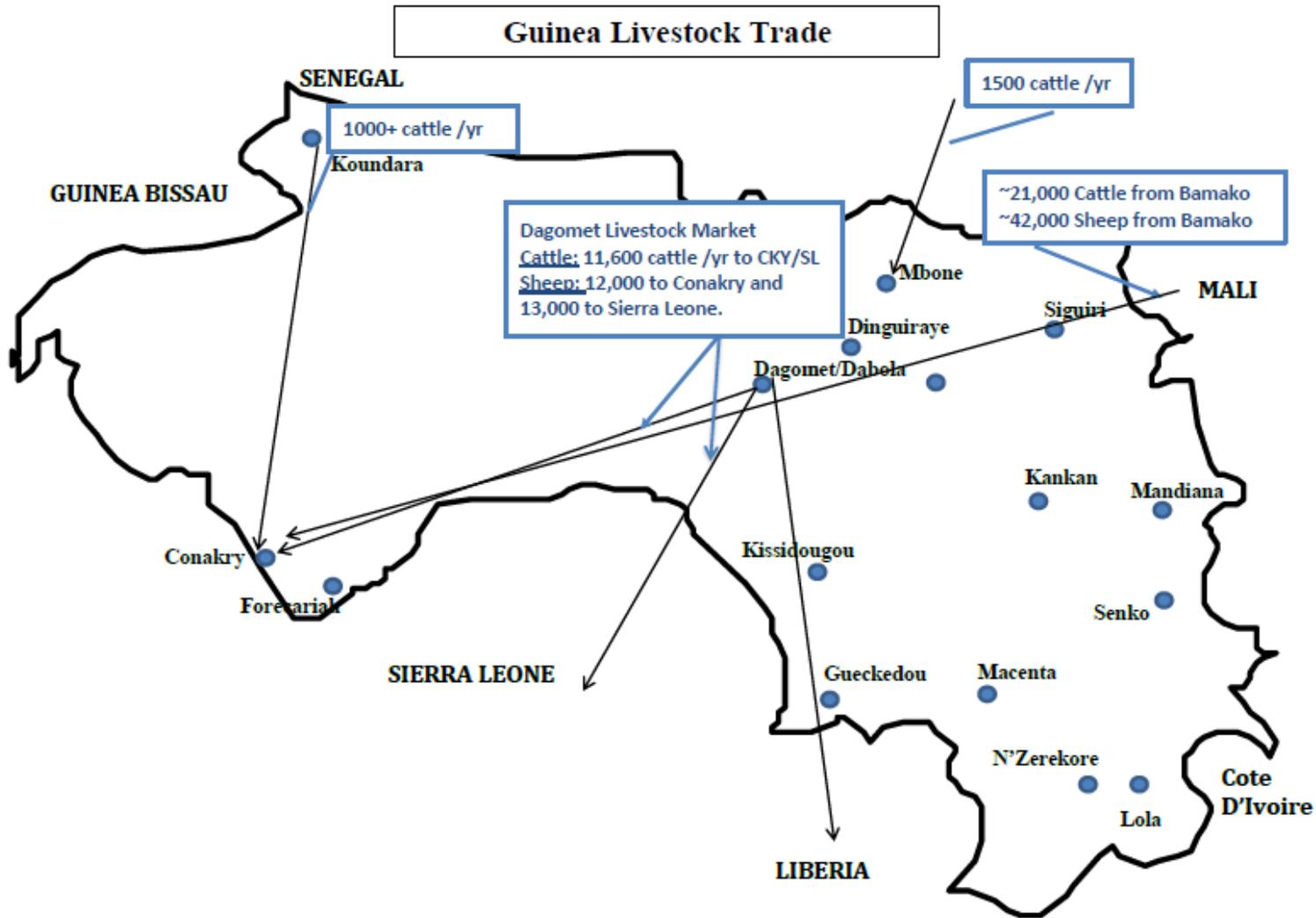
The major trade in livestock in Guinea originates in Upper Guinea. Dagomet (near Dabola) is the largest of four markets in Upper Guinea from where most of the livestock trade originates. Our informants in the region plus the traders in Conakry stated that a large portion of the livestock sold in Upper Guinea goes to the urban consumers in Conakry. There are at least 11,500 head of cattle per year sold from the Dagomet market and, from the impressions we obtained, the vast majority of those cattle go to Conakry and maybe 10-20% go to Sierra Leone.

We were told that one of these four Upper Guinea livestock markets, M'boné, is hub for cattle imported on-the-hoof from Mali. The informant estimated that about 25% of the sales in this market are from cattle of Malian origin.

Sheep coming from Mali, do not typically enter on the hoof. Most sheep are imported directly to Conakry in trucks.

Of Guinea's exports in livestock, Sierra Leone is the major export destination from Upper Guinea. We estimate that approximately 1500 head of cattle and 13,000 head of sheep may be exported to Sierra Leone (and possibly Liberia too) from the Dagomet market alone.

Figure 5. Livestock Flows in Guinea.



5.6 Systemic Issues Affecting Trade in Guinea

5.6.1 Informal Bans on Trade

Informally imposed trade bans are common throughout West Africa and Guinea is no exception. In fact, the new government of Alpha Conde is making wide use of the bans and has blocked, or severely limited trade in rice and palm oil both across borders and in some cases between regions within the country. Almost all of the traders that we spoke to in Guinea mentioned the bans as having a negative effect on their businesses. Rice traders in N'Zerekore, for example, are going out of business and/or trying to adapt by trading in commodities with which they have little experience or competitive advantage. Traders seem to be the most obviously and negatively affected by the bans.

People seem to perceive the reasons for the bans in widely varying ways. The following were mentioned as the reasons and purpose for the bans, whether correct or not:

1. The bans are meant to control prices in local markets, mostly urban markets.
2. The intention of the bans is to prevent small-scale commercial farmers from selling their production at harvest time at prices that are well below the yearly average.
3. Some suspect that these bans are meant to pander to a voter base, mostly urban residents and net consumers of cereals, by creating artificially low prices for staples foods in local markets.
4. Many people, including policy makers, feel the bans contribute to food self-sufficiency.
5. Some feel that bans have an ethnic bias and were meant to hurt Peul traders.

Most economists would say they are bad policy, because they restrict trade flows making trade less efficient. These policies may decrease prices temporarily in local markets, although even that was questioned in a Malian study (Diarra 2008). What is sure, however; is that depressed prices and limited access to markets will ultimately reduce incentives for farmers to produce and have an overall negative effect on food security.

Export bans are clearly harmful to neighboring countries' food security in the short-term. In the long term, an export ban impairs food security in the country imposing the ban, discouraging investment in both production and the infrastructure needed for trade. Development of the regional market for cereals trade is the best guarantee of food security (USAID-ATP 2010).

Most economists also agree that a policy of food sovereignty is not at all synonymous with food security and that free trade is the best policy stance for promoting food security.

One common and insidious characteristic of these bans witnessed across West Africa is with regards to the informality and the ambiguity around their scope. None of the traders interviewed in Guinea could provide a document or could even say they had seen documentation related to the trade bans. Most say they think it was announced on the radio, but they just heard about the ban from their colleagues. The same situation exists in Burkina

Faso, where no one knows of the bans until suddenly a truck reaches the border and they are informed that the commodities they are carrying are banned for trade. These truckers are then either forced to return to where they came from and/or made to pay severe fines (Ofei 2010). This ambiguity, of course, leads to arbitrary interpretation and random application of the bans.

During this study we were informed of an incident in Senko, Guinea; a major maize and rice market in the forest region of Guinea. In this instance, a local *Sous Prefet* allowed the their Friday-market to proceed as usual, but then announced on Saturday morning, just as all the traders were departing the market with their trucks laden with recently purchased goods, that there was a ban in effect on the export of rice. The *Sous Prefet* confiscated over 700 MT of rice and fonio. He held the product in warehouses in Senko for over three months. The goods were eventually released to the traders, but it took three months for the traders to organize and put pressure on the *Sous Prefet* to release the goods. Apparently, the traders went from the *Prefet* of Beyla then the Governor of *Guinee Forestier*, who then had to call upon the Ministry of Agriculture to make a proper interpretation of the export ban and delegitimize the actions of the *Sous Prefet*; although it was clear from the start that he was just engaging in some form of profiteering. Meanwhile, these traders had all of their precious liquidity tied up in these confiscated grains for nearly 3 months, which certainly affected bottom line significantly in 2011.

5.6.2 Road and Market Infrastructure

Guinea has notoriously bad roads. The current conditions of the roads in Guinea, however; mark a significant low point in the last 15 years. The Guinea survey team for this mission traveled over 2163 Km and encountered only about 400 Km of adequately paved roads. The main roads linking major urban centers such as Mamou to Kankan, Macenta to Faranah are in a highly degraded state. For example, the average speed that a Land Cruiser could travel over these roads is under 60 Km/Hr. Other roads, such as the ones linking Labe with Koundara or Kankan with Kissidougou can only be traveled at an average of 30 Km/hr. The road between Senko and Kankan, a major market town for domestic and cross border trade, has a bridge out and goods are being carried across the river on laborers' backs and loaded onto different trucks on the other side. Even the main road from the capital city, Conakry, from the city center to 50 Km outwards and towards any point to the West of the country is plagued with potholes, off-road diversions and the consequent traffic jams that these bring.

The effect that these poor road conditions can have on trade is obvious. It is common for traders in Guinea to cite the sole reason for sourcing, or not sourcing, from any given market as the condition of the roads.

We also noted inadequate infrastructure in many markets even in the capital city. Conakry lacks a single, good wholesale market and the infrastructure and access to major trading areas like the *Marche Forestier* and the Conakry Livestock Market, known as *Base Militaire*, are inadequate.

5.6.3 Informal Payments/Road Harassment/Bribes

One positive aspect of trade in Guinea is that the low level of road harassment at checkpoints. Traders claim that they always obtain permits in the town where they acquired their goods and that this permit is all that is required to pass through checkpoints without any hassle. Or, if they are asked to pay anything at checkpoints it is a nominal fee amounting to \$1-2 per truck to satisfy the agents manning the checkpoint.

Indeed, livestock traders who go to Mali to buy cattle complained of the heavy fees they are charged on the Malian side when bringing their cattle across the border at Kouremali, ~120,000 FCFA per truck. They are thus, careful, not to put more than 45 animals in the truck, which would engender an even greater fee. Their standard practice is to pick up more animals in Guinea, before they reach Conakry. They do not complain about hassles in Guinea.

5.6.4 Transport Costs in Guinea.

The road conditions in Guinea are most probably having the effect of increasing transport costs (Table 14). Of the transport corridors surveyed in this study, we found that the average cost to carry 1 MT of cereals 100 Km was \$19.36, which is 70% higher than the prices we recorded in Cote D'Ivoire (\$11.38/MT/100Km see Table 11). Similarly, the average cost to transport 1 head of cattle 100 Km in Guinea is \$16.81, which is more than double the average cost in Cote D'Ivoire (\$7.31/Head/100Km see Table 11).

The table below shows those costs as well as the wide variability between corridors. The conditions of the road are typically reflected in the price fluctuations, although the corridor Lola-Conakry stands as an odd outlier.

Table 14. Transport costs for Cereals and Livestock along certain West African corridors.

Corridor		Commodity	Cost per 100 Km ¹⁰		Unit
From	To		High	Low	
Forecariah	Conakry	Country Rice	\$13.71	No Value	\$/MT/100 Km
Conakry (pirogue)	Freetown	Millet	\$13.65	No value	\$/MT/100 Km
Senko	Conakry	Country Rice / Maize	\$9.00	No value	\$/MT/100 Km
Lola	Conakry	Maize	\$4.44	\$4.14	\$/MT/100Km
Lola	Conakry	Country Rice	\$4.50	\$3.55	\$/MT/100 Km
Bamako	Conakry	Cattle	\$19.33 ¹¹	No Value	\$/Head/100 Km
Dabola	Conakry	Cattle	\$14.29	No value	\$/Head/100 Km
Dabola	Conakry	Sheep	\$3.57	\$2.86	\$/Head/100 Km
Sareboido	Conakry	Peanuts	\$10.71	\$5.36	\$/MT/100 Km
N'Zerekore	Labe	Country Rice	\$5.54	No value	\$/MT/100 Km
Senko ¹²	Kankan	Country Rice / Maize	\$35.95	\$18.67	\$/MT/100 Km
Mandiana	Kankan	Country Rice	\$42.86 ¹³	No Value	\$/MT/100 Km
Kankan	Conakry	Country Rice	\$6.19 ¹⁴	No Value	\$/MT/100 Km
Man	Lola	Maize	\$57.83	No Value	\$/MT/100Km

¹⁰ The minimum distance is 100 Km, thus for trips less than 100 Km the total cost is still divided by one.

¹¹ 37% of this cost is just the fee paid in Mali to cross the border into Guinea at Kouremali.

¹² The high and low prices represent the difference between now and when the bridge was functioning.

¹³ High price, but fixed costs per 100Km are higher over this short distance.

¹⁴ Claimed to be relatively cheap since there are many empty trucks returning to Conakry from Kankan.

6 Conclusions

- ✓ Cote D'Ivoire is a significant regional exporter of grains. Most of the grain export is maize going to serve markets in the Sahelien countries. There has been a recent increase in exports to Senegal and a reduction in the amounts of maize going to Niger.
- ✓ Cote D'Ivoire is a significant importer of livestock. Most of the livestock imports come from Mali; but Burkina Faso is also a significant importer, especially of small ruminants.
- ✓ For the commodities concerned by the is study, we revealed very limited trade between Cote D'Ivoire and Ghana, Guinea or Liberia, although there was certainly evidence of some trade with each of these countries: i.e. for maize imports from Ghana ...and possibly re-export, for small amounts of livestock to Liberia and for some rice export to Guinea.
- ✓ Guinea by contrast has more limited trade with its neighbors in all of the commodities concerned. This fact is consistent, and most likely a remnant, of its isolated past during the Sekou Toure era when entry and exit to and from the country was strictly regulated and he was conducting a socialist experiment that practically eliminated markets and trading all together.
- ✓ In all cases, the export and import trading recorded in this study was superior to the volumes reported in the official statistics (via FAOSTAT). It is clear that official statistics systematically underestimate external trade in the region.
- ✓ This method of estimating trade, while still capturing more than the official statistics, can only capture orders of magnitude in trade and the accuracy of the actual trade volumes cannot be relied upon too heavily (as can be seen by the widely varying estimates of the same trade corridor/commodity between 2 different key informants, when such comparisons were available). Certainly, more time in the field, at least one full day in each market per commodity, could produce much more reliable results.
- ✓ Both countries suffer from similar constraints to trade, but the problems with infrastructure and transport costs are more accentuated in Guinea and the issue with road harassment is more accentuated in Cote D'Ivoire.
- ✓ A few new and significant international trade corridors were revealed. These should be included in future data collection efforts by CILSS. These corridors are:

Table 15. Significant corridors of trade not currently part of ATP data collection efforts.

From	To	Commodity
Manankoro, Mali	Goueya, Cote D'Ivoire	Cattle/Sheep
Man, Cote D'Ivoire	Lola, Guinea	Maize/Rice
Freetown	Faranah-Conakry	Gari
Freetown	Conakry (by <i>pirogue</i>)	Gari

Annex I

Interviews in Cote D'Ivoire

Date of visit (date format):	10 Oct 2012
Name and location:	Sy Maga, Trader; Issa Outtara, Directeur du Abbatoir; N'Fa Traore, Butcher. Port Bouet Market, Abidjan
Principal Commodities:	Cattle, Sheep and Goats

Port Bouet is a terminal market for live animals; cattle, sheep and goats. Nearly all animals that arrive here are slaughtered and quartered in the market's state-run abattoir.

We interviewed a major trader, the director of the abattoir and an independent butcher that works on the premises. The following is a consensus view of the market from these key informants.

Origin
<p>The bulk of the animals that come to this market are from Mali (90%) and the remainder comes from Burkina Faso. In the past (timeline was not known, but seems to be within last 10 years), however, the number of animals coming from Burkina and even Niger was much greater. Several reasons were given for this change in origin:</p> <ul style="list-style-type: none">• The train only serves Burkina and not Mali and the train service has been decreased to only 2 times per week.• The demand in Nigeria is great and the Nigerians pay more for animals that in Abidjan, thus those countries that are close to Nigeria direct their animals there.• The demand in Ghana is pulling the Burkina Faso and Niger animals, because they deal in cash. <p>The trader we spoke with says that the origin markets for animals from Mali were: Niono, Bouessa (sp?), Sikasso and Yena. The origin varies only by the minor seasonal fluctuations in supply and demand. They go where the cost/availability is best.</p>
Buyers
<ul style="list-style-type: none">•
Volumes and Seasonality
<p>The market slaughters between 400-500 cattle per day. If there are low periods, the number of cattle can drop as low as 200-250 and the number of small ruminants will drop to similar degree.</p>
<p><u>Cattle</u></p> <p>In addition to the cattle that are slaughtered in Port Bouet, cattle are taken to 3 other markets in Abidjan and slaughtered there. There are also an additional 80 cattle are sold to individuals who will fatten them and/or slaughter them privately.</p> <ul style="list-style-type: none">• Abobo (sp?) = 30 cattle/day• Yapogone = 10 cattle / day

- Niama = 20 cattle / day
- Private Slaughter/Fattening = 80 cattle/day
- **Market Estimate = $(450+30+10+20+80)*365 = 215,350$ cattle/year to Port Bouet Market**

Small Ruminants

There are between 300-400 small ruminants slaughtered per day in the Port Bouet market. The proportion of small ruminants (mostly sheep) that are sold to private butchers or fatteners is much greater for small ruminants than for cattle. The key informants estimated that 280 additional small ruminants are sold to butchers and animal fatteners per day.

- **Market Estimate = $(350+280)*365 = 229,950$ small ruminants/year to Port Bouet Market**

Storage

-

Price

- Our trader informant buys animals from Mali but also buys live animals in the Port Bouet market that other people have brought in. He buys according to the demand of his clients; butchers and meat retailers in Abidjan. He is currently paying about 250,000 – 300,000 FCFA/head.
- Sometimes, when his demand is high, he must acquire cattle in the Port Bouet market on credit (his purchases in Mali are all cash transactions). When he buys on credit, it costs him an extra 15,000 – 20,000 FCFA/head. In fact, the entire Port Bouet market works on a credit system, thus wholesalers like him buy animals in cash, but offer credit to their clients. There are smaller traders not from Abidjan that come to the market with animals who must be lodged by a ‘tueteur’ who will help him sell the animals (on credit), whose buyers may also offer credit to retailers, thus the repayment makes its way back up the chain in the same way that it was offered.
- This system is seen to slow trade in the market and possible reduces efficiency and increases prices.
- Meat costs are about 1600 – 1900 / Kg, depending on supply and demand.

Transport

- One of their major constraints is the time it takes to find a full truck load of animals at the origin market. The transport from Mali takes only 48 hours.
- The cost of transport is a maximum of 17,000 FCFA/head (or ~600,000/Truckload), but can go as low as 250,000 FCFA/truckload. The low prices occur when the port of Abidjan is flooded with imported goods and the truckers from Mali are then assured of a easy backhaul load. Otherwise, the transporter will build into his fee the cost of the return to Mali, which may or may not be empty. All costs, including road taxes are built into the transport costs. Per truckload our key informant was aware of 25,000 FCFA for taxes, 50,000 FCFA for *convoyeurs* (young herders that care for the animals en route), 15,000

for vet fees.

Trends Past/Future

- Animals of Burkina Faso origin are much lower than in the past.

Miscellaneous

- We were told quite explicitly that the official numbers for livestock entering/slaughtered at Port Bouet are underreported by 1/2 – 1/3. The taxes paid by the unreported half are pocketed by the agents. But, since March of this year (2012), the Port Bouet numbers are accurate. This is because a private enterprise has been hired to modernize the market and they are keeping good records (and slowing corruption?). This is a BOT arrangement. They enterprise will:
 - Improve drainage and put in concrete surfaces
 - Re-do the slaughter room with a modern slaughter line.
 - Create proper effluent treatment and disposal

The 'taxe de débarquement' is:

- Ovin = 150 FCFA/head
- Bovine = 1250/head

The 'taxe d'abatage' is:

- Bovin = 3000/head
- Ovin= 700/head

The butcher told us that about 1-2 trucks (w/ 10-15 carcasses each) per day leave the market bound for Ghana with slaughtered meat. The trucks are owned by Ghanaians and are refrigerated.

The butcher's sales vary by day of the month and peak at the end of each month through the 10th of the next month ...presumably because people eat more meat when they have disposable cash.

The butcher pays 300 FCFA/d to rent his stall from the state. They are happy with the improvements in the market as crime is down, the cleaners come every day and suspicious meat is seized (he deals in the higher quality meat and has a loyal clientele who know his reputation. It was clear that his meat was from healthy young animals compared to the meat at the stalls next to him).

Date of visit (date format):	10 Oct 2012
Name and location:	Sylla Moussa, Adjamé Market
Principal Commodities:	Maize and millet

Origin

- Maize is from Cote D'Ivoire (Daloa, Divo)
- Millet is from Burkina Faso and Mali

Buyers

- Buyers are retailers and consumers in Abidjan

Volumes and Seasonality

- He sells from 5-10 sacks (100Kg/ea) per day, but sometimes as many as 30 sacks per day.
- His sales peak from Oct – Feb and bottom out in Mar and April.
- He could not really give an estimate of the entire market sales.

Storage

- His storage could hold 5-10 MT

Price

-

Transport

-

Trends Past/Future

- When the war was ongoing and supplies were limited, they would sell as much as 50 sacks/day when they had product. They could never hold a stock for too long in those days.

Miscellaneous

-

Date of visit (date format):	10 Oct 2012
Name and location:	Narcisse Ouedrago, Adjamé Market
Principal Commodities:	Millet and some maize plus fonio, beans and diverse commodities.

Origin

- Being of Burkina Faso origin, this trader buys primarily from Burkina Faso. He often uses that train to deliver about 200 sac/month. The transaction will take place in Burkina Faso (at a distance using his family and friends there). They will also source from northern Cote D'Ivoire (Cote D'Ivoire) when harvests are low in Burkina Faso, but the prices are higher (we were also told by another trader that the Cote D'Ivoire millet is more 'red' and considered less valuable).
- Some of the millet comes from Mali too, but never Niger.
- He will also source from larger buyers of millet in the market.

Buyers

-

Volumes and Seasonality

- The high season for buying is Jan-Feb.
- The high season for sales is always Ramadan.
- They also sell some retail. They will hull the millet for retail sale.
- **Market Estimate: He estimates that millet sales in this market are 1000-4000 MT per month.**

Storage

-

Price

- Millet is now selling for 35000/100 Kg sac (~\$700/MT)

Transport

- Transport per sac by train = 3250 FCFA (was 2500 FCFA a few years ago).
- Transport per sac by camion = 6000 FCFA/100Kg sac.

Trends Past/Future

-

Miscellaneous

- He also trades in Fonio, which comes from Odiené (maybe Guinea), Cowpeas from Burkina Faso, Cote D'Ivoire, and sometimes Niger.

Date of visit (date format):	10 Oct 2012
Name and location:	Mme Bénié, Abidjan – IPRAVI
Principal Commodities:	Poultry (maize buyer)

Origin

- Buys from wholesalers by 40 MT truck

Buyers

- Her and her group, IPRAVI.
- SIPRA (Originally state-run, now owned by a Mr. Akasi) and FOANE (Ali Ouatarra) are other big poultry producers who buy maize, clean it and store it for their use.

Volumes and Seasonality

- Says that they project that poultry producers will consume 740,000 MT maize/yr by 2020, but she is unsure of these numbers.

Storage

- Claims that FASI has silos for rent in Cote D'Ivoire. They are 6000 MT/ea and cost 1,000,000 FCFA/mo to rent.

Price

-

Transport

-

Trends Past/Future

- Claims that the demand for maize in Burkina Faso, Mali, Ghana and Niger is creating supply and price pressure on Cote D'Ivoire maize.

Miscellaneous

-

Date of visit (date format): 10 Oct 2012

Name and location: Ylersigue Ouatarra, IPRAVI - Abidjan

Principal Commodities:

Origin

- Poultry producers mostly buy their maize in Cote D'Ivoire, but sometimes turn to imports when supplies are short.

Buyers

-

Volumes and Seasonality

- The following table has the current and projected estimates for maize consumption by poultry producers. Most of this data can also be found on www.IPRAVI.CI.

Maize Consumed by Poultry Industry in Cote D'Ivoire	Kg Maize per Unit/yr	Current Units 2011	Projected Units 2020
Poussin	3.5	17,000,000	42,000,000
Pondeuses	34	3,000,000	8,000,000
TOTAL MAIZE CONSUMPTION (MT/Yr)		161,500	419,000

Storage

-

Price

- Poultry producers buy maize at 120-170 FCFA/Kg, depending on their proximity to the source.

Transport

-

Trends Past/Future

- In 2005 maize production in Cote D'Ivoire dropped and most poultry producers depended largely on imports.
- In 2009-2010 there was a more limited crisis on maize supply on Cote D'Ivoire and some poultry producers turned to imports to meet their needs.

Miscellaneous

- Poultry producers also import a lot of soybean cake for their maize.

Date of visit (date format):	11 Oct 2012
Name and location:	Mamadou Diarra, Abengourou
Principal Commodities:	Maize

Origin

- Local production (~50 Km radius)

Buyers

- Poultry producers in Agnibilikouro, but they will sometimes sell to the local market when prices are good.

Volumes and Seasonality

- He sells about 5-10 Camions/yr (20MT/ea) to the Agnibilekrou poultry producers.
- September – December is the season for purchasing.

Storage

-

Price

-

Transport

- Cost is 170,000 CFA for 20 MT from Abengourou to Agnibilekrou (~40 KM).
- There are some informal fees paid on the road, but small. The fees were higher during the civil war.

Trends Past/Future

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Miscellaneous

- Ghanaians cross the border and buy maize too. They don't buy from aggregators, but instead go directly into the 'bush' and negotiate purchases with local farmers.
- Millet comes to Abengourou from Boune and Boundoukou, but quantities are small.
- They also buy rice locally and sell to consumers/retailers in town.

Date of visit (date format):	11 Oct 2012
Name and location:	Sylla Mammadou – Abengourou
Principal Commodities:	Maize

Origin

- Local production

Buyers

- The sell to the Agnibilekrou poultry producers . Ali Ouattara is main one, but there are others.

Volumes and Seasonality

- He sells about 4-5 trucks (20 MT/ea) to Agnibilekrou poultry producers. There are about 20 at his size in Abengourou.
- **Market Estimate: 5 (trucks/yr) X 20 (MT/trucks) X 20 (traders) = 2000 MT/yr of maize from Abengourou.**

Storage

- 4 MT of storage space. Feels limited.

Price

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Transport

- 100,000 FCFA/truck (10 MT) from Abengourou to Agnibilekrou.

Trends Past/Future

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Miscellaneous

- Millet comes from Bouna. It is purchased locally at the retail level for local consumption.
- There are equal quantities of rice and maize produced locally.
- Families consume more rice in their households than maize.
- Some traders sell imported rice in the local markets and this is more than the amount of locally produced rice that is sold in the local markets.
- When maize is in short supply locally, they buy from Northern Cote D'Ivoire.

Date of visit (date format):	11 Oct 2012
Name and location:	Adama Kaboure, Mr. Moulou Regional Director of Agriculture
Principal Commodities:	Maize, Rice

Origin

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Buyers

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Volumes and Seasonality

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Storage

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Price

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Transport

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Trends Past/Future

- Ghanaians come to buy maize. They buy direct from farmers to avoid road blocks and official checkpoints.
- Land is being increasingly used for rice, maize and rubber production.

Miscellaneous

- The poultry producers are willing to buy fresh maize, whereas HH consumers prefer dried maize.
- There are 300 Ha of *bas fonds* for rice production locally. Most is consumed in the HH. Yield of *bas fond* rice in 1.5 MT/Ha and yield of upland rice is 0.7 MT/Ha
- Maize yields are only around 800 Kg/Ha, due to re-use of hybrid seed issued by older project.
- In addition to Abengourou, the areas of Agnibilekrou and Tandi also produce maize that is supplied to the Agnibilekrou poultry producers.

Date of visit (date format):	12 Oct 2012
Name and location:	Benkilima Cooperative – Bouake Market Ramarick Amani, Coulabaly Sidi, Sanogo Abdoulaye, Amadou Traore, Harouna Konate
Principal Commodities:	Maize, Rice, Peanuts, Millet

Origin

- Local Production
- Millet comes from the NW quadrant of Cote D'Ivoire, outlined by Ferkessedougou, Bouna, Kong and Dabakala.
- Rice comes from local production

Buyers

- Mostly poultry producers in Agnibilikouro and Abidjan, but some is sold to Burkina Faso. Some also goes to Mali, which is in transit to Senegal.
- Millet is sold in the local market and markets to the south of the country (Abidjan mostly) and some goes to Korhogo market. Millet is in high demand during Ramadan.
- Buyers of rice are retailers and wholesalers in Bouake and other urban markets. Because rice is often sold on credit to wholesalers and retailers and payment is received only after the product is sold, the members of the Benkilima Cooperative prefer not to trade in rice.

Volumes and Seasonality

- 112 members, which represent 80% of maize/rice traders in market.
- 30 members are capable of filling orders of 1000 MT/week.
- These informants claim that about 140,000 MT of maize per year is has been sold through the Bouake market during each of the last two years. They are citing official figures, however, and suspect that the numbers are somewhat underestimated. This cooperative is just getting started and they cannot judge total sales from the market based on their sales. Last year they sold only 8000 MT of maize through their cooperative.
- **Total Maize from Bouake = 140,000 MT/yr**
- Production of Millet in Cote D'Ivoire is not sufficient to meet demand and millet is often imported from Mali and Burkina Faso. When the millet comes from Burkina Faso, it sometimes comes by train. Although cheaper, train transport is not the preferred mechanism of transport due to the complicated nature of track-side storage and transfer to the central market.
- Total Millet from Bouake = 2000 (MT/yr by Benkilima) / 0.8 (80% of Bouake traders represented in Benkilima) = **2500 MT/yr millet from Bouake market.**

Storage

- The Bouake market has over 600 stalls for the traders and appears very well organized and structured compared to other markets in Cote D'Ivoire. There is also ample room

for drying of product on the large open lanes of the market and parking areas, but these areas are not purpose-built for this.

Price

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Transport

- Transport prices have gone up since the recent (2010) conflict. The cost to get maize from the rural areas to Bouake now is 15 FCFA/Kg and also 15 FCFA/Kg from Bouake to Abidjan. It costs 20 FCFA/Kg from Bouake to Agnibilekrou.
- While the transport for grain to and from Burkina Faso is cheaper by train, they prefer to use trucks, since the train station is at a distance from the central market, thus requiring another loading and unloading step in the process which is inconvenient and adds to the cost.
- There are periods when cash crops are being harvested that create transport bottlenecks, which in turn greatly increase the cost of transport. For them, the bottlenecks arise during the cotton harvest, maize harvest, mango harvest, cashew harvest and somewhat during the cocoa harvest.

Trends Past/Future

- Transport is more expensive than in the past; i.e. 15 FCFA/Kg compared to 5 FCFA/Kg in the past.
- The Benkilima Coop was created as a means to respond to the large orders placed by the poultry producers. Even traders that are capable of supplying 1000 MT per week are not able to respond to the large demands on an individual basis, so they have grouped together to maintain their competitiveness with other suppliers. There are 112 members in the Coop and they are supposed to sell at least 70% of their volumes through the Cooperative. The members can sell the remaining 30% through their own private channels.
- They claim that Cote D'Ivoire has the most liberalized transport market and allows trucks from other countries to operate in Cote D'Ivoire, but other countries, most notably Burkina Faso, are quite restrictive and less accommodating of foreign transporters.

Miscellaneous

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Date of visit (date format):	12 Oct 2012
Name and location:	Barry Bally, Bouake Small Ruminant Market
Principal Commodities:	Sheep

Origin

- Origin of sheep in this market is mostly from northern Cote D'Ivoire.
- Trucks from Mali carrying animals to Abidjan sometimes stop in Bouake and sell about 16% of their cargo in Bouake (the same is said to be done for beef cattle).

Buyers

- Buyers of sheep are residents of Bouake.

Volumes and Seasonality

- They sometimes sell 15-20 animals per day, but some days no sales are made.
- They high season for sales of sheep is Dec-Jan, April and Tabaski (during Tabaski buyers for sheep will come from Yamoussoukro, San Pedro, Divo and other urban areas to buy in Bouake.). Dec-Jan because of holiday season and end of year bonuses for some people.
- Also, people buy more meat after they harvest and sell their cocoa.
- He claims the volumes do not change based on variations in rainfall in Cote D'Ivoire of in Mali. There are always sales.
- **Market Estimate = [assuming an average of 15 animals/day] 15 X 360 = 5400 sheep/year from Bouake market.**

Storage

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Price

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Transport

- Transport from Sikasso, Mali to Bouake is 3500/sheep.

Trends Past/Future

- The conflict reduced trade greatly as rebels were demanding bribes from traders and also stealing animals.

Miscellaneous

- The Bouake livestock market lacks the infrastructure of the markets found in Abidjan, Ferkessedougou and Korhogo.
- Tengrela is a weak market these days due to the deteriorating road conditions, but it was once a major market for livestock.
- Traders one a one-stop shop for the presentation of papers at the borders for livestock. As it is now, there are too many checkpoints and places where fees are collected.

- Bringing in cattle on the hoof avoids the bribes, but makes herders/traders susceptible to cattle thieves.



Date of visit (date format):	12 Oct 2012
Name and location:	Diallo Mah, Bouake
Principal Commodities:	Cattle

Origin

- Mostly animals come from within a 50 mile radius of Bouake in Cote D'Ivoire, but about one truck per two weeks stops in Bouake on its way from Mali and/or Burkina Faso with imported cattle.

Buyers

- This market services local consumption, but also gets buyers from San Pedro, Yamasoukrou, Abidjan and Daloa.

Volumes and Seasonality

- No estimate on volumes from Northern areas.
- Imported cattle = 26 (weeks) X 1 Truck X 50 (Cattle/truck) = **1300 head/year from Mali and or Burkina Faso.**

Storage

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Price

- He claims that it is ironic that the per kilo cost of retail meat in Bamako is higher than in Bouake (1800 FCFA/kg compared to 2200 FCFA/Kg in Bamako).

Transport

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Trends Past/Future

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Miscellaneous

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Date of visit (date format):	13 Oct 2012
Name and location:	Focus Group (no names), Livestock Market Ouangolodougou
Principal Commodities:	Cattle

Origin

- All animals here come from northern Cote D'Ivoire.

Buyers

- Buyers are mostly local. Sometimes traders from San Pedro or Yamasoukro

Volumes and Seasonality

- 30-50 animals/week
- Market Estimate: 40 (animals) X 52 (weeks) = **2080 head of cattle from Oungolodougou/year.**

Storage

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Price

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Transport

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Trends Past/Future

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Miscellaneous

- They claim that Ferkessedougou is smaller than the Ouangolodougou market and that Tengrela, Korhogo are also small markets. The only major markets are Abidjan and Bouake.

Date of visit (date format):	13 Oct 2012
Name and location:	Abdoulaye Diallo – Cereal Traders in Ouangolodougou,
Principal Commodities:	Maize

Origin

- Local production in Cote D'Ivoire

Buyers

- Burkina Faso traders

Volumes and Seasonality

- From October – December they trade about 300 sacs per day (120 Kg/sac)
- There is one other trader in this market that does about 1000 sacs/week during the same period.
- **Market Estimate: [1000 (sacs/week) X 0.120 (MT/sac) X 12.6 (weeks)] + [300 (sacs/day) X .12 (MT/sac) X 90 (days)] = 4752 MT/Year maize to Burkina Faso from Ouangolodougou.**

Storage

- Very limited storage, but this trader trades each day during the season and has a very high rate of turnover.

Price

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Transport

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Trends Past/Future

- They see demand growing for maize in the next 10 years, especially from poultry producers and the Senegalese who have bought more recently (and may also be poultry producers).

Miscellaneous

- These traders transport only at night. It seems they may have a deal worked out with the border agents on the night shift to give them a break on fees to cross the border. In any case, the claim to have an advantage because they are next to the border and therefore are not subject to most of the checkpoints in the interior of Cote D'Ivoire.

Date of visit (date format):	14 Oct 2012
Name and location:	Moussa Coulabaly, Maize Wholesaler, Korhogo.
Principal Commodities:	Maize, paddy rice and karate.

Origin

- Maize and Rice = Local production near Korhogo
- Millet and Sorghum are sold in this market in small quantities. They come from Mali mostly.

Buyers

- The sell to breweries and poultry producers mostly, much less to wholesalers in Abidjan.
- They also sell to Mali, Burkina Faso, Senegal and Niger. Last year they sold a lot to Senegal. Last year was a year where they sold more to the export market than to the domestic market, but in most years maize is primarily sold on the domestic market.
- Rice is sold locally. They usually buy in November and sell about 3 months later.

Volumes and Seasonality

- Dec – Feb is the high season for maize trade.
- He will do 1-2 trucks per week (3 during the peak seasons) of 40 MT/ea.
- He is one of the bigger traders and there are 10 like him.
- **Market Estimate: 1.9 (avg. trucks/mo) X 12 (months) X 40 (MT) X 10 (traders) = 9120 MT/year maize from Korhogo's largest traders.**
- Rice trade is highest in November.
- They sell rice locally to retailers in Korhogo. Volumes are small.

Storage

- He has a total of 140 MT of storage of his own, plus can rent more when/if he needs it, but prefers not to, b/c it is costly.
- They must rent storage for 8500/mo (don't know the capacity of this storage area, but estimate it to be 40-80 MT.)

Price

- Farm gate prices are 80-90 FCFA/kg.
- Their wholesale prices are 100 FCFA/kg, but can go to 120-130 FCFA/Kg when demand is high.

Transport

- Transport of maize is paid for and supplied by the poultry farmers, so they don't really pay attention to costs ...it is rolled into their wholesale price.

Trends Past/Future

- When demand is high from Burkina Faso, Mali or other export markets, prices are driven up locally. They feel that sometimes buyers from Burkina Faso or Ghana will come a try to source at the farm gate and thus drive up the prices for them to acquire the grain

- ...they obviously don't like this.
- Maize prices go up when people replace maize with cotton, thus when cotton prices are high one season, maize will be higher the next season, since many farmers opt for cotton production.

Miscellaneous

- The quality of maize in Korhogo is better than in Vavoua or Daloa, b/c it is drier (drier climate) and it has less foreign matter (why?).
- They pre-finance buyers (*pisteurs*) who go and buy at the farm gate.

Date of visit (date format):	14 Oct 2012
Name and location:	Bamba Adama, Millet Sorghum Wholesaler, Korhogo
Principal Commodities:	Millet, Sorghum, maize, peanuts.

Origin

- They buy in Mali now, but before the war in 2010, the wholesalers in Mali would come to Korhogo to sell.
- He trades mostly in Millet. Sorghum is rare.

Buyers

- Buyers are mostly in Abidjan, but also Bouake

Volumes and Seasonality

- They usually sell less than truckload lots at a time 5-15 MT per transaction.
- During the 3 month season they will sell 1 truckload per week.
- High season for millet is Jan-March.
- There are 5 other millet traders in the Korhogo market at his size.
- **Market Estimate = 10 (MT/truck) X 12.9 (weeks/season) X 5 (traders) = 645 MT Millet/year from Korhogo market.**

Storage

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Price

- Millet is currently 32,500 FCFA/100 Kg sac.
- Red and White sorghum sell for the same prices. Now at 25000 FCFA/100 Kg sac.

Transport

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Trends Past/Future

- Prices change depending on supply, which is often dictated by the market prices of cotton. When cotton prices are high, farmers plant more cotton and less maize and millet ...the opposite is also true.

Miscellaneous

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Date of visit (date format):	14 Oct 2012
Name and location:	M. Diallo, Maize Trader, Odiéné
Principal Commodities:	Maize and some millet and parboiled rice

Origin

- They buy millet just across Cote D'Ivoire's northern border with Mali. Also, Malian traders come to sell in the Goeuya market in Cote D'Ivoire.

Buyers

- They sell millet locally to consumers. Some millet is used as animal feed, too.
- They sometimes buy paddy locally, parboil it then sell it to Guineans.

Volumes and Seasonality

- All trade in millet and maize is local, mostly sold to consumers in Odiéné.
- Dec – Feb is the millet trading season.
- There are about 32 traders like him. The maximum that any of them can stock is 1000 sacs (~12 MT).
- Could not give numbers on volumes of trade.

Storage

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Price

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Transport

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Trends Past/Future

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Miscellaneous

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Date of visit (date format): 14 Oct 2012

Name and location: Diabate Salif Kadar, fonio trader, Odiéné

Principal Commodities: Fonio, maize

Origin

- Fonio and Maize = Local production in Cote D'Ivoire.
- They used to have local soybean before the war, too.

Buyers

- Sells fonio to cities all over Cote D'Ivoire; Abidjan, Bouake, Daloa and even Bamako.
- Maize = used to sell to Mali, but now sells only in local market due to a reduction in local production since the 2010 conflict.
- He used to sell about 2 trucks (35 MT X 2)/year, but now only sells locally.

Volumes and Seasonality

- **He estimates that he sells 5-6 MT/year fonio.**
- He may be the only one in this market that specializes in fonio.

Storage

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Price

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Transport

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Trends Past/Future

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Miscellaneous

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Date of visit (date format):	15 Oct 2012
Name and location:	Barry Bahima, Yaragone Mamadou, Diabie Siake, Dombia Amara, Livestock Market, Odiéné
Principal Commodities:	Cattle and Sheep

Origin

- Mali is vast majority, but also from local production.
- Herds of 30-50 each.
- Sheep come from Mali, but not on the hoof. They are loaded on a truck at the point of origin (or in Goueya) and just pass through Odiéné on their way to other markets further south (Man, Abidjan, etc.)

Buyers

- Buyers in Port Bouet, Man, Danane, Abidjan, San Pedro (not Guinea).

Volumes and Seasonality

- For cattle only, there are two peaks in December and during Ramadan, where 6-10 trucks can leave in one day. The rest of the year there are 2-3 trucks per day, but there are some days when no trucks leave.
- They come on trucks from Mali as the terrain from the border is too rough, but they just pass through, thus no one could give an estimate of the numbers.
- Market Estimate of cattle sold in Odiéné:
 - Ramadan and December: 60 (days) X 8 (Trucks) X 40 (head) = 19,200
 - Normal Period: 275 (days) X 2.5 (trucks) X 40 (head/truck) = 27500
 - Slow Period: 30 (days) X 0.5 (trucks) X 40 (head/truck) = 600
 - **TOTAL = 47,300**

If sheep come into the market, they are for local consumption only. Odiéné is not a hub for small ruminant sales.

Storage

Price

Transport

- Road harassment and bribes are their biggest problem.
- Transport on one truck from Odiéné to Abidjan costs 700,000 – 800,000 FCFA.
- The local truckers union recently stopped allowing any trucks, but those from Odiéné to transport from this market. It is repressive for them and raises prices.

Trends Past/Future

Miscellaneous

Date of visit (date format):

15 Oct 2012

Name and location:

Abou Diakite, Sibikou Adama and Edouard Ouedrago,
Maize Trader, Man

Principal Commodities:

Maize, some rice

Origin

- Villages surrounding Man.
- Millet and sorghum are only very minor products in this market.

Buyers

- Sell maize to poultry producers in Agnibilekrou.
- They have seen buyers from Burkina Faso and Niger in past years.
- There is very little or no trade with Liberia. Liberians (women's groups) may come to buy a mixed truckload of goods that sometimes includes maize, but that is it. Never a full truckload to Liberia.

Volumes and Seasonality

- Last year they sold 20 trucks (40 MT/ea) to Agnibilekrou.
- They are the biggest in Man, and really the only ones that sell in bulk.
- **Market Estimate = 800 MT maize/year from Man.**
- Last year they did sell 2 trucks of rice to Guinea = **70 MT of local rice/year from Man.**

Storage

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Price

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Transport

- It costs 1 million FCFA to 2 million FCFA to deliver a truck to Burkina Faso.
- Transport is cheapest in Nov-Feb. In April – June transport becomes expensive because there are a lot opportunities for backhaul during that time.
- During the crisis the cost of transport went up due to bribes; eg.
 - During Crisis: Man to Agnibilekrou = 800,000 FCFA/truck (transport) + 600,000 FCFA/truck (bribes).
 - Today: Man to Agnibilekrou = 800,000 FCFA/truck (transport) + 60,000 FCFA/truck (bribes)

Trends Past/Future

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Miscellaneous

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Date of visit (date format):	15 Oct 2012
Name and location:	M. Camara, Rice Trader, Man
Principal Commodities:	Rice

Origin

- Local production near Man.

Buyers

- Women retailers in Man city

Volumes and Seasonality

- Dec-Jan is the high season for buying rice. They sell year-round.
- They buy 3-4 MT/day during this period, they can sell 2 MT/day all year long.
- There are 2 other traders like them in Man.
- **Market Estimate: 2 (MT/day) X 365 (days) X 3 (traders) = 2190 MT/year local rice sold in Man**

Storage

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Price

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Transport

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Trends Past/Future

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Miscellaneous

- They also provide rice hulling for their rice and as a service to others.

Date of visit (date format):	15 Oct 2012
Name and location:	[Name absent from notes], Bakary Traore and other pisteurs, Man
Principal Commodities:	Maize

Origin

- Local farmers near Man

Buyers

- Wholesalers from Man, Odiéné and San Pedro commission him to buy about 20 – 30 sacks at a time.
- The product is aggregated with that of other *pisteurs* and sent to Abidjan or Mali.

Volumes and Seasonality

- He buys from October on. Sales eventually taper off.
- He claims that there are 7-8 others like him and together, for all of Man, they can collect and sell about 20 truckloads per year. The product then goes to Abidjan or Mali.
- **Market Estimate: 20 (trucks) X 35 (MT) = 700 MT maize exported from Man.**

Storage

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Price

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Transport

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Trends Past/Future

- They used to trade some with Guinea (N'Zerekore and Kankan), but in the last two years, this trade has lessened. 4 of 20 trucks went to Guinea last year.

Miscellaneous

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Date of visit (date format):	15 Oct 2012
Name and location:	Sheep Trader, Man Small Ruminant Market
Principal Commodities:	Sheep

Origin

- Mostly from Mali, but also Burkina Faso

Buyers

- Local sales only in Man

Volumes and Seasonality

- In normal season, market gets 2 truckloads per month.
- During Tabaski they will receive 5 truckloads.
- Market Estimate: $(2 \times 11) + 5 \text{ (trucks)} \times 180 \text{ (sheep/truck)} = 4860 \text{ Sheep sold in Man/year.}$

Storage

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Price

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Transport

- Transport of a sheep from Mali to Man cost 7500/sheep.

Trends Past/Future

- The crisis did not have an effect on supply to this market.

Miscellaneous

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Date of visit (date format):	16 Oct 2012
Name and location:	Djakarida Diomande, Maize Vendor, Vavoua
Principal Commodities:	Maize

Origin

- Buy from local maize producers near Vavoua (~100 Km radius)

Buyers

- Poultry producers, Ali Ouattara in Agnibilekrou and SIPRA in Abidjan.
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Volumes and Seasonality

- He alone does 10-18 trucks per year @ 35 MT ea, but does not know how many others like him are in the market.

Storage

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Price

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Transport

- Bribes along the major corridors are reducing, because people are making an effort to control it, but the problem still remains between the farms and the urban hubs. On these rural roads, there can be checkpoints every 25 KM and the agents will collect 12,000 FCFA at each checkpoint, which adds up to a lot for them.
- Furthermore, the GOCI has also insisted that bribery stop for cocoa and coffee, and it has, but it continues for other commodities like maize, rice (sometimes 300 FCFA/kg) and edible oils [proof that a GOCI campaign can stop bribery].

Trends Past/Future

- Niger traders procured from this market 3-4 years ago, but not since. Malians do not come here to buy. Buyers come from Burkina Faso, but the demand in this market from Burkina Faso traders has dwindled.
- The conflict reduced production; b/c farmers fled villages or were afraid to go to their fields.
- Since the 2010 conflict, production is now picking up.

Miscellaneous

- Having cash to buy product is their major constraint. They miss potential sales due to lack of cash flow.
- The poultry producers can order as much as 500 MT at a time, thus several buyers must get together to fulfill these orders.

Date of visit (date format):	16 Oct 2012
Name and location:	COOPJAVA, Cooperative des Jeunes Agriculteurs de Vavoua, (7 traders and 200 farmers), Moussa Konate, Souleyman Konate, El Hadj Cisse
Principal Commodities:	Maize

Origin

- Local production

Buyers

- They sell to IVOGRAIN in Abidjan and Ali Ouattara in Agnibiolekrou.

Volumes and Seasonality

- They sell 2000 MT/year.
- Jun and Jul are the first selling season. Nov – December is second selling season.

Storage

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Price

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Transport

- Vavoua – Abidjan = 700,000 FCFA/truck (35 MT), this includes bribes and informal fees.
- They also pay a tax with the OPCV, *Office de la Commercialisation des Produits Vivriers*. It costs 3000 FCFA/truck. This helps them to avoid more hassles on the road. This tax seems to be a legitimate and reasonable tax and most traders/transporters opt to pay it, thus the OPCV should be a good source of statistics.

Trends Past/Future

- They used to sell to Mali, but that trade has slowed/stopped since 2007, because Mali is becoming more autonomous in maize production and because the price differential between Cote D'Ivoire and Mali is reducing.

Miscellaneous

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Date of visit (date format):	16 Oct 2012
Name and location:	Amadou Coulibaly, Maize Trader, Daloa
Principal Commodities:	Maize

Origin

- Local production.

Buyers

- Sells to SIPRA in Abidjan and FOANE in Agnibilekrou (Prices are better in Agnibilekrou, but it takes 30 days to get paid).
- In the past, he sold product in Mali and in Guinea.

Volumes and Seasonality

- He is capable of doing 80 MT/week when the prices are good, does not do this regularly. He does not know total annual sales.

Storage

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Price

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Transport

- Daloa – Agnibilekrou for one truck costs 600,000 – 700,000 FCFA. This includes the bribes, which amount to about 60,000 – 80,000 FCFA.

Trends Past/Future

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Miscellaneous

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Date of visit (date format):	16 Oct 2012
Name and location:	Mory Kone, Maize Trader, Daloa (at CABD Cooperative) = 120 members, but is now weak.
Principal Commodities:	Maize

Origin

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Buyers

- Sells to poultry producers.
- Used to sell to Burkina Faso and Mali before 2002, but excessive transport costs were eating too much into their margins, so they stopped.

Volumes and Seasonality

- The average he sells is 3 trucks per month, but that can go up to as much as 2 per week during high season.
- There are 22 traders like him in the Daloa market. We also learned that most traders in Vavoua, have a master-trader in Daloa through whom they ultimately sell.
- **Market Estimate: [3 (trucks) X 35 (MT/Truck) X 8 (months) X 22(traders)] + [2 (trucks) X 35 (MT/truck) X 17 weeks (or 4 mos) X 22 (traders)] = 44,660 MT maize sold from Vavoua/Daloa area/year.**

Storage

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Price

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Transport

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Trends Past/Future

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Miscellaneous

- Maize from Daloa/Vavoua is not as dry and has more foreign matter than the maize from Korhogo.
- They claim that there is more maize produced in Daloa/Vavoua than in Korhogo, in spite of the fact that Daloa producers use very little fertilizer (soil is good). The yields in Daloa are 30-35 bags/Ha
- They have 2 harvests per year in this region, which is why it is a major production zone.

Date of visit (date format):	16 Oct 2012
Name and location:	Ismailia Fofana, Maize Trader, Daloa
Principal Commodities:	Rice

Origin

- Local production near Daloa

Buyers

- Only retailers in Daloa. They never fill a truck or export out of the area.

Volumes and Seasonality

- He sells about 425 MT per year in small transactions between 200 Kg – 5 MT per transaction.
- He is the only major trader in local rice in the area.
- He buys rice at the end of each harvest season. The first season ends at the end of September. It is the primary season and he will buy about 250 MT during this time. The second harvest is in January and he will buy about 175 MT during this season.
- **Market Estimate: Considering Daloa as a terminal market for local rice, we can estimate that, aside from what is grown on farms and consumed in the farm homes, the trade in local rice is 250 MT + 175 MT + 525 MT (of Korhogo origin) = 950 MT local rice traded in Daloa.**

Storage

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Price

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Transport

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Trends Past/Future

- Production has increased lately.

Miscellaneous

- Korhogo is a major rice producer and often supplies Daloa with some of its **excess local rice at about 525 MT/year.**

Date of visit (date format):	16 Oct 2012
Name and location:	Kassim Coulibaly, Président du Marche de Bétail, Daloa
Principal Commodities:	Cattle

Origin

- Mali (and Northern Cote D'Ivoire) by truck (30%).
- Mali (and Northern Cote D'Ivoire) on-the-hoof (these are sometimes in transit to San Pedro and other towns further south in Cote D'Ivoire) (60%).
- From local villages and farms around Daloa on-the-hoof (10%).

Buyers

- Local butchers and cattle fatteners.

Volumes and Seasonality

- There are about 15 - 25 animals sold per day on average. About 20 are slaughtered in the abattoir and 5 will be sold for further fattening.
- **Market Estimate: 20 (head/day) X 365 (days/yr) = 7300 cattle/year sold in Daloa market.**

Storage

-

Price

-

Transport

- Transport cost depend on opportunity for backhaul. If one were to send product from Daloa to Korhogo, for example, one would have to pay the cost of a round trip; i.e. from Daloa – Korhogo - Daloa can cost 800,000 – 1,000,000 FCFA/truck, but if one can find a truck that is from Korhogo in Daloa and he is planning to return to Korhogo, the transport from Daloa to Korhogo can cost as little as 200,000 FCFA/truck.
- They estimate that transport is between 2-8% of the cost of the goods being transported.

Trends Past/Future

- They feel that trade in cattle has been reduced by half due to competition with poultry.

Miscellaneous

- This group of traders acts a *Tuteurs*. The *Tuteur* system in Cote D'Ivoire is explained above in body of report.

Date of visit (date format): 16 Oct 2012

Name and location: Romarique Manou, COVIMA Cooperative, Bouafle

Principal Commodities: Vegetables and Maize

Origin

- Member production and local production

Buyers

- SIPRA and SODEPAH (poultry producers and baby food manufacturers).

Volumes and Seasonality

- 4000 MT/year

Storage

-

Price

-

Transport

-

Trends Past/Future

-

Miscellaneous

-

Annex II

Interviews in Guinea

Date of visit:	20 Oct 2012
Name and location:	Mohammed Cisse – Forecariah
Principal Commodities:	Parboiled Rice or <i>Riz du pays</i> (RdP) and construction materials

In Guinea, *Riz du Pays* (RdP) is parboiled rice made locally. Usually, the women do the processing. This is very standard rice for Guinean's to eat. They also consume imported (non-parboiled) rice, distinguished as 'white rice' when there is no more RdP or when economic circumstances require, since RdP is sold at a significant premium to white rice.

Origin
<ul style="list-style-type: none">• Buys RdP from local markets, which are supplied by farmers.
Buyers
<ul style="list-style-type: none">• He will sell by the truckload to the Conakry market. Sometimes he takes the rice there before he has a buyer, but sometimes he just sends the truck when the buyer has already been determined.
Volumes
<ul style="list-style-type: none">• He sells about 800 sacs per week (during 4 months). He is the biggest trader of RdP in Forecariah and there are no others at his size. There are about 5-6 other traders that average 50 sacs/week each. Sacs weigh 120 Kg/ea.• Market Estimate = 2046 MT of RdP/year from Forecariah market.
Seasonality
<ul style="list-style-type: none">• His high season for sales are from October - November and January-February. About 4 months of heavy sales
Price
<ul style="list-style-type: none">• RdP is quoted by the kilogram not by the sack, because sacks are not standard in Guinea.• He sells RdP wholesale at 6500 GNF¹⁵/Kg• Imported white rice is going for 4000 GNF retail.
Transport
<ul style="list-style-type: none">• Forecariah to Conakry is 12,000 GNF/sac

¹⁵ \$1 = 7000 GNF

Trends Past/Future

- There used to be a lot of trade in onions and tomatoes coming from Sierra Leone, but that is not the case any longer.

Miscellaneous

- They do not sell to Sierra Leone.
- Gari comes from Sierra Leone at 5-10 *remorques* (40 MT)/day; or 73000 MT – 146000 MT/year.
- Storage = 40 MT. His storage is mixed and has concrete sitting with rice (imported and RdP)
- Pamelap is not a big market. It just serves the local population. There is no international trading in Pamelap ...product just transits through this town.

Date of visit (date format): 20 Oct 2012

Name and location: Masata Toure, Mefoundia Fofana (tel 65 65 80 04)

Principal Commodities: Red Palm Oil

Origin
<ul style="list-style-type: none">Local production
Buyers
<ul style="list-style-type: none">Traders passing through and local markets.They will sometimes, but rarely find a large trader that will come and buy the majority of everyone's stock and try to fill a truck. Most of the time, however, buyers take 1-5 <i>bedons</i> (20 l plastic containers) at a time.
Volumes
<ul style="list-style-type: none">This magazine, shared by 15 women, sells about 10-15 <i>bedons</i>/week. There are many individual women and magazines like this in Forecariah ...maybe (60 women total?).Market Estimate = 936 MT/Yr from Forecariah market (60 women X 1.5 <i>Bedons</i> X 20 L X 52 wk)
Seasonality
<ul style="list-style-type: none">The high production season is from March – May. Sales are year-round.
Price
<ul style="list-style-type: none">
Transport
<ul style="list-style-type: none">
Trends Past/Future
<ul style="list-style-type: none">
Miscellaneous
<ul style="list-style-type: none">

Date of visit (date format):	20 Oct 2012
Name and location:	El Hadj Habi Youssef Fofana
Principal Commodities:	Imported rice (white rice) trader

Origin
<ul style="list-style-type: none"> • Conakry
Buyers
<ul style="list-style-type: none"> • Local pop.
Volumes
<ul style="list-style-type: none"> • He sells 3 sacs per day, but in hungry season, sales can go up to 8 sacs/day. • There are multiple traders in this market. Each one buys a little from the trucks that come to sell. • A 40 MT truck comes 2 X wk all year round. • Market Estimate = 4160 MT/Yr of white rice sold in Forecariah to local population.
Seasonality
<ul style="list-style-type: none"> • High season is hungry season (Jul - Sept).
Price
<ul style="list-style-type: none"> •
Transport
<ul style="list-style-type: none"> •
Trends Past/Future
<ul style="list-style-type: none"> •
Miscellaneous
<ul style="list-style-type: none"> •

Date of visit (date format):	20 October 2012
Name and location:	Thierno Aia – Mafeyenya (15 K from Forecariah)
Principal Commodities:	RdP, Palm Oil

Origin
<ul style="list-style-type: none"> Local producers
Buyers
<ul style="list-style-type: none"> Conakry wholesalers
Volumes
<ul style="list-style-type: none"> 100 sacks per week There is one other trader like her in town. Market Estimate = 384 MT/Year to Conakry from Mafeyenya
Seasonality
<ul style="list-style-type: none"> Not mentioned, but assumed 4 mo per year as high season.
Price
<ul style="list-style-type: none"> Currency fluctuations in guinea make the prices hard to track over time.
Transport
<ul style="list-style-type: none">
Trends Past/Future
<ul style="list-style-type: none"> Claims that people's buying power is down and so are her sales of RdP and palm oil.
Miscellaneous
<ul style="list-style-type: none"> She rents a 1000 sack storage area that is empty at this moment.

Date of visit (date format): 22 Oct 2012

Name and location: Mamdou Lamine Daffe – Boussoua Port, Conakry

Principal Commodities: Transporter of Onions, Peanuts, Haricot, Millet from Conakry to Sierra Leone and Gari and Palm Oil from Sierra Leone to Conakry

Origin
<ul style="list-style-type: none">• Siguiri and Kankan for millet.• Onions from Labe in dry season and Holland at other times.• Gari and Palm Oil = Sierra Leone
Buyers
<ul style="list-style-type: none">• Freetown traders
Volumes
<ul style="list-style-type: none">• There are 10 boats on each shore. They make one trip per week. Millet peak is Nov – Feb.• Market Volumes Millet = 320 MT/Yr from Conakry to Freetown (10 boats X 20 Sacs X 100 Kg X 16 wks)/1000.• Market Volumes Gari = 18200 MT/Yr (10 boats X 35 MT X 52 wk).
Seasonality
<ul style="list-style-type: none">• Millet = Nov – Feb• Gari = year round (?)
Price
<ul style="list-style-type: none">• Gari = 3125 GNF/Kg
Transport
<ul style="list-style-type: none">• 30,000 GNF/sac (customs, transport and loading)
Trends Past/Future
<ul style="list-style-type: none">• Gari is major product now, since last year.
Miscellaneous
<ul style="list-style-type: none">•

Date of visit (date format):	22 Oct 2012
Name and location:	Ousman Sidibe – Marche Forestier, Conakry
Principal Commodities:	Riz du Pays (RdP)

Origin
<ul style="list-style-type: none"> N'Zerekore, Lola markets and sometimes Senko. They sometimes source from Korhogo when supplies in N'Zerekore run out (max 30%).
Buyers
<ul style="list-style-type: none"> Retailers in Conakry
Volumes
<ul style="list-style-type: none"> There are 13 traders like him He sells 10 – 15 MT/Mo Market Estimate = 1950 MT/Year from Guinea Forestier to Conakry (12.5 MT X 13 pers X 12 mos).
Seasonality
<ul style="list-style-type: none"> His sales are the same year round more or less, but the demand peaks during April and May; i.e. the beginning of hungry season.)
Price
<ul style="list-style-type: none">
Transport
<ul style="list-style-type: none"> Senko – Conakry = 600,000 GNF / MT Lola – Conakry = 240,000 GNF – 307,200 GNF /MT (highest during rainy season) Route from Odiené to Korhogo is bad during rains (June-November), so rice coming from Korogho sometimes goes to Bamako to Koremali to KanKan.
Trends Past/Future
<ul style="list-style-type: none"> Claimed that trade was no different during the war time, they just negotiated with Cote D'Ivoire rebels. In fact, the cost of tariffs (illegal & legal) went down during that period, b/c the rebels were easy to negotiate with and now the formal tariffs are more expensive.
Miscellaneous
<ul style="list-style-type: none"> Storage in this market = 45 MT X 38 Magazines = 1710 MT plus a smaller annex in back, which may hold 60% of this (estimate?), thus Total = 2736 MT.

Date of visit (date format):	10/22/2012
Name and location:	Barry Mamadou – Livestock Market, Conakry
Principal Commodities:	Cattle and sheep

Origin
<ul style="list-style-type: none"> Cattle from Dagomet and from Bamako, Mali. Sheep from Bamako only.
Buyers
<ul style="list-style-type: none"> Conakry butchers and residents.
Volumes and Seasonality
<ul style="list-style-type: none"> He makes 2 trips per month if buying from Mali and 4 trips per month if buying from Dabola. I guess this depends on the availability of animals in Mali, or is it that he buys sheep from Mali and cattle from Dagomet (Note, we learned later that the Dagomet market is bi-monthly, not weekly, so this appears odd). There are 10 others like him in the market ...that can buy a truck load at a time. There are many other small traders that combine to make a truck load (let's suppose they make up an equal complement to the 10 bigger traders). This information is sketchy. Market estimate: 3 (trucks/mo) X 12 (months) X 20 (traders, big and small) X 60 (cattle) / 2 (since he splits between sheep and cattle) = 21,600 cattle/year. Market estimate: 3 (trucks/mo) X 12 (months) X 20 (traders, big and small) X 190 (sheep) / 2 (since he splits between sheep and cattle) = 68,400 sheep/yr.
Storage
<ul style="list-style-type: none"> Conditions for sale in this market are very poor, they are crammed on the roadside of the main entrance road to Conakry. There seems to be no place for loading and unloading, but there are small feed bins and some forage available. This seems a very bad place for an animal market.
Price
<ul style="list-style-type: none"> N/A
Transport
<ul style="list-style-type: none"> Bamako-Conakry = 3,500,000 GNF/truck for transport only = \$8/animal (?) Illicit and licit fees are much higher in Mali than in Guinea. They pay 2,300,000 GNF to cross into Guinea from Mali, 50,000 GNF at the Dabola checkpoint, 100,000 GNF in Mamou, 50,000 GNF in Kindia, 80,000 at #36 Checkpoint and 10,000 in Conakry = 2,590,000 GNF TOTAL
Trends Past/Future
<ul style="list-style-type: none"> N/a
Miscellaneous

- He claims that the regulations for transporting animals in Mali are different from Guinea and that affects his trade. Claims to take only 20 animals from Mali at a time (as this is the limit required by law ...needs verification) then he will stop in Dagomet market to fill his truck with up to 50 or 70 animals (50 if for sale and 70 if they will go directly to the abbatoir).
- Cattle skin is sold to Sierra Leone in large quantities from this market.

Date of visit (date format):	10/22/2012
Name and location:	Focus Group (Mahammed Traore, Chegouma Habib and Mamadou Tanou Ba – Livestock Market, Conakry)
Principal Commodities:	Cattle and Sheep

Origin
<ul style="list-style-type: none"> • One buys sheep only in Mali, Bamako • One buys only cattle from Guinea, Dabola (Dagomet) • One buys only sheep from Guinea, Dabola (Dagomet)
Buyers
<ul style="list-style-type: none"> • All Conakry buyers.
Volumes and Seasonality
<p>Cattle Trader:</p> <ul style="list-style-type: none"> • He brings 2 trucks per week. • There are 7 other traders like him or bigger. Some procure in Telimeli and Dinguiraye. • Market estimate of Cattle from Dagomet: 2 (trucks/wk) X 52 (he says per week, but remember that Dagomet is bi-monthly market ...maybe he has another source market not mentioned) X 30 (animals per truck) X 7 (traders) = 21,840 cattle/yr. <p>Sheep Trader (guinea origin)</p> <ul style="list-style-type: none"> • 1 truck every 2 weeks @ 50-80 head per truck (100 during Tabaski). • There are 6 like him and he is a large trader • Market Estimate for Sheep of Guinean Origin: 77 (head per truck avg w/ Tabaski month) X 26 (weeks) X 6 (traders) = 12,012 sheep/year of Guinea origin. <p>Sheep Trader (Mali Origin)</p> <ul style="list-style-type: none"> • Market Estimate sheep from Mali = 200 (sheep/truck) X 24 (two trips per month) X 3 (traders like him) = 15,600 sheep of Malian origin/year.
Storage
<ul style="list-style-type: none"> • Roadside market as described above
Price
<ul style="list-style-type: none"> • Cattle = 3,500,000 GNF large healthy animal, 3,000,000 for medium and 2,500,000 for small and 2,300,000 for smallest and weakest. • Sheep = 500,000 – 1,000,000 GNF per sheep (depending on size)
Transport
<ul style="list-style-type: none"> • Cattle from Dabola = 100,000 GNF/head • Sheep from Dabola = 20,000 – 25,000 GNF/per sheep. • Sheep from Mali = [See Ousman’s notes].
Trends Past/Future

- Transport price has doubled since 2003.

Miscellaneous

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Date of visit (date format):	23 Oct 2012
Name and location:	Rafeu Ba – Conakry trader in Wendou Mbourou
Principal Commodities:	Cattle

Origin
<ul style="list-style-type: none"> • Buys in Wendou Mbourou. • Wendou Mbourou and the plains between Boke and Koundara are characterized by a high plateau with plenty of pasture and limited cereal production. It is a Peul region.
Buyers
<ul style="list-style-type: none"> • Conakry buyers (butchers?)
Volumes and Seasonality
<ul style="list-style-type: none"> • Rainy Season = 2 (trucks/mo) X 6 (months) X 60 (head) = 720 head/year • Dry Season = 1 (truck/mo or every 2 months) X 6 (months) X 60 (head) = 360 head/year • His total yearly = 1080 head/year.
Storage
<ul style="list-style-type: none"> •
Price
<ul style="list-style-type: none"> •
Transport
<ul style="list-style-type: none"> •
Trends Past/Future
<ul style="list-style-type: none"> •
Miscellaneous
<ul style="list-style-type: none"> •

Date of visit (date format):	24 Oct 2012
Name and location:	Ibrahim Diallo (wholesaler) and Amadou Lamine Diallo (Agricultural Journalist) in Koundara Market
Principal Commodities:	Peanut, Potato, Kola nut, Palm Oil and Dried Red Peppers

Origin
<ul style="list-style-type: none"> Guinea Forestier (Kola, Palm Oil and Fouta Djallon (potatoes, peanut and red pepper)).
Buyers
<ul style="list-style-type: none">
Volumes and Seasonality
<ul style="list-style-type: none">
Storage
<ul style="list-style-type: none">
Price
<ul style="list-style-type: none">
Transport
<ul style="list-style-type: none">
Trends Past/Future
<ul style="list-style-type: none">
Miscellaneous
<ul style="list-style-type: none"> Guinea sells cattle clandestinely to Senegal (on-the-hoof across the border), numbers are not known. There is local production of Millet, Sorghum and Fonio but there are little surpluses and little trade. Temassadou is starting to produce more and more maize. During the hungry season here, people start selling cattle which are taken to other prefectures in Guinea by truck. An export trade ban has been placed on rice, palm oil and cattle from Guinea to Senegal. It was announced on the radio about 6 mos ago. The ban is informal and he believes that the ban on Palm Oil has been called off. There is very little clarity on the authority of the ban and how it is enforced ...just emanated from a radio announcement and many traders learned of it by word of mouth. <i>Prefets</i> and <i>Sous Prefets</i> seem to apply the bans locally in a manner of their interpretation and not consistently across the country. There is some confusion as to whether the ban applies only to exports from Guinea or for in-country trade from region to region. <p>Other Markets in Area</p> <ul style="list-style-type: none"> Temassadou (Sunday) = Peanuts, Maize, Avocados, Mangoes (all of Guinean origin sold to Senegalese traders from Kedougou. Sugar and flour comes in from Senegal.

- Sareboido (Sunday) = Peanut trade
- Sambailo = small market that just serves the citizens of the town.

Date of visit (date format): 24 Oct 2012

Name and location: Mamadou Djan Diallo – Wholesaler in Sareboido

Principal Commodities: Rice (imported). Mainly used as a market informant

Origin
<ul style="list-style-type: none"> No rice (RdP) was traded from Guinea now or was ever in the past.
Buyers
<ul style="list-style-type: none">
Volumes and Seasonality
<ul style="list-style-type: none">
Storage
<ul style="list-style-type: none">
Price
<ul style="list-style-type: none">
Transport
<ul style="list-style-type: none">
Trends Past/Future
<ul style="list-style-type: none">
Miscellaneous
<ul style="list-style-type: none"> Peanut is traded back and forth across this border. Guinea produces 'organic' peanuts with reputedly better flavor. Senegal produces too. Sometimes Guinean traders buy in Senegal, shell the peanuts and then sell them back across the border in Senegal. Some peanut traders from the area take truckloads to Labe and Sierra Leone. Some maize comes in from Senegal Women in Labe sell Palm Oil in Guinea Bissau. On the Sunday market, Senegalese traders come to buy Guinean goods: avocados, tomatoes, red pepper. They bring sugar and flour from Senegal. Guinea has stopped cross border trade of palm oil and RdP and also the imports of sugar and flour. Cattle from this region is taken across the border on foot to Guinea Bissau and then loaded on to trucks ...ostensibly to avoid cross border fees and taxes.

Date of visit (date format):	24 October 2012
Name and location:	Mamadou Bobo, Sareboido Market
Principal Commodities:	Peanuts

Origin
<ul style="list-style-type: none"> Local area production
Buyers
<ul style="list-style-type: none"> Buyers come from Guinea Bissau
Volumes and Seasonality
<ul style="list-style-type: none"> He sells 50 sacs/mo at 65 Kg/sac. There are 20 others like him in this market. Market Estimate: 50 (sacs) X 0.065 (MT/sac) X 12 (months) X 20 (traders) = 780 MT peanuts/yr
Storage
<ul style="list-style-type: none"> His is about 10 X 15 meters.
Price
<ul style="list-style-type: none"> 350,000 GNF/sac of 65 Kg from his store front
Transport
<ul style="list-style-type: none"> 30,000 GNF Sareboido to CNK.
Trends Past/Future
<ul style="list-style-type: none"> Transport was 15,000/sac in 2010-2011.
Miscellaneous
<ul style="list-style-type: none"> Confirmed that millet, sorghum and fonio are grown locally and eaten at home ...not traded. There is a cattle market here on Sunday for animals going to Conakry.

Date of visit (date format):	26 Oct 2012
Name and location:	Hadjia Mariama Diallo, Labe Market
Principal Commodities:	Palm Oil, potatoes, onions and diverse products

Origin
<ul style="list-style-type: none"> • Palm Oil is from <i>Guinea Forestier</i> • Potatoes and Onions are from Timbi Medina and Touge respectively are concentrated production zones.
Buyers
<ul style="list-style-type: none"> • Sells to Diobe market in Senegal, which is main corridor for Labe traders.
Volumes and Seasonality
<ul style="list-style-type: none"> • N/A
Storage
<ul style="list-style-type: none"> • N/A
Price
<ul style="list-style-type: none"> • Talked of depressed prices for potato and onion due to export ban. As low as: • Potato = 4000 GNF/Kg • Onion = 1000 GNF/Kg
Transport
<ul style="list-style-type: none"> •
Trends Past/Future
<ul style="list-style-type: none"> •
Miscellaneous
<ul style="list-style-type: none"> • Very discouraged by export ban; palm oil, rice, onions, potatoes. It is thought to be political and ethnic (Malinke's hurting the Peuls). Also discouraging the Fouta producers. • The Diobe-Labe corridor is closed. • Onions plummeted in price last year, b/c of export ban. Holland imports then out-competes them in the Conakry market. Malinke's were importing to Conakry. • It was prohibited for people in <i>Guinea Forestier</i> to sell RdP to Peul traders. The stocks piled up in N'Zerekore and rotted. Now Labe residents are eating parboiled rice from other origins. • Gari is replacing rice in poorest person's diets due to price rise.

Date of visit (date format):	27 Oct 2012
Name and location:	Souleyman Sy, Labe Market
Principal Commodities:	RdP

Origin
<ul style="list-style-type: none"> N'Zerekore. He has contacts there.
Buyers
<ul style="list-style-type: none"> Consumers in Labe by sac and by the kilogram.
Volumes and Seasonality
<ul style="list-style-type: none"> 50+ Kg per day of RdP , with prices rise for RdP. In the past he could sell 500 Kg/day There are about 200 mid-level rice traders in Labe. There are about 50 larger traders who buy truckloads at a time. Market Estimate: 0.05 MT X 365 (days) X 200 (traders) = 3650 MT/Year rice in Labe market by mid-sized traders. Plus, 50 (larger traders) X 40 (MT every 3 mos?) X 4 (months) = 8000 MT/year. Total = 11,650 MT RdP consumed in Labe/year
Storage
<ul style="list-style-type: none"> 220 sacs @ 125 Kg/sac He rents by the month from a private owner at 1,000,000 GNF/Month.
Price
<ul style="list-style-type: none">
Transport
<ul style="list-style-type: none"> Labe – N'Zerekore = 300,000 GNF/MT
Trends Past/Future
<ul style="list-style-type: none">
Miscellaneous
<ul style="list-style-type: none"> He has recently (3 months ago) switched to selling imported rice, due to rise in prices for RdP. He hears that the export ban on RdP is now lifted.

Date of visit (date format):	27 Oct 2012
Name and location:	El Hadj Yero Makan Diakaby, Labe Market
Principal Commodities:	Maize plus some RdP and shea butter

Origin
<ul style="list-style-type: none"> Maize comes from Senko, Guinea market. It comes mostly from Senko area production, but when supplies dwindle there is maize from the Cote d'Ivoire in the Senko Market.
Buyers
<ul style="list-style-type: none"> Labe Market
Volumes and Seasonality
<ul style="list-style-type: none"> 2-3 camions per month (@ 35 MT) during a 3 month period. Alaf Salla is only other maize trader in Labe and he is slightly bigger. Market Estimate for maize sold in Labe: 2.5 (camions) X 35 (MT) X 3 (months) X 2.2 (traders, given that the other is slightly larger) = 578 MT maize imported to Labe/year.
Storage
<ul style="list-style-type: none">
Price
<ul style="list-style-type: none">
Transport
<ul style="list-style-type: none">
Trends Past/Future
<ul style="list-style-type: none"> Maize prices have risen and people are buying less these days.
Miscellaneous
<ul style="list-style-type: none"> They were having a problem with thieves on the trade corridor to Senko so now they have an informal money transfer system.

Date of visit (date format): 27 Oct 2012

Name and location: Ali Ballou, Labe

Principal Commodities: RdP

Origin
<ul style="list-style-type: none">• N'Zerekore
Buyers
<ul style="list-style-type: none">• Labe retailers and consumers.
Volumes and Seasonality
<ul style="list-style-type: none">• Sells 2-3 MT/Mo all year• Estimates 200 like him plus 50 larger ones• Market Estimate: 2.5 (MT/mo) X 12 (mos) X 200 (medium traders) = 6000 MT/Year; plus 5 (MT) X 12 (mos) X 50 (large traders) = 3000 MT/yr. Total = 9000 MT/Year of RdP consumed in Labe.
Storage
<ul style="list-style-type: none">•
Price
<ul style="list-style-type: none">•
Transport
<ul style="list-style-type: none">•
Trends Past/Future
<ul style="list-style-type: none">•
Miscellaneous
<ul style="list-style-type: none">•

Date of visit (date format):	28 Oct 2012
Name and location:	Sanoussi Diallo, <i>Controller d'Eleavage</i> , Dogomet Market
Principal Commodities:	Livestock, cattle plus sheep and goats.

Origin
<ul style="list-style-type: none"> Haut Guinea; Touge, Siguiri, Dinguiraye, Manou, etc., and Mali. Most comes on-the-hoof, but trucks sometimes come from more distant markets and Mali.
Buyers
<ul style="list-style-type: none"> Conakry, Sierra Leone and Liberia by truck.
Volumes and Seasonality
<ul style="list-style-type: none"> High season = June – October (wet season) = 15-19 camions per market (market is 2 X per month) Dry Season = Jan-May = 9-11 camions per market. Market Estimate of cattle from Dogomet: 14 (camions/mo average) X 12 (mos) X 2 (market days/mo) = 336 camions. This is for both cattle and small ruminants, but I suspect mostly for cattle (@ 70%) so we can estimate: <ul style="list-style-type: none"> Cattle = 336 (camions) X 0.7 X 50 (head/camion) = 11, 760 cattle/year. Small Ruminants (mostly sheep, I presume) = 336 (camions) x 0.3 X 250 (head/camion??) = 25,200 small ruminants/year.
Storage
Price
<ul style="list-style-type: none"> A good animal sells at 3,000,000 GNF from this market.
Transport
<ul style="list-style-type: none"> Cost of transport is affected by availability of trucks.
Trends Past/Future
<ul style="list-style-type: none"> The recent export ban has reduced volumes, but not affected prices. During the war in Sierra Leone prices were depressed, b/c there were no buyers coming to this market.
Miscellaneous
<ul style="list-style-type: none"> Dogomet is biggest livestock market in Haut Guinea, but there are others: Kalinko, Thiangel Bori, Dialakoro (north of Dabola) and M'bone[(Dinguiraye) (most animals here are from Mali)]. Sierra Leone and Liberia still buys in this market, but they are walking the animals across the borders clandestinely instead of taking them in trucks.

Date of visit (date format): 29 Oct 2012

Name and location: Mr. Kaba, Kankan

Principal Commodities: Fonio, rice, maize and millet

Origin

- Domestic production, purchased mostly from Senko Market, but sometimes they buy rice from Korogho, Bouake and Man in Cote D'Ivoire.
- They also go to other prefecture level markets in guinea when prices are high (buyers are numerous) in Senko, like: Gueckedou, Keroaune, Commodor, Banko and Tokonu.

Buyers

- They sell to local population mostly, but also to wholesalers from Conakry and Bamako who bring trucks to this market.
- Much of the fonio goes to Bamako. They claim to sell 2-3 camions/month of fonio all year (but this does not jive with volumes purchased).

Volumes and Seasonality

- They send at 10 MT truck to Senko each week. They buy mostly rice, but also smaller volumes of fonio.
- They also sell about 2-3 trucks per year of Maize to poultry producers. There are about 5 other traders in maize that do these volumes.
- **Market Estimate Maize: 40 (MT) X 2.5 (trucks) X 5 (traders) = 500 MT of Maize/year from Kankan Market (via Senko).**
- Millet is season (may-jun).
- There are about 50 traders like him in the Kankan Market who go to Senko
- We have numbers from a document that state that during one market day in December Kankan buyers bought 131 MT of rice this week, thus we can estimate that **6812 MT/year rice comes to Kankan from Senko.**
- From the same document, we learned the Siguiri Buyers buy much larger volumes from Senko, as there is very little local production in Siguiri since most people mine for gold. They purchased **634 MT of RdP, 13 MT of paddy rice and 24 MT of fonio.** During this week.
- **Thus the supposed total coming from Senko market could be:**
 - **RdP = 14420 MT/year**
 - **Paddy Rice = 16 MT/year**
 - **Fonio = 288 MT/year**

Storage

- Enough in Kankan

Price

-

Transport

- 77,000 GNF/sac @ 100Kg from Senko to Kankan. This is higher b/c a bridge recently went out. Before the prices was 60,000 GNF/sac.

Trends Past/Future

-

Miscellaneous

-

Date of visit (date format):	29 Oct 2012
Name and location:	Mamadou Diallo, Kankan Market
Principal Commodities:	Maize and RdP

Origin
<ul style="list-style-type: none"> • Maize is bought in Mandiana market, mostly comes from local production. Sometimes maize comes into Mali when supplies run low; Yanfoulia, Kalana, Niasumana. • Rice comes from Mandian and also Senko markets and is from production in the farms surrounding the market.
Buyers
<ul style="list-style-type: none"> • Maize = Conakry. Mostly poultry producers for the maize who sometimes order by the truckload. • Rice is sold in the local market to local population.
Volumes and Seasonality
<ul style="list-style-type: none"> • Maize: he buys 50 MT – 100 MT per trip and does 2-3 trips per month throughout the year. <ul style="list-style-type: none"> ○ There are three other maize buyers like him in Kankan, ○ Market Estimate Maize coming to Kankan Market from Mandiana: 3 (traders) X 75 (MT/trip) X 2.5 (trips/mo) X 12 (months) = 6750 MT/year of maize into Kankan from Mandiana • Rice <ul style="list-style-type: none"> ○ He buys 45 MT/trip and makes one trip per week either to Senko or to Mandiana (he specializes in Mandiana). ○ There are 4-5 others that buy rice in the same quantities that he does. ○ There are about 10-15 smaller traders that buy 5-10 MT/week in Senko. ○ Market Estimate: RdP coming into Kankan from both Senko and Mandiana = (12.5 Traders X 7.5 MT X 52 weeks) + (4.5 traders X 45 MT/week X 52 weeks) = 15,405 MT RdP into Kankan/year.
Storage
<ul style="list-style-type: none"> • He has 50-60 MT of storage, but can always rent more in Kankan if he needs it.
Price
<ul style="list-style-type: none"> • Maize: Current price = 2600-2800 GNF/Kg, Minimum= 2500 GNF/Kg, Max=3500 GNF/Kg.
Transport
<ul style="list-style-type: none"> • Senko to Kankan = 400,000 GNF/MT. • Kankan – Conakry = 300,000 GNF/MT (much further than Senko, but there are many trucks that come to Kankan from Conakry looking for backhaul.) • Mandiana – Kankan = 300,000 GNF/MT/ • Road hassles are minimized as transporters can buy a tax stamp in the point of origin

and show it all along the way. This stamp will cost 200,000 – 300,000/Truck.

Trends Past/Future

- The GoG is encouraging more maize production in Haut Guinea by supplying fertilizer, herbicides and hybrid seeds.

Miscellaneous

- Sorghum is sold to Bamako in small quantities from Kankan.
- Other products exported from Guinea to Mali are fonio (Senko), palm oil (N'Zerekore), avocados (Fouta Djallon) and cola nut (N'Zerekore and Gueckedou).
- Onions come from Mali to Kankan.

Date of visit (date format):	29 Oct 2012
Name and location:	Ibrahima Berete, Kankan Livestock Market
Principal Commodities:	Cattle, small ruminants

Origin
<ul style="list-style-type: none"> Mali is main point of origin.
Buyers
<ul style="list-style-type: none"> Buyers are all local. There is no aggregation at this market for onward sales. That happens at the M'bone or Dagomet Markets.
Volumes and Seasonality
<ul style="list-style-type: none"> There are 1-2 trucks per week; never 3. Market Estimate: Cattle: <ul style="list-style-type: none"> 45 (head per truck) X 52 weeks = 2340 head per year cattle sold in Kankan of Malian origin. 180 (sheep per truck) X 52 weeks = 9360 sheep and goats per year sold in Kankan of Malian origin.
Storage
<ul style="list-style-type: none">
Price
<ul style="list-style-type: none">
Transport
<ul style="list-style-type: none">
Trends Past/Future
<ul style="list-style-type: none">
Miscellaneous
<ul style="list-style-type: none">

Date of visit (date format): 30 October 2012

Name and location: Laye Modi Camara, Rice Trader, Kissidougou

Principal Commodities: Rice, *clou de girofle*, *nééré* and *café*

Origin
<ul style="list-style-type: none">Local production is sometimes sold to Conakry, but there is currently an export ban, yet some trade is still occurring.
Buyers
<ul style="list-style-type: none">
Volumes and Seasonality
<ul style="list-style-type: none">Period for buying rice is Jan – Jun.
Storage
<ul style="list-style-type: none">
Price
<ul style="list-style-type: none">
Transport
<ul style="list-style-type: none">
Trends Past/Future
<ul style="list-style-type: none">
Miscellaneous
<ul style="list-style-type: none">

Date of visit (date format):	30 Oct 2012
Name and location:	Ibrahim Koyate, Maize, Rice and Coffee Trader, Kissidougou
Principal Commodities:	Maize, rice, coffee.

Origin
<ul style="list-style-type: none"> Rice = All local production (80 Km radius) Maize mostly local purchase, but when supplies are low the source from N'Zerekore/Lola (none of this comes from Cote D'Ivoire, however.)
Buyers
<ul style="list-style-type: none"> They sell to Conakry. They work for someone based in Conakry that finances their purchases and makes orders.
Volumes and Seasonality
<p><i>Riz du Pays (RdP)</i></p> <ul style="list-style-type: none"> They sell about 2-3 trucks of RdP per month to Conakry during the months of Jan – Aug. Each truck is usually 10 MT, but sometimes they use bigger trucks of 30-35 MT. There are 20 others like him in this market. Market Estimate: 20 (Traders) X 8 (months) X 30 (Mt/mo average) = 4800 MT RdP from Kissidougou to Conakry. <p>Maize</p> <ul style="list-style-type: none"> Period is Sep – Dec (4 Mos) They send 2-3 trucks per month with about 12-25 MT/truck. There are fewer people working with maize in this market Market Estimate: 12 (traders) X 4 (Months) X 46 (MT/month avg) = 2160 MT/year maize from Kissidougou to Conakry.
Storage
<ul style="list-style-type: none"> He can store 200 sacks.
Price
<ul style="list-style-type: none"> Maize = 5000 GNF/Kg
Transport
<ul style="list-style-type: none">
Trends Past/Future
<ul style="list-style-type: none"> We understand that the GOG has limited sales of rice to Conakry to just twice per month.
Miscellaneous
<ul style="list-style-type: none"> They have a problem with losses to insects (Large Grain Borer).

Date of visit (date format):	30 Oct 2012
Name and location:	Sekou Conde, Maize and Rice Trader, Kissidougou
Principal Commodities:	Maize and Rice

Origin
<ul style="list-style-type: none"> Rice and Maize are purchased locally.
Buyers
<ul style="list-style-type: none"> Sales are to buyers in Conakry.
Volumes and Seasonality
<ul style="list-style-type: none"> Rice (RdP) <ul style="list-style-type: none"> Rice period is Oct – March. They sell 2 trucks per month during this period and the average tonnage is 20-25 MT/truck. There are 25-30 traders like them in this market. Market Estimate: $27.5 \text{ (traders)} \times 6 \text{ (months)} \times 45 \text{ (MT/month avg)} = 7425$ MT/year rice from Kissidougou to Conakry. Maize <ul style="list-style-type: none"> Maize period is from Sep-Nov (3 mos) They sell 2 tucks per month during this time at 30-35 MT/truck There are fewer traders in maize than rice. Market Estimate: $15 \text{ (traders)} \times 3 \text{ (months)} \times 65 \text{ (MT/mo avg)} = 2925$ MT/year maize from Kissidougou market to Conakry.
Storage
<ul style="list-style-type: none">
Price
<ul style="list-style-type: none">
Transport
<ul style="list-style-type: none">
Trends Past/Future
<ul style="list-style-type: none"> Prices in past years have gone steadily up, but they are down this year due to largely increased production (this year is best year in last 6 years). The increase this year is likely due to the very high prices for maize last year.
Miscellaneous
<ul style="list-style-type: none">

Date of visit (date format):	31 Oct 2012
Name and location:	Pierre Sanyo, Palm Oil Trader, N'Zerekore
Principal Commodities:	Palm Oil

Origin
<ul style="list-style-type: none"> Most of his palm oil is bought from SOUGUIPAH (Dieke). He also buys a small amount from local producers around N'Zerekore, but their prices are higher.
Buyers
<ul style="list-style-type: none"> Soap makers in N'Zerekore and also a soap factory in Conakry.
Volumes and Seasonality
<ul style="list-style-type: none"> He buys about 50 drums (220 l) at a time, about 1-4 times/ month. He is an average size trader and there are about 108-110 traders like him in this market. Market Estimate: 125 (drums/moa vg) X 220 (L/drum) X 109 (traders) X 12 (months) = ~40,000 MT/year, assuming 1000 l = 1 MT (although density is slightly less than water) palm oil from N'Zerekore market.
Storage
<ul style="list-style-type: none">
Price
<ul style="list-style-type: none"> Their wholesale price is 140,000 GNF/20 L or \$1000/MT.
Transport
<ul style="list-style-type: none">
Trends Past/Future
<ul style="list-style-type: none">
Miscellaneous
<ul style="list-style-type: none">

Date of visit (date format):	31 Oct 2012
Name and location:	Mamadou Yero Ba, Maize Trader, N'Zerekore
Principal Commodities:	Maize

Origin
<ul style="list-style-type: none"> • Buys in Lola
Buyers
<ul style="list-style-type: none"> • Sells to buyers in Labe and Conakry, recently, however; buyers come directly from Labe because the N'Zerekore authorities are applying the export bans on palm oil more rigorously here.
Volumes and Seasonality
<ul style="list-style-type: none"> • He has only sold 20 MT this year.
Storage
<ul style="list-style-type: none"> •
Price
<ul style="list-style-type: none"> •
Transport
<ul style="list-style-type: none"> •
Trends Past/Future
<ul style="list-style-type: none"> • The export bans have put cereal traders out of business in N'Zerekore. They are now switching to coffee, palm oil and cocoa trade, or closing up shop.
Miscellaneous
<ul style="list-style-type: none"> • Lola is becoming the main cereal market because: <ul style="list-style-type: none"> ○ Cote D'Ivoiran traders tend to stop in Lola and don't sell in N'Zerekore. ○ Production is greater around Lola. ○ The N'Zerekore authorities are applying the export ban more rigorously.

Date of visit (date format):	31 Oct 2012
Name and location:	Amadou Berte Diallo, Rice and Maize Trader, Lola
Principal Commodities:	Rice, maize and coffee (mainly coffee)

Origin
<ul style="list-style-type: none"> His supply of rice and maize comes from a mixture of local sourcing and from production in Cote D'Ivoire. He begins each season by sourcing locally and when supplies are diminished he will procure in Cote D'Ivoire (Man).
Buyers
<ul style="list-style-type: none"> He receives orders from poultry producers in Labe for maize. Rice is sold to wholesalers in Conakry, Labe and Kankan.
Volumes and Seasonality
<ul style="list-style-type: none"> Maize <ul style="list-style-type: none"> Guinea maize season is Sep – Dec (4 mos). In the months of Jan – Aug he buys maize from Cote D'Ivoire. Market Estimate: He estimates that there are 5 trucks per week in peak season and only 3 trucks per week in low season for maize, thus $[5 \text{ (trucks)} \times 35 \text{ (MT/truck)} \times 4 \text{ (months)} \times 4.3 \text{ (weeks/mo)}] + [3 \text{ (trucks)} \times 35 \text{ (MT/truck)} \times 8 \text{ (months)} \times 4.3 \text{ (weeks/mo)}] = 6622 \text{ MT/year Maize from Lola market.}$ Rice <ul style="list-style-type: none"> Rice season in Guinea is longer. He buys parboiled rice locally from farmers from October – April (7 mos). During this season he estimates there are 7 trucks/week that leave the Lola market with RdP. In the slow season, May-Sep (5 mos) there are 3-4 trucks/week and when supplies are low. When he buys paddy (not parboiled) from Cote D'Ivoire, he will have local women's groups convert it to parboiled rice and then (they) sell it on. 60-80% of his rice comes from Guinean producers. Market Estimate: $[7 \text{ (trucks)} \times 35 \text{ (MT/truck)} \times 7 \text{ (months)} \times 4.3 \text{ (weeks/mo)}] + [3.5 \text{ (trucks)} \times 35 \text{ (MT/truck)} \times 5 \text{ (months)} \times 4.3 \text{ (weeks/mo)}] = 10,009 \text{ MT/year RdP from Lola market.}$
Storage
<ul style="list-style-type: none">
Price
<ul style="list-style-type: none">
Transport
<ul style="list-style-type: none">
Trends Past/Future

- During the conflict in Cote D'Ivoire, Guinea became the outlet for much more maize and rice from Cote D'Ivoire. The many borders with Guinea, Piné, Sippilou, Bankouma, remained open.
- Transport costs have gone up in last 10 years mainly b/c the route has become degraded, but also because of informal fees, which now range from 5,000 – 50,000 GNF/truck/checkpoint.

Miscellaneous

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Date of visit (date format):	31 Oct 2012
Name and location:	Lansana Conde, Maize Trader, Lola
Principal Commodities:	Maize, coffee

Origin
<ul style="list-style-type: none"> • Maize is purchased from Guinea starting in Sep – Dec. • He procures from Cote D'Ivoire from Jan-Feb. • He buys coffee from Feb-Apr.
Buyers
<ul style="list-style-type: none"> • He sells maize to poultry producers in Conakry. • Only a very small quantity of maize goes to Liberia. The crossing is either Dieke or Thuo.
Volumes and Seasonality
<ul style="list-style-type: none"> • He sells year round. He can send 2-3 trucks per month (35 MT ea) and sometimes even 4 trucks per month, when demand is high. • His sales of maize can thus be estimated at 525 MT/year.
Storage
<ul style="list-style-type: none"> • He has very large storage, relatively speaking. I would estimate it at 80-100 MT.
Price
<ul style="list-style-type: none"> •
Transport
<ul style="list-style-type: none"> • Man – Lola = 6000 FCFA/sack @ 120 Kg/sack. • Lola – Conakry = 280,000 – 300,000 GNF / MT, which depends upon relative availability of trucks.
Trends Past/Future
<ul style="list-style-type: none"> • Last year his sales dropped off. Rice was abundant and low cost and the poultry producers also did not buy much maize.
Miscellaneous
<ul style="list-style-type: none"> • He takes vacation in Mai-August, when he stops trading.

Date of visit (date format):	1 Nov 2012
Name and location:	Ousman Conde, Macenta Market
Principal Commodities:	Cocoa, coffee, rice, pepper, banana plantain

Origin
<ul style="list-style-type: none"> Local production
Buyers
<ul style="list-style-type: none"> Local sales. He hasn't sent rice to Conakry in 2 years. He sometimes sells dried red pepper to Conakry and N'Zerekore traders.
Volumes and Seasonality
<ul style="list-style-type: none"> He sends 3-5 trucks (35 MT ea) of cocoa/year to Conakry (to Lebanese traders) He also sends 15-17 trucks/yr (35 MT ea) of coffee to same buyers.
Storage
<ul style="list-style-type: none">
Price
<ul style="list-style-type: none">
Transport
<ul style="list-style-type: none">
Trends Past/Future
<ul style="list-style-type: none">
Miscellaneous
<ul style="list-style-type: none"> There is very little, if any trade with Liberia across the Voinjama border. This border was closed during the war and only a few trucks of hard goods came from Liberia to Macenta.

Date of visit (date format):	1 Nov 2012
Name and location:	Ali Camara, Maize Trader, Macenta
Principal Commodities:	Maize

Origin
<ul style="list-style-type: none"> Local production (Balisia, Djoumandou, Gbassadou, Seredou).
Buyers
<ul style="list-style-type: none"> Sell to buyers in Conakry
Volumes and Seasonality
<ul style="list-style-type: none"> Maize <ul style="list-style-type: none"> Maize season is from Sep – Jan (5 mos) He sends 2 trucks/month @ 40 MT ea. There are 7 other traders like him. Market Estimate: 8 (traders) X 5 (months) X 80 (MT/mo) = 3200 MT Maize from Macenta to Conakry/year. Rice <p>He claims that Macenta sells about the same quantity of rice as maize, thus:</p> <ul style="list-style-type: none"> Market Estimate: 3200 MT rice from Macenta to Conakry/year
Storage
<ul style="list-style-type: none">
Price
<ul style="list-style-type: none">
Transport
<ul style="list-style-type: none"> Macenta – Conakry = 280,000 – 300,000 GNF/MT
Trends Past/Future
<ul style="list-style-type: none"> Maize production is increasing.
Miscellaneous
<ul style="list-style-type: none"> He also trades in Cola Nut. The buyers come from Nigeria mostly, but also from the Fouta Djallon. The trading takes place mainly in N'Zerekore.

Date of visit (date format):	1 Nov 2012
Name and location:	Mamadi Kieta, Rice trader, Geuckedou
Principal Commodities:	Rice, Maize

Origin
<ul style="list-style-type: none"> Rice and maize are from local area production
Buyers
<ul style="list-style-type: none"> Rice is just sold locally to urban population. Maize is sold to Labe, Siguiri, Kankan and Conakry. No product is sold to Liberia. The border is closed now and has been for a long time. Gueckedou also sends coffee, <i>clou de girofle</i> to Conakry and other distant markets.
Volumes and Seasonality
<ul style="list-style-type: none"> Maize <ul style="list-style-type: none"> Maize season is Sep – Jan He estimates that 2-3 trucks per week (40 MT ea) leave this market with maize. Market Estimate: 2.5 (trucks) X 5 (months) X 4.3 (weeks/mo) X 40 (MT/truck) = 2150 MT Maize from Gueckedou/year. Rice <ul style="list-style-type: none"> Nov – Jan is rice sales season (3 mos) 3-4 trucks per week leave market Market Estimate: 3.5 (trucks) X 3 (months) X 4.3 (weeks/month) X 40 (MT/truck) = 1806 MT/year of rice from Gueckedou market.
Storage
<ul style="list-style-type: none">
Price
<ul style="list-style-type: none">
Transport
<ul style="list-style-type: none"> 50,000 GNF / Sack of 180 Kg.
Trends Past/Future
<ul style="list-style-type: none">
Miscellaneous
<ul style="list-style-type: none">

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