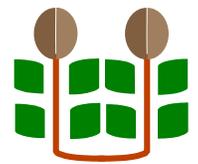




**USAID**  
FROM THE AMERICAN PEOPLE

**COMPETE**  
The Competitiveness and Trade Expansion Program



**AGMARK**

## **COMPETE Agrodealer Trade Across Borders (ATAB)**

### **6<sup>TH</sup> MONTHLY REPORT-AUGUST 2012**



August 2012

This Report has been prepared by AGMARK for Agrodealer Trade Across Borders program

**Project:** ATAB – Agrodealer Trade Across Borders

**Donor:** USAID COMPETE

**Prepared by:** James Mutonyi

**Period:** August 2012

---

**SUMMARY:** The main activities for the sixth month of the ATAB project were the Sudan/Uganda border grain trade familiarization trip, the EACG fumigation training, the Sirari/Isebania stakeholder’s consultative meeting and market linkage workshop in Musoma, Tanzania.

## **I. MEETING WITH STAKEHOLDERS AND PARTNERS IN SOUTH SUDAN**

A familiarization and sensitization trip was made by Rose Wanyiri Coordinator –ATAB and Vallary Adhiambo-M&E officer with the aim of meeting with grain traders and familiarizing with cross border grain trade in South Sudan especially in regards to the Uganda/South Sudan border. **Annex I:** *List of traders and officials met*

### **I.1 FINDINGS**

#### **I.1.1 SOUTH SUDAN – UGANDA BORDER (JALE BORDER)**

At this border, one meeting with Jacob Thon, John Akuei and David Lual of Customs and Thongor Peter Almong and Maj. Clement Lomensasuk of Immigration was held; discussions proceedings revealed that;

Across other borders (Kaya and Nimule), incase a trader does not have the required documents to cross the border, they are normally charged 20% of the value of good bought; but in Jale border, they are charged only 10%, this was reduced due to the low traffic across this border. This was purposely done by the Minister of Commerce, Industry and Investment Mr. Garang’ Diing Akuong; purposely to entice buyers to use the Jale border to bring goods into the country

The customs department at Jale border;

- Monitors and regulates trade across the border
- Inspect goods crossing the border, inspection charges at the border; charges are SSP 100 for goods weighing between 1T – 10T and SSP 250 for goods weighing between 11T – 50T
- For any buyer to bring goods into the country, a trading license is mandatory, lack of this, a penalty of 10% of value of the good crossing the border is charged.
- Small quantities of food items crossing the border is not charged



Photo 1: A Cereal Trader at Dar-Es-Salaam Market, Yei, SOUTH SUDAN

## Required Documents

For a buyer to trade across the border, documents from

- Ministry of Finance and Planning
- Directorate of Customs

## Border Challenges

Currently, the border does not have any major challenges with the traders due to the the poor road network between Kajo-Keji-Juba road, most traders prefer using the Nimule border; therefore trade at this border is quite minimal.

### 1.1.2 SOUTH SUDAN – UGANDA BORDER (NIMULE- BORDER)

At this border, one meeting with Col. Emmanuel Guya, Deputy Director for Customs and Mr. Angelo Ngot Meyer, Head of Trade, was held.

## Findings

- Nimule border is quite busy due to the good road network between the border and Juba.
- Department of standards exists and works together with the customs department

- Traders who have Phytosanitary certificate from Uganda are allowed to pass the border without their grains being inspected
- Major grain crossing this border is maize
- Small quantities of food items are not taxed
- At customs level, referral is made to standards office for lack of any of the trade required documents.
- A bill is already in parliament regarding all the requirements for trading across the border; this will have a list of all the required documents.
- The Ministry of Commerce department is responsible for regulation of trade and information at the border
- There are no obstacles to trade as long as one has all the required documents

### **Required documents**

- General Import and Export License from Ministry of Commerce; this license cost is based on; a) Business item being traded and b) Quantities; this certificate costs SSP 3,000 per year
- Certificate of Incorporation from Ministry of Justice
- 20% of the total value of goods is charged incase a trader does not have all the required documents

### **Border Challenges**

- Traders bring questionable invoices i.e. the value of goods do not match what has been presented in the invoice
- Due to the business of the border, the current parking space is small.
- Some traders bring unclean maize

## **2. KENYA-TANZANIA BORDER (SIRARI / ISEBANIA BORDER) STAKEHOLDERS CONSULTATIVE WORKSHOP**

A one-day stakeholder's consultative meeting was held at Border Point Lodge, Isebania, Kenya. The workshop was necessitated by need to iron out several challenges that had been earlier raised by grain traders in trading across the Sirari / Isebania border point. The workshop brought together various Institutions heads and border officers from both countries (Kenya and Tanzania) these were:

### **a) Representatives of Tanzania Government:**

- Deputy Director from the Ministry of Industries and trade
- Economist from the Prime Minister's Office
- District Commissioner for Bunda District
- District Commissioner for Butiama
- Agricultural Advisor from the office of Regional Administrative Secretary, Mara.
- District Agriculture and Livestock officer, Tarime

**b) Tanzania Government border officials**

- Tanzania Revenue authority - TRA
- Tanzania Foods and Drugs authority – TFDA
- Tanzania Bureau of Standards- TBS
- Plant Health Inspectorate – PHIS

**c) Kenya Government border officials**

- Kenya Police
- Kenya Revenue Authority- KRA
- Kenya Bureau of Standards – KEBS
- Public health
- KEPHIS

**d) 6 Representatives of grain traders from Tanzania**

**e) 8 Representatives of grain traders from Kenya**

**f) 3 representatives from clearing and forwarding agent companies**

**g) Officials from USAID/COMPETE**

**h) Officials from AGMARK**

A total of 35 stakeholders attended the meeting. *(Annex 2 List of attendance-Consultative meeting)*



Photo 2: DC – Bunda Mr Joshua Mirumbe and DC – Butiama Mrs Angeline Mabula listen to the challenges

The purpose of the meeting was to determine whether the officials were aware of these existing challenges and for AGMARK to document the way-forward from the meeting to curb the existing challenges in the border.

The challenges and recommendations that were discussed at this meeting were as follows

## **I. Official documentation / Permits**

There is no clear procedure on the documentation needed by traders in-order for their products to cross the border; together with this un-clarity, traders complain of too many documents needed. This is further compounded by the lack of proper dissemination and flow of information from the policy makers to the officers at the border

After application the trader has to wait for a long time before receiving them. The government officials also take too long to help with the documentation. Has resulted in the following:

- Traders prefer smuggling their cereals out of the country as this is faster though risky for the trader and his consignment as the routes (panya routes) used are dangerous. This also results in loss of government revenue.
- This has also resulted into more than one trader using a license that belongs to one registered trader in-order for them to trade across the borders.

### **Recommendation**

- *Information to be made available to the public; all cross-border requirements should be published and made available to all traders.*
- *Accept and plan fencing of areas around the border to avoid smuggling*
- *Training and capacity building to be held at the border for both the buyers and sellers.*

## **2. Unclear ban on some crops**

In some instances, a ban of a particular crop e.g. maize is issued in a particular district and any transportation has to be done with a permit; accessing this permit is sometimes a challenge. Some traders view at this as a restriction doctored for political ambitions.

### **Recommendation**

- *Tanzania government to review its policies*
- *Incase of such a ban, proper publicity should be ensured through radio and newspapers to enable all traders know of the status of grains in the country*



Photo 3: Mr Geoffrey a Kenyan Trader shares his challenges at the meeting

### **Incompetence and corrupt border officials**

Some clearing agents have partnered with customs officials to overcharge traders who are not well versed with the regulations/requirements. Traders complained of having to pay heftily (up to TSHS 100,000) for the simplified certificate of origin from the clearing agents without issuing any receipt yet this document is meant to be given free of charge.

The officials also prioritize clearing based on the expected excise duty from the consignment. It was also highlighted that border officials are often given targets by the ministry to meet; they therefore prioritize clearing consignments that will bring in more money in order to meet their targets faster before clearing the cereal traders as these traders pay smaller fees compared to petroleum traders.

Laxity by border officials at the border posts was also noted. The traders cited incidences where border officials are occupied with personal businesses e.g. one can find an official out of his/her desk watching television; and they are quite relaxed in attending to the traders who want to be served.

Incompetent officers lead to delay of trucks at the border resulting into additional costs of transportation. Traders complained that.

#### **Recommendation**

- *Information regarding charges of the various documents should be clearly displayed in notice boards for traders to see.*

- *Identification should be issued to the registered clearing and forwarding agents by the concerned Ministry to ensure that this kind of distortion does not occur.*
- *Officials at the border need monitoring on the efficiency of their work at the borders; there is also need for a complete overhaul to get rid of the corrupted and incompetent officers.*
- *Introduce computerized systems at the borders; a system like (ASCUDA) at the border can help analyze products.*

### **3. Too many unnecessary Barrier / road blocks**

There is a problem of too many road blocks by the police before reaching the main border; especially on the Tanzanian side; these police look for minor faults with the transporters/traders attracting bribes in-order for the transporter / trader to pass through the barrier.

This in turn results high transport cost due to delay and payment of bribes. The traders in turn hike the prices of their grains as they add the amounts bribed and cost of delay to the final cost of the grains.

A police officer mentioned that their role as police at the border is to ensure that all the trading documents are in order, a point where a trader bribed an official to trade across make it hard for them at a police road block; at this point, they have to bribe the police.

#### **Recommendation**

- *Traders to ensure they have all the required trading documents*
- *The Tanzanian officials through Jackline Maleko (Ministry of Trade and industry) agreed to review the number of road blocks; she mentioned that initially they used to be 17 and has so far been reduced to 7 the Barriers at the Tanzanian side*

### **4. Inadequate working tools at borders**

Trader reported that the weighing scales are not properly calibrated: They weigh their consignment at the source only for it to differ in weight with what measures at the border.

#### **Recommendation**

- *It was agreed that the officers should ensure that these weights are well calibrated by the weights and measures department.*



**Photo 4:** Address by Mrs. Jacqueline Maleko – Ministry of Industry and Trade at the meeting

## **5. Lack of harmonized standard packing weight for grains in the bags**

Tanzania pack in 100 kg bags while Kenyans pack using 90 kg bags

### **Recommendation**

- *EAC is coming up with a standard weight which is 50Kgbag. This will also be regulated by the bureau of standards in each country hence this will curb theft.*

## **6. Dishonesty of farmers**

Farmers especially those who sell their grains in Dodoma have been found to mix their products with a lot of sand; this they do to increase the weight of their grains; their grains are also not cleaned/sorted.

### **Recommendation**

- *Farmers should sell clean cereals as this will build trust among traders across borders.*
- *The farmers should also be trained on the grain quality standards.*

## **7. Poor road network**

Poor road have led to delays and increased cost of transportation.

## 8. Nepotism

Buyers from Kenya expressed their concern in that they feel insecure that they are not Tanzanian nationalities, there tend to be preference for Tanzania citizens over them. In-case one is bribed at the border, whom do they turn to?

### **Recommendation**

- *A small hand-out on rules and regulation of trading across the border should be made available to all traders.*
- *A clear help-line should also be publicised*
- *Buyers need to consider joint mobilization of goods, this will reduce fraud and bribery at the border.*

## 9. Lack of quality seeds and crop protection chemicals

Inaccessibility to chemicals for dusting the grains during storage has resulted in very high post-harvest losses due to attack of the grains by pests.

The agrodealers also complained of lack of quality seeds during planting. This results into low yields

### **Recommendation**

- *Build the capacity of agrodealers on Business Management – Stock Keeping*

## 10. Too much restrictive controls at borders

It's clear agriculture operates according to market forces there is therefore no need to place so many controls on grain export. Trade facilitation is inevitable

### **Recommendation**

- *Tanzanian government departments responsible should communicate all relevant information to ensure understanding between government officials and traders, relax its restriction and let the market forces work*

## 11. Lack of Proper Storage stores at the Sirare Border.

Traders complained of lack of storage at the borders; farmers experience challenges in aggregation and eventually transportation costs.

**Recommendation**

*The Government is planning to build markets with enough warehouses where local farmers can bring their goods. The trade can buy the amount they need without having to travelling long distances aggregating the grains.*

**12. Lack of market and grain statistics information**

Traders lack timely market information in regards to demand and supply prices

**Recommendation**

- *USAID-COMPETE officer informed the participants of existing platform for prices of grain; [www.rsbf.net](http://www.rsbf.net) or [www.ratin.net](http://www.ratin.net)  
Traders can log-on to these pages and get latest information on grain prices*

**13. No contracts between farmers and buyers.**

Trading across the border is quite informal, many farmers have lost millions of shillings to dishonest buyers; this is because they have no contracts with their buyers

**Recommendation**

- *Traders between the two countries should practice contractual business; this will ensure credibility and enhance trust.*



Photo 5: Presentation on reducing trade barriers by Yusuf Majan – USAID COMPETE at the Consultative Meeting

### **3. WAY-FORWARD FOR SIRARE-ISEBANIA BORDER**

One trader informed the group of an existing helpline in case of any challenges in passing their goods across the borders; Helpline; SMS 15539 write NTB (problem) (location of Incident) when you send this text, you will receive a confirmation text; this initiative is supported by TCCIA to help solve traders problems at the borders.

#### **Steering Joint Border Committee (JBC)**

The meeting agreed to develop a Joint Border Committee (JBC) on the Tanzanian side for the Sirare border (one committee in each country); the aim of this committee is to advocate for easing of trade across the Sirare border.

A steering committee (Joint Border Committee) of 4 officials was formed:

1. Chairman – Joshua Mirumbe, DC for Bunda – Chairman
2. Assistant – Mr. Ndossi Lazarus - Manager, Buhemba Farm Services, Musoma
3. Assistant – Mr. Sylvanus Gwiboha - DALDO Tarime
4. Secretary – Mrs. Lucy Kagwiria – Trader Sirari

The Ministry of Trade's office through Jackline Maleko (Ministry of Trade and industry) should issue the officials with more information regarding the requirements for the formation of a JBC.

### **4. MARKET LINKAGE WORKSHOP**

A market linkage workshop was held on 29th August 2012 at the Afrilux Hotel in Musoma, Tanzania. It was officially opened by the Mara Region Administrative Secretary, Mr. Clement Lujaji; it was closed by Madam Angelina Mabula the DC for Butiama. A total of 51 stakeholders attended the meeting among them 23 grain sellers from the Lake Region and 8 grain buyers from Kenya. Stakeholders were well represented as follows; (Annex 3 List of attendance-Market linkage Workshop)

- Deputy Director from the Ministry of Industries and trade
- Economist from the Prime Minister's Office
- The District Executive Director for Musoma
- The Regional Agricultural Advisor for Mara
- The District Planning Officer for Musoma
- The Regional Trader officer for Mara
- The Representative of Regional TRA Manager
- The District Security Officer for Butiama
- Officers from the Musoma Municipal Council.



Photo 6: The Regional Agriculture Secretary address the traders at the market Linkage workshop in Musoma

The market linkage workshop gave agrodealers aggregating grain in Tanzania and cross border grain traders from Kenya a networking platform to discuss business and establish formal market linkages. Some traders remained behind sourcing grains from the participants they met at the workshop.

The platform also gave the grain traders the opportunity to meet and engage with representatives from the various institutions involved in the border and iron out the challenges they have been experiencing when trading trade across the Isebania/Sirari border.

The participants (buyers and sellers) shared their experiences, opportunities and challenges of trading in cereals across the Tanzania-Kenya border. Various institutions (COMPETE, MAFCs, Ministry of trade and industries, Office of the prime minister, TRA, Municipal Council,) gave views and responses to these challenges.

The participants were also guided by the M&E officer on the importance of data collection and guided on how to be filling and submitting data for the purpose of monitoring and documentation of the project.

## **5. ASSOCIATION FORMATION**

There was a meeting with Mr. Manfred Nyamarasa, LACETA Chairman; Lake Zone Agrodealer and Cereal Traders Association (LACETA) is an agrodealer association that was formed after agrodealer training in Musoma in June.

Mr. Ngwalla urged the chairman that they have to stamp their presence in the formation of JBC – Joint Border Committee, LACETA has to come in forcefully and take a leading

role in the committee. The association will be a forum for presenting challenges faced by members in trading.



**Photo 7: Mr. Manfred Nyamarasa (Right) meets with AGMARK Staff**

Some needs for the association as highlighted by the chairman included;

- Lack of Administration skills to manage people from procurement, licensing and advocacy
- Registration of the association; the association is not yet registered albeit the chairman has initiated the registration process, he is currently drafting the constitution which he will share with all the members for signage before presenting it to the ministry and eventually form a secretariat for the association

*Current challenge is that as a chairman he has to gather everybody for constitution formation, this he admits is not easy as members are spread across the 5-districts. He therefore has resolved to travel to the various districts and meet the agrodealers to discuss the constitution and eventually a signage by the agrodealers for acceptance.*

### **Way forward**

- Plan for exchange visits to Uganda and Kenya and meet with the existing agrodealer association (KENADA and UNADA)
- The association chairman requested ATAB has to provide support in terms of capacity building through training on Association Management and resource mobilization and training news members on cross border trade

## **His observations during the market linkage**

- Tanzanian buyers depended on prices set by the Kenyan buyers
- Transporting goods to e.g Kisumu; the buyers charge Tshs. 60,000/1000Kg while the current Tanzania rates are TShs. 67,000/100Kg
- Tanzanians lack knowledge of grain markets
- Most Kenyan buyers use illegal routes to trade and are still not ready to use the official border.
- Knowledge as to who is the actual buyer and who is the middleman is a challenge
- Marketing costs is still a challenge for the Tanzanians

## **Details of LACETA - Association**

**Name:** Lake Zone Agrodealer and Cereal Traders Association (LACETA)

**Objective:** To bulk, grade, and conduct cross border trade.

**Membership:** Eighteen. Males: 17; Females:

**Commodities:** Maize, Beans, Soya Beans, ground nuts Sorghum (white), and millet.

The association seeks to strengthen and build capacity of members and lobby for the formation of policies that will ease the trade in cross-border.

## **6. PARTNERSHIP WITH EAGC**

Rose Wanyiri Coordinator –ATAB was facilitated to attend a one day training on fumigation for grain warehousing and storage by EAGC. This training was conducted by the CNFA volunteer Jerry Heath.

The course gave knowledge and skills on grain fumigation, a better understanding of fumigation process and how to reduce exposure risk and also exposure to the latest technology and international best practices in fumigation.

## **September 2012 ACTIVITIES;**

- 1) Familiarization and sensitization trip to the Rwanda, meeting grain traders and various stakeholders, host institution etc
- 2) Data collection, entry, monitoring and documentation of success stories

## TRADER LINKAGES PICTORIAL



Photo 8: Teresiah Mugure (Tesamco Traders)- Kenyan Buyer meeting with Tanzanian traders and sharing information



Photo 9: Christine Nyambura (female) of Nguku Products and Geoffrey Sile (2<sup>nd</sup> right) - Kenyan Buyers meeting with Tanzanian traders and sharing information



Photo 10: Mr. Samson Koome - Kenyan Buyer meeting with Tanzanian traders and sharing information



Photo 11; Mr. Zachary Okong'o (Marenyo Cereal Bank) – Kenyan Buyer meeting with Tanzanian traders and sharing information



Photo 12: Ms Beth Njeri (Dagi Trading) and Lucy (Baita Trading) - Kenyan Buyers meeting with Tanzanian traders and sharing information



Photo 13: LACETA chairman Mr. Manfred Nyamarasa Smiles after receiving a training certificate



Photo 14: Public information for Traders at Isebania Border



Photo 15: ATAB Project Coordinator sampling grains at Dar-Es-Sallam market, Yei, SOUTH SUDAN



Photo 16: L – R Oryem Cosmas and Vallary Adhiambo Meeting with Angeu Ngot Meyer, Head of Trade, Nimule border, SOUTH SUDAN



Photo 17: Meeting with border officials at Jale Border, SOUTH SUDAN



Photo 18: A visit to a Warehouse of the Export Trade Group in Eldoret during the Fumigation Training, Rose Wanyiri (4th Left) ATAB Coordinator

## ATAB Performance Management Plan

| ATAB PERFORMANCE MANAGEMENT PLAN (MARCH - DECEMBER 2012)  |  |          |                  |                  |          |                  |          |                   |          |            |          |            |                |
|---|--|----------|------------------|------------------|----------|------------------|----------|-------------------|----------|------------|----------|------------|----------------|
|   | INDICATOR  | Baseline | Disaggregated by | Quarter 1        |          | Quarter 2        |          | Quarter 3         |          | Quarter 4  |          | Cumulative | Program Target |
|   |  |          |                  | (Mar - May 2012) |          | (Jun - Aug 2012) |          | (Sept - Nov 2012) |          | (Dec 2012) |          |            |                |
|   |  |          |                  | Target           | Achieved | Target           | Achieved | Target            | Achieved | Target     | Achieved |            |                |
| <b>Outcome I: Agrodealers are well positioned to supply the quality of grain required across the borders.</b> |  |          |                  |                  |          |                  |          |                   |          |            |          |            |                |
| I.1   | No. of AD's trained on Cross Boarder Grain Trade                           | 0        | Gender           | 0                | 59       | 0                | 18       | 0                 | 0        | 0          | 0        | 77         | 60             |
|   |  |          | M                | 0                | 40       | 0                | 17       | 0                 | 0        | 0          | 0        |            |                |
|   |  |          | F                | 0                | 19       | 0                | 1        | 0                 | 0        | 0          | 0        |            |                |
| I.2   | No. of trained Agrodealers purchasing grain from small holder farmers*     | 0        | Gender           | 0                | 0        | 6                |          | 10                |          | 4          |          |            | 20             |
|   |  |          | M                | 0                | 0        | 4                |          | 6                 |          | 2          |          |            |                |
|   |  |          | F                | 0                | 0        | 2                |          | 5                 |          | 2          |          |            |                |
| I.3   | No. of small holder farmers selling grain to Agrodealers*                  | 0        | Gender           | 0                | 0        | 400              |          | 700               |          | 400        |          |            | 1500           |
|   |  |          | M                | 0                | 0        | 350              |          | 450               |          | 250        |          |            |                |
|   |  |          | F                | 0                | 0        | 150              |          | 250               |          | 150        |          |            |                |
| I.4   | Volume of grains in MT purchased by agrodealers from small holder farmers* | 0        | Volume in MT     | 0                | 0        | 40               |          | 160               |          | 20         |          |            | 240            |
| I.5   | Value of grains in US \$ *   | 0        | Value in US\$    | 0                | 0        | \$91,000         |          | \$360,000         |          | \$49,000   |          |            | \$500,000      |

| Outcome 2. Traders have access to agrodealers sourcing grain from small holder farmers |   |   |                  |   |  |    |    |    |  |    |  |    |    |
|--|---|---|------------------|---|--|----|----|----|--|----|--|----|----|
| 2.1  | No. of trained Agrodealers linked to cross boarder buyers*            | 0 | <b>Gender</b>    | 0 |  | 40 | 65 | 19 |  | 18 |  | 65 | 60 |
|  |   |   | <b>M</b>         | 0 |  | 30 | 16 | 10 |  | 9  |  |    |    |
|  |   |   | <b>F</b>         | 0 |  | 10 | 49 | 9  |  | 9  |  |    |    |
| 2.2  | No. of buyers linked to Agrodealers*                                  | 0 | <b>Number</b>    | 0 |  | 10 | 20 | 5  |  | 5  |  | 20 | 10 |
| 2.3  | No. of Agrodealers supplying grain to cross boarder buyers*           | 0 | <b>Gender</b>    | 0 |  | 6  |    | 10 |  | 4  |  |    | 20 |
|  |   |   | <b>M</b>         | 0 |  | 4  |    | 6  |  | 2  |  |    |    |
|  |   |   | <b>F</b>         | 0 |  | 2  |    | 5  |  | 2  |  |    |    |
| 2.4  | No. of contracts signed and serviced between agrodealers and buyers*  | 0 | <b>Contracts</b> | 0 |  | 10 |    | 20 |  | 5  |  |    | 5  |
| 2.5  | No. of contracts signed and serviced between agrodealers and farmers* |   | <b>Contracts</b> | 0 |  | 5  |    | 10 |  | 5  |  |    | 20 |

Notes

\*Data collection to begin in August, this is the harvesting season

Targets for the 3<sup>rd</sup> quarter are the highest as it is the period when most sales are being made

**Annex I Work plan for September 2012**

| Activities   | Sub-activities   | SEPTEMBER |    |    |    |    | Responsible persons             | Indicator Unit   | Program Targets |
|--|--|-----------|----|----|----|----|---------------------------------|--|-----------------|
|  |  | W1        | W2 | W3 | W4 | W5 |                                 |  |                 |
| <b>Activity 1. Familiarization and sensitization.</b>    |  |           |    |    |    |    |                                 |  |                 |
| Familiarization and sensitization                        | Make a trip to Rwanda to familiarize with the grain trade at the borders as well as meet grain traders and various stakeholders, host institution. |           |    |    |    |    | Project Coordinator             | Familiarization with grain trade in Rwanda   |                 |
| <b>Activity 2: Monitoring, Data collection and Entry</b> |  |           |    |    |    |    |                                 |  |                 |
| Data Management  | Data collection, entry and monitoring  |           |    |    |    |    | M&E / Project Coordinator. STTA | Documentation of the volumes and value of grains traded across border. Also documentation of success stories |                 |

## Annex 2: LIST OF CONTACTS DURING THE SOUTH SUDAN TRIP

| No | Name                         | Designation                                 | Town/Border | Tel. No   |
|----|------------------------------|---|-------------|---|
| 1. | John Woka Iseke              | Dar-Es-Salaam Market                        | Yei Town    | +211 977 110 131  |
| 2. | Martin Lokudu                | Dar-Es-Salaam Market                        | Yei Town    |   |
| 3  | Dagula Juma Musa             | Yaba Darakita                               | Kajo-Keji   | + 211 984 216 258   |
| 4  | Muni Alex                    | Mawa Food Stores                            | Kajo-Keji   | + 211 955 348 292   |
| 5  | Jacob Thon                   | Grade and Standards Officer                 | Jale        | + 211 956160941 /<br>+ 211 781242949                        |
| 6  | John Akuei                   | Ministry of Commerce, Industry & Investment | Jale        | + 211 787 937 810   |
| 7  | David Lual                   | Customs Officer                             | Jale        | + 211 778 307 344   |
| 8  | Thongbor Peter Almong        | Chief Immigration and Alien Affairs         | Jale        | + 211 785 668 399<br>+ 211 956 896 344                      |
| 9  | Maj. Clement                 | Customs Police Officer                      | Jale        | + 211 956 750 004   |
| 10 | Lt. Col. Emmanuel Guya Simon | Dep. Director Customs                       | Nimule      | + 211 955 255 134<br>+ 211 928 182 028<br>+ 211 917 581 316 |
| 11 | Angeu Ngot Meyer             | Head of Trade                               | Nimule      | + 211 913 442077  |
| 12 | Rose Akulu                   | Trader at Melekia West Market               | Nimule      | + 211 319592  |
| 13 | Andrua                       | Trader at Melekia West Market               | Nimule      |   |
| 14 | Amos Ngot                    | Konyokonyo Market                           | Juba        | +211 957061314  |

### Annex 3: LIST OF ATTENDANCE AT THE CONSULTATIVE MEETING HELD AT BBORDER PONT LODGE, 28<sup>TH</sup> AUGUST 2012

| NO | Name                  | Organization            | Title              | TEL NO.                             | E-MAIL   |
|----|-----------------------|-------------------------|--------------------|-------------------------------------|--|
| 1  | Emil Kalekwa          | Emix Co. Ltd            | Director           | +255 767399224 /<br>+ 255 787399224 | <a href="mailto:ekalekwa2003@yahoo.com">ekalekwa2003@yahoo.com</a>         |
| 2  | Christine Nyambura    | Nguku Products 2010 Ltd | Marketing Manager  | +254 720132619                      | <a href="mailto:cw_nyambura@yahoo.com">cw_nyambura@yahoo.com</a>           |
| 3  | Manfred Nyamarasa     | Mapema Eng. & Gen Supp. | Director           | + 255 767461000                     | <a href="mailto:manfrednyamarasa@yahoo.com">manfrednyamarasa@yahoo.com</a> |
| 4  | Viginia Chesoli       | Police Depts            | Sergeant           | +254 720474919                      | <a href="mailto:virginiachesoli@yahoo.com">virginiachesoli@yahoo.com</a>   |
| 5  | Geoffrey K Sile       | B/Man Isebaniaa         | Isebania           | +254 723934042                      |  |
| 6  | Peter. M. Chaha       | Biashara Ya Mazao       | Mwanza             | +255 764761310                      |  |
| 7  | Ochoo Levi            | Clearing Agent          | Port Clerk         | +255 788367622                      | <a href="mailto:ochojunior3@yahoo.com">ochojunior3@yahoo.com</a>           |
| 8  | Benson Mule           | Clearing Agent          | Director           | +254 735565800                      | <a href="mailto:benson.mule@yahoo.com">benson.mule@yahoo.com</a>           |
| 9  | Lucy Marori           | Bahati Trading Co.      | Nairobi            | +254 710329653                      | <a href="mailto:murorilucy@yahoo.com">murorilucy@yahoo.com</a>             |
| 10 | Teresia Mugure Waweru | Tesamco Traders         | Director           | +254 722952136                      | <a href="mailto:terrymugure80@yahoo.com">terrymugure80@yahoo.com</a>       |
| 11 | Samson Koome          | Alysam Stores Ltd       | Director           | +254 722800550                      | <a href="mailto:alysam86@yahoo.com">alysam86@yahoo.com</a>                 |
| 12 | Beth Njeri Kanyoro    | Dagia Import & Export   | Sales              | +254 724337238                      | <a href="mailto:kanyorobeth@yahoo.com">kanyorobeth@yahoo.com</a>           |
| 13 | Lucy Kagwiria         | Potato Stores           | Director           | +254 724703905                      |  |
| 14 | Rael Robi Omari       | Tumaini Stores          | Sales              | +254 716140831                      |  |
| 15 | Kija K. Zephania      | PHIS-SIRARI             | Plant Inspector    | +254 756 292028                     | <a href="mailto:kkzephania@gmail.com">kkzephania@gmail.com</a>             |
| 16 | Donalo                | TFDA-SIRARI             | Food Inspector     | +254 685 888888                     | <a href="mailto:mkonyi77@yahoo.com">mkonyi77@yahoo.com</a>                 |
| 17 | Yusuf Majan           | USAID-COMPETE           | Trade Facilitation | +254 737411704                      | <a href="mailto:ymajani@competeafrica.org">ymajani@competeafrica.org</a>   |
| 18 | Isaac Tallam          | USAID-COMPETE           | Sf Trader Advisor  | +254 737411705                      | <a href="mailto:itallam@competeafrica.org">itallam@competeafrica.org</a>   |
| 19 | Paul Mburu            | KRA                     | Revenue Officer    | +254 724865352                      | <a href="mailto:pmburu2@yahoo.com">pmburu2@yahoo.com</a>                   |

|    |                          |  |                       |                |  |
|----|--------------------------|--|-----------------------|----------------|--|
| 20 | Peter Onchumba Monda     | Ministry Of Public Health & Sanitation Kenya | Public Health Officer | +254 723047227 | <a href="mailto:mundapeter3@gmail.com">mundapeter3@gmail.com</a>               |
| 21 | Musta Daniel             | KEBS   | Kebs Officer          | +254 725371765 | <a href="mailto:mustad@kebs.org">mustad@kebs.org</a>                           |
| 22 | Isaac Nyateng            | KEPHIS                                       | Officer In Charge     | +254 724765047 | <a href="mailto:isaackanyambara@yahoo.com">isaackanyambara@yahoo.com</a>       |
| 23 | Jacqueline Maleko        | Ministry Of Industry And Trade.              | Asst. Director        | +255 754303993 | <a href="mailto:jacqiem2003@yahoo.co.uk">jacqiem2003@yahoo.co.uk</a>           |
| 24 | Mwamini Mkwizu           | Prime Minister Office                        | Economist             | +255 789383373 | <a href="mailto:mwamini_mkwizu@hotmail.com">mwamini_mkwizu@hotmail.com</a>     |
| 25 | Mjema Mweta              | Musoma D. C.                                 | Daldo                 | +255 754294264 | <a href="mailto:mjema_mweta@yahoo.com">mjema_mweta@yahoo.com</a>               |
| 26 | Mrs. Mabula              | PMORALD                                      | Dc-Butiama            | +255 767531044 | <a href="mailto:angelinemabula@yahoo.co.uk">angelinemabula@yahoo.co.uk</a>     |
| 27 | Joshua Mirumbe           | PMORALD                                      | Dc - Bunda            | +255 755056565 | <a href="mailto:jasmirumbe@yahoo.com">jasmirumbe@yahoo.com</a>                 |
| 28 | Sylvanus Gmboha          | Tarime D.C                                   | Daldo-Tarime          | +255 784626431 | <a href="mailto:silvermaflo@yahoo.com">silvermaflo@yahoo.com</a>               |
| 29 | Lazarus Ndossi           | Buhemba Farm Srv/Act                         | Manager Butiana       | +255 752286848 | <a href="mailto:dm.brac@yahoo.com">dm.brac@yahoo.com</a>                       |
| 30 | Obedient Kasaki          | Pona Agrovet                                 | Director              | +255 784564503 | <a href="mailto:obedikasaizi@yahoo.com">obedikasaizi@yahoo.com</a>             |
| 31 | Leonard F.L. Kachebonaho | Kaderes/KPD PLC                              | Director              | +255 786763535 | <a href="mailto:washingtonbenasius@yahoo.com">washingtonbenasius@yahoo.com</a> |
| 32 | Washington Kasaizi       | Mukendo Agrovet                              | Director              | +255 754754655 | <a href="mailto:kechebonaho@hotmail.com">kechebonaho@hotmail.com</a>           |
| 33 | Ben Kamihanda            | CRDO-Mwanza                                  | Agmark Consultant     | +255 754524007 | <a href="mailto:benkamihanda@yahoo.com">benkamihanda@yahoo.com</a>             |
| 34 | Valerie A. Gachingiri    | AGMARK                                       | M & E                 | +254 737471145 | <a href="mailto:vadhiambo@agmarkkenya.org">vadhiambo@agmarkkenya.org</a>       |
| 35 | Rose Wanyiri             | AGMARK                                       | Project Coordinator   | +254 721867929 | <a href="mailto:rwanyiri@agmarkkenya.org">rwanyiri@agmarkkenya.org</a>         |
| 36 | Mark Njogu               | USAID-COMPETE                                | Driver                | +254 705123119 | <a href="mailto:mnjogu@competeafrica.org">mnjogu@competeafrica.org</a>         |
| 37 | Charles Mlinga           | DALDO-Musoma                                 | Driver                | +254 789257098 |  |
| 38 | Amos Kishebuka           | DC-Butiama                                   | Driver                | +254 763742431 |  |
| 39 | Masanje M. Nyamsusa      | DC-Bunda                                     | Driver                | +254 762577404 |  |
| 40 | Leticia Rugakingila      | TRA-PA                                       | PA                    | +254 754879990 |  |
| 41 | Steven Ngwalla           | AGMARK                                       | Director, Training    | +254 722539764 | <a href="mailto:songwalla@agmarkkenya.org">songwalla@agmarkkenya.org</a>       |

## Annex 4: LIST OF ATTENDANCE TO THE MARKET LINKAGE WORKSHOP HELD AT AFRILUX HOTEL, MWANZA ON 29<sup>TH</sup> AUGUST 2012

| NO. | NAME                   | ORGANIZATION                  | TEL NO.                             | EMAIL  |
|-----|------------------------|-------------------------------|-------------------------------------|--|
| 1   | Zachary Okongo         | Marenyo Community Cereal Bank | +254 733820795 /<br>+ 254 721522943 | <a href="mailto:zakokongow@yahoo.com">zakokongow@yahoo.com</a>   |
| 2   | Jacqueline Maleko      | Ministry Of Industry & Trade  | +255 754303993                      | <a href="mailto:jacqiem2003@yahoo.com">jacqiem2003@yahoo.com</a>   |
| 3   | Leonard F. Kachubonalo | Kaderes/KPD PLC               | +255 75474655                       | <a href="mailto:kachebonaho@hotmail.com">kachebonaho@hotmail.com</a>   |
| 4   | Victor.S. Ruleyeya     | Musoma Municipal Council      | +255 658863450                      | <a href="mailto:rulegeya@yahoo.com">rulegeya@yahoo.com</a>   |
| 5   | Fidelica.A.Myovella    | DED-Musoma Box 344            | +255 755215348                      | <a href="mailto:fedelicam@gmail.com">fedelicam@gmail.com</a>   |
| 6   | Richard Mihoyo         | DPLO Musoma Box 340           | +255 685117111                      | <a href="mailto:musomadistic@yahoo.com">musomadistic@yahoo.com</a>   |
| 7   | Mroni Garden Cons      | David. M.Muroni               | +255 767462039/<br>+255 784462039   |  |
| 8   | Makanya Agrovet        | Magabe M.Maganya              | +255 756848446                      |  |
| 9   | Teresia Nugure         | Tesamco Traders               | +254 722952136                      | <a href="mailto:terrymugure80@yahoo.com">terrymugure80@yahoo.com</a>   |
| 10  | Marcelina Kalugira     | Marcelina Agrovet             | +255 785714444                      | <a href="mailto:selinasaulo@yahoo.com">selinasaulo@yahoo.com</a>   |
| 11  | Samsom Koome           | Alysam Stores                 | +254 722800550                      |  |
| 12  | Henry P. Kakwembe      | Kakwembe Environment          | +255 753799836                      | <a href="mailto:kakwembeenvironmental@yahoo.com">kakwembeenvironmental@yahoo.com</a>   |
| 13  | Lucy Murori            | Baita Trading Company         | +255 710 329653                     | <a href="mailto:murorilucy@yahoo.com">murorilucy@yahoo.com</a>   |
| 14  | Kanyoro Beth           | Dagia Import And Export       | +255 724 337238                     | <a href="mailto:dagiainportnexport@yahoo.com">dagiainportnexport@yahoo.com</a>   |
| 15  | Stanley G Sam          | MSAE-AGR                      | +254 786682017                      |  |
| 16  | Mwamini Mkwizu         | Prime Minister's              | +254 789383373                      | <a href="mailto:mwamini_mkwizu@hotmail.com">mwamini_mkwizu@hotmail.com</a>   |
| 17  | Isaac Tallam           | Usaid Compete                 | +254 737411705                      | <a href="mailto:itallam@competeafrica.org">itallam@competeafrica.org</a>   |
| 18  | Christine Nyambura     | Nguku Products 2010 Ltd       | +254 720132619                      | <a href="mailto:cw_nyambura@yahoo.com">cw_nyambura@yahoo.com</a><br><a href="mailto:kenyabestchicken@gmail.com">kenyabestchicken@gmail.com</a> |

|    |                          |                             |                                    |  |
|----|--------------------------|-----------------------------|------------------------------------|--|
| 19 | Yusufu Majan             | Usaid Compete               | +254 737411704                     | <a href="mailto:ymajan@competeafrica.com">ymajan@competeafrica.com</a>   |
| 20 | Mjema Mweta              | Musoma DC CRDO              | +254 754294264                     | <a href="mailto:mjema_mweta@yahoo.com">mjema_mweta@yahoo.com</a>         |
| 21 | Ben Kamihanda            | AGMARK Consultant           | +255 754524007                     | <a href="mailto:benkamihanda@yahoo.cm">benkamihanda@yahoo.cm</a>         |
| 22 | Emil Kalekwa             | Emix Ltd                    | +255 787399224 /<br>+ 255 76739224 | <a href="mailto:ekalekwa2003@yahoo.com">ekalekwa2003@yahoo.com</a>       |
| 23 | Musibu Shabani           | TRA                         | +254 714 039914                    | <a href="mailto:mshabani@tra.go.tz">mshabani@tra.go.tz</a>               |
| 24 | Mrs Mabuke A.S.L         | PMORALG                     | +255 767531044                     | <a href="mailto:angelinemabula@yahoo.com">angelinemabula@yahoo.com</a>   |
| 25 | Lucy Kagoria             | Neema Stores                | +254 724703905                     |  |
| 26 | Mr.Geoffrey Kiwamai Sigo | Teff Trarer'ss              | +254 723934042                     | <a href="mailto:liznyambus@gmail.com">liznyambus@gmail.com</a>           |
| 27 | Deo Madete               | DC-Office                   | +255 784186130                     |  |
| 28 | M.L.C Lujaji             | Regional Admin Secretary    | +255 754642446                     |  |
| 29 | Samuel O. Sassi          | Regional Admin Dev. Officer | +255 787640836                     | <a href="mailto:rasmarakilimo@yahoo.com">rasmarakilimo@yahoo.com</a>     |
| 30 | Nyanda R. Joseph         | Regional Trader Officer     | +255 785749990                     |  |
| 31 | Rose Wanyiri             | AGMARK                      | +254 721867929                     | <a href="mailto:rwanyiri@agmarkkenya.org">rwanyiri@agmarkkenya.org</a>   |
| 32 | Vallary Adhiambo         | AGMARK                      | +254 737471145                     | <a href="mailto:vadhiambo@agmarkkenya.org">vadhiambo@agmarkkenya.org</a> |
| 33 | Amosi Kishebuka          | USAID COMPETE               | +255 763742431                     |  |
| 34 | Mark Njogu               | USAID COMPETE               | +255 705123119                     |  |
| 35 | Charles Mlinga           | DALDO MSM Vijijim           | +255 789257098                     |  |
| 36 | Steven Ngwalla           | AGMARK                      | +254 722539764                     | <a href="mailto:sngwalla@agmarkkenya.org">sngwalla@agmarkkenya.org</a>   |

**Annex 5: LIST OF AGRODEALERS ATTENDING THE MARKET LINKAGE WORKSHOP HELD  
AT AFRILUX HOTEL, MUSOMA  
ON 29<sup>TH</sup> AUGUST 2012**

| NO. | NAME OF AGRODEALER  | NAME OF SHOP / ORGANIZATION      | DISTRICT  | PHONE NO     | E-MAIL   |
|-----|---------------------|----------------------------------|-----------|--------------|--|
| 1   | Obedi Kasaizi       | Pona Agrovet                     | Musoma    | 0784 564 503 | <a href="mailto:obedikasaizi@yahoo.com">obedikasaizi@yahoo.com</a>         |
| 2   | Justin Masagati     | Lawa Agrovet                     | Tarime    | 0786 397 576 |  |
| 3   | Lazaro Ndossi       | Buhemba Farm Services            | Musoma    | 0752 286 848 | <a href="mailto:dm.brac@yahoo.com">dm.brac@yahoo.com</a>                   |
| 4   | Amos Gisunte        | Amos Gisunte Investment          | Tarime    | 0756 033 854 |  |
| 5   | Thomas Kisangure    | Kifa Investment                  | Tarime    | 0784 254 494 |  |
| 6   | Patrick Aloyce      | Mkemia Agrovet                   | Tarime    | 0784 388 201 |  |
| 7   | Washington Benasius | Mukendo Agrovet                  | Musoma    | 0786 763 535 |  |
| 8   | William Nyankena    | Nyankena Anicare & Agri Services | Bunda     | 0767 691 339 |  |
| 9   | Karebu Ruji         | Karu Agrovet                     | Serengeti | 0784 205 395 |  |
| 10  | William Misolo      | Biashara Enterprise              | Musoma    | 0784 919 010 |  |
| 11  | Eddy Motte          | Motte Enterprise                 | Bunda     | 0784 450 745 |  |
| 12  | Michael Kweka       | Kusande Narumu Enterprise        | Bunda     | 0757 341 367 | <a href="mailto:thomaskweka@ymail.com">thomaskweka@ymail.com</a>           |
| 13  | Christopher Chogero | Ikizu Agrovet                    | Bunda     | 0755 835 222 |  |
| 14  | Faida Sese Kassim   | Bunda Agrovet                    | Bunda     | 0784 852 480 |  |
| 15  | Manfred Nyamarasa   | Mapema Engineering               | Mwanza    | 0767 461 000 | <a href="mailto:manfrednyamarasa@yahoo.com">manfrednyamarasa@yahoo.com</a> |
| 16  | Beatus Mbuya        | Summer Farm Service              | Tarime    | 0784 456 131 |  |

