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COMPETE Agrodealer Trade Across Borders (ATAB)

02ND QUARTERLY REPORT (JULY-SEPT 2012)



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

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Executive Summary

During the second quarter of program implementation of the Agrodealer Trade Across Borders (ATAB) project, strong progress towards program deliverables were made.

Market Linkage Workshops

In this period, 2-market linkage workshops were also held, one in Uganda and another one in Tanzania; the purpose of these market linkage workshops was to create a platform where these grain traders had 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 borders and also to link the sellers and buyers. The market linkage workshops gave agrodealers aggregating grain in Uganda, Tanzania and cross border grain traders from Kenya a networking platform to discuss business and establish formal market linkages.. A total of 135 people out of which 67 were agrodealers and 20 we buyers, attended these meetings

Consultative Stakeholders Meeting

There was also a 1-day consultative stakeholder's consultative meeting which 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). A total of 35 stakeholders attended the meeting.

ATAB Project Sensitization Trips

A familiarization and sensitization trip to South Sudan 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; borders visited were Nimule and Jale borders.

A Trip to meet stakeholders and familiarize with cross border grain trade in Rwanda at Musanze (Uganda/Rwanda border) was made by Mr. James Mutonyi, Managing Director-AGMARK. He met with 2 traders and held Informal discussion with them at the Rwanda-Uganda Border; from the discussions, it was profound that most of the challenges experienced by the grain traders had to do with unclear rules and regulations on customs requirements

M&E Activities / Data Collection

In the reporting period, Monitoring and evaluation department contracted 2-consultants to collect data from agrodealers after linking them to buyers during the Market Linkage Workshops.

Partnerships

During this period, through the ATAB Project, AGMARK created partnerships with several other organizations involved in the agriculture sector. These included, **Uganda;** EAGC, URA, MAAIF- COMESA, URA, TRA customs officer, EAGC, USAID Mission Uganda, ABI trust, UNADA **Tanzania;** TRA, TFDA, TBS, DCs, DALO, Ministry of Trade and Industries, Regional Administrative Secretary-Mara and PHIS and **Kenya;** Kenya Police, KRA, KEBS, KEPHIS

Highlights of Key Achievements in the Quarter

Table I: Key achievements in the 2nd Quarter

Indicator	Program Achievement YTD	Program LOP Target
No. of small holder farmers selling grain to Agrodealers	1922	1750
Volume of grains in MT purchased by agrodealers from small holder farmers	2127	280
Value of grains in US \$ purchased by Agrodealers from small holder farmers	\$5,209,925	\$686,000
No. of Agrodealers supplying grain to cross boarder buyers	19	54
Volume of grains in MT sold by Agrodealers across the border	838	600
Value of grains in US \$ sold by Agrodealers across the border	\$285,811	\$1,470,000
No. of Agrodealers Signing Contracts with buyers*	27	75
No. of contracts signed and serviced between agrodealers and grain traders	46	30
Volume of grains in MT supplied by agrodealers under these contracts	2,540	1,200
No. of Farmers Signing Contracts with Agrodealers to supply grains	1547	1750
No. of contracts signed and serviced between agrodealers and farmers	26	700
Volume of grains in MT supplied by farmers under these contracts	2,484	1,400

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ACRONYMS

ACE.....	Area Cooperative Enterprise
AGMARK	Agricultural Market Development Trust
ATAB.....	Agrodealer Trade Across Borders
COMESA.....	The Common Markets for Eastern and Southern Africa
COMPETE.....	Competitiveness and Trade Expansion Program
EAGC.....	Eastern Africa Grain Council
IFDC.....	International Fertilizer Development Centres
MAAIF.....	Ministry of Agriculture Animal Industry and Fisheries
NAADS.....	National Agricultural Advisory Service
NGOs	Non-Governmental Organizations
P4P	Purchase for Progress
SSMATI.....	Sustainable Smallholder Cross Border Trade Integration
UNADA.....	Uganda National Agrodealers Association
URA.....	Uganda Revenue Authority
USAID	United States Agency for International Development
WFP.....	World Food program

I. PROJECT DESCRIPTION

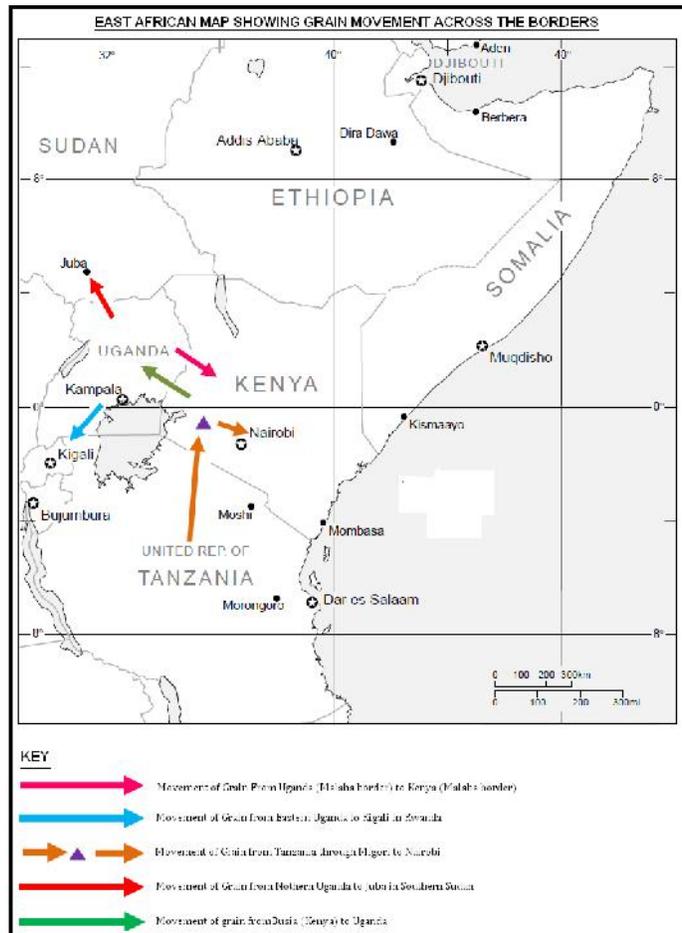
The ATAB Project aims to develop sustainable value chains and reduce poverty by increasing the capacity of at least 60 agrodealers to serve farmers, hence the small holder farmers access to competitive regional grain markets.

The project seeks link at least 15 Agrodealers from Uganda and 5 agrodealers from Tanzania to 10 large grain traders and link the commodity to the formal markets in Rwanda, Kenya Tanzania and South Sudan that are grain deficit countries.

Awarded in March 2012, and officially launched in April 2012, ATAB is a 10Month project funded by USAID-COMPETE and implemented by AGMARK.

ATAB project objective is to support agrodealers by linking them to grain traders involved in cross borders trade along the Uganda – Kenya, Uganda – Sudan, Uganda-Rwanda and Tanzania – Kenya borders.

The project believes that this will not only increase regional trade but also improve accessibility by small holder farmers to mainstream formal grain markets as they channel their grain through Agrodealers.



2. PROJECT IMPLEMENTATION

This reporting quarter is the second full quarter of program implementation following the start of the ATAB program in March 2012. Key activities undertaken in the period were Market Linkage Workshops; Stakeholders Consultative meeting at Sirare-Isebania border, Cross-border data collection and border familiarization trips

ACHIEVEMENTS TOWARDS TARGETS

2.1 LINK AGRODEALERS TO BUYERS

2.1.1 Outcome: Buyers have access to agrodealers sourcing grain from small holder farmers

2.1.1.1 Stakeholders Consultative Meeting

During the reporting period, 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: Representatives of Tanzania Government, Tanzania Government border officials, Kenya Government border officials; representatives of grain traders from Tanzania, representatives of grain traders from Kenya, representatives from clearing and forwarding agent companies, Officials from USAID-COMPETE and officials from AGMARK. A total of 35 stakeholders attended the meeting



Photo 1: 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, recommendations and way forward discussed at this meeting are annexed ([Annex 1](#))

2.1.1.2 Market Linkage Workshops

In the Second quarter, 2 market linkages were held. 1 in Uganda at the Golf Hotel in Kampala, Uganda on 19th July 2012 and the other one in Tanzania at the Afrilux Hotel in Musoma on 29th August 2012.

The market linkage workshop was purposely organized to give agrodealers aggregating grain in Tanzania and Uganda and cross border grain traders from Kenya, Rwanda and South Sudan a networking platform to discuss business and establish formal market linkages. This initiative had an immediate impact in that some traders remained behind to source grains from the participants they met at the workshop; and even discuss more business relationships.

Comments about the workshop

The workshop has been too good to both agrodealers and output dealers and bulk buyers because it has brought (linked) us together. The wayforward is to make use of the contacts for bigger business – Ayikoyo Dick, Akitosha “U” Ltd, UGANDA



Photo 2: Ms Wanyiri (Coordinator ATAB) gives a presentation on ATAB project updates and way forward

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 border.

Comments about the workshop

This program is very good as it is bringing together key stakeholders in food security; therefore we shall have a food secure East Africa. - Atweteireho Solomon, Zebu Investment Ltd. UGANDA

Various stakeholders were well represented during these workshops, these included; MAAIF- COMESA officer; the head of the seed Department, URA customs officer, EAGC, UASID mission Uganda, ABI trust, UNADA among others. Deputy Director from the Ministry of Industries and trade – Tanzania; Economist from the Prime Minister’s Office – Tanzania; The District Executive Director for Musoma – Tanzania; The Regional Agricultural Advisor for Mara – Tanzania; The District Planning Officer for Musoma – Tanzania; The Regional Trader officer for Mara – Tanzania; The Representative of Regional TRA Manager; The District Security Officer for Butiama – Tanzania; Officers from the Musoma Municipal Council – Tanzania; USAID-COMPETE, MAFCs, Ministry of trade and industries – Tanzania; Tanzania Revenue Authority; , Municipal Council of Tanzania



Photo 3: An Agrodealer receives his certificate from DC Baazari

At the end of both workshops, all Agrodealers who had gone through the cross-border training in the 1st quarter were awarded certificates of training.

2.2 MONITORING AND EVALUATION

Monitoring and evaluation is a vital part of every project's impact. In the period under reporting, AGMARK contracted 2-Consultants 1 in Uganda and 1 in Tanzania to coordinate monthly data collection from agrodealers.

The information collected from the 59 agrodealers in Uganda is based on agrodealers who were trained in Cross border trading skills and later linked to buyers during market linkage workshops in the various countries. The data analyzed in this report captured Agrodealers trading for the period between August and September 2012, illustrating that there is a big difference in quantities of cross border sales by the agrodealers in the two months.

The Data collection tool used is one that is familiar to the agrodealers since the agrodealers were guided on each section of data collection tool during the market linkage workshop; and also on the first collection of data, the consultants from the various countries visited each agrodealer to refresh them on the data collection tool. Data collected is then sent to AGMARK offices using courier services for analysis and eventual feeding to the reports.

This data is collected on 20th of every month, therefore, a day prior to the data collection date, short phone messages are usually sent to the agrodealer to inform them of the impending data collection and to refresh the agrodealers on the importance and credibility of the information that was required.

Analysis of this data has been accomplished to give a summary of the reporting period of July 2012 – September 2012; the data collection was conducted in all the districts trained,. Key areas of interest were; *Cross border trading; grain bulking and contracts made between farmers and agrodealers and contracts made between agrodealers and buyers*

2.2.1 Cross Border Trading

In the period under reporting, movement across the Kenya; Uganda; Tanzania; Rwanda; South Sudan and Congo borders were recorded; tracking was done for grain purchases across these borders

Across the **Uganda - Rwanda**, at Katuna, traders purchased a total of a total of 1.75MT of grains. Along the **Uganda – Kenya**, at Busia, traders purchased a total of a total of 270MT of grain; at Lwakhakha border, traders purchased grains Quantity of 4.25MT and at Malaba border, they purchased grains Quantity of 0.5MT. Along **Tanzania – Uganda** border at Mutukula border point, Quantity of 0.5MT of grains were purchased. These

agrodealers purchased grains valued UGShs. 245, 710,000 and were purchased from 52 (31M, 21F) traders.

Albeit, traders purchased grains within the country (Uganda) across the districts, a total Quantity of 401.7 MT of grain valued at UGShs. 534,045,200 was bought within Uganda from 76 (54M, 22F) traders

In the same period, tracking was done for sales across the borders;

Across the **Uganda-Rwanda**, at Katuna, traders sold a total of 55.0MT of grains. Across the **Uganda-Kenya**, at Busia border, traders sold a total of 441.8MT of grains; at Lwakhakha border, traders sold grain Quantity of 53.8MT and at Malaba border, they sold grain Quantity of 214.75MT. Across **Uganda-South Sudan**, at Nimule border, traders sold grain Quantity of 72MT and across **Uganda – Congo**, at Bunagana border traders sold grain Quantity of 1MT. These agrodealers realized a total sale of UGShs. 700,236,118 and were sold to 95 (54M, 41F) buyers.

Traders sold grains within the country (Uganda) across the districts, a total Quantity of 941.1MT of grain valued at UGShs. 1,408,697,950 was sold within Uganda to 33(26M, 7F) traders

a) Grains purchased from other buyers across the borders

During the period under reporting, data collected from 19 (5F, 14M)agrodealers in Uganda showed that most grains were bought within the country; a total of 401.7MT of grains were purchased from 76 (54M, 22F) traders within traders within Uganda; the next majority of grains were purchased from Kenya borders, i.e Lwakhakha (Bungoma) a total of 4.25MT from 5 (2M, 3F)traders; Busia a total of 270MT from 19 (14M, 5F) traders; Malaba a total of 0.5MT from 2 (1M, 1F) and from Tanzania a total of 0.5MT from 2(1M, 1F) traders.

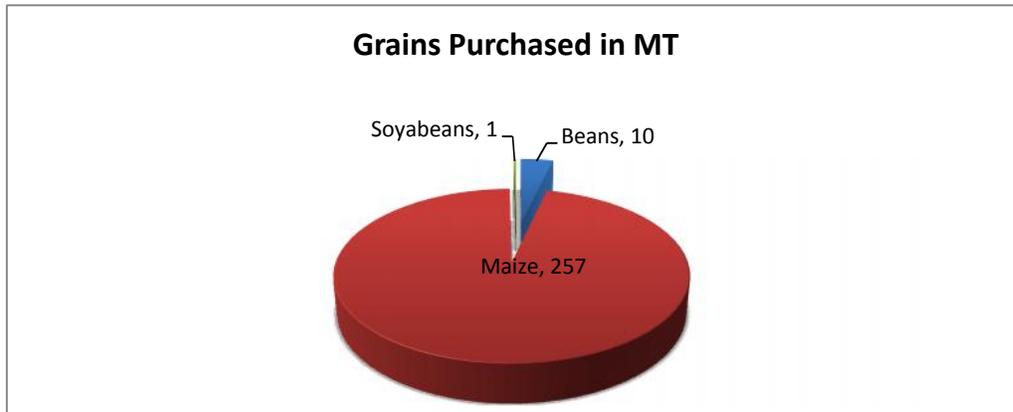
Table 2: Quantity of grains purchased and their values

Name of Border	Quantity of grains purchased in MT	Value in Ugx	No. of Traders	
			Male	Female
Busia - Kenya	270	234,750,000	14	5
Katuna - Rwanda	1.75	2,560,000	3	0
Lwakhakha - Kenya	4.25	6,150,000	2	3
Malaba - Kenya	0.5	1,000,000	1	1
Mutukula - Tanzania	0.5	1,250,000	1	1
Within uganda	401.7	534,045,200	54	22

Most purchased grains by Name

Comparison was done for 3-most purchased grains; the grains most purchased across these borders were maize, beans and soya beans; Maize – 257MT; Beans 9.8MT and Soya beans 0.7MT

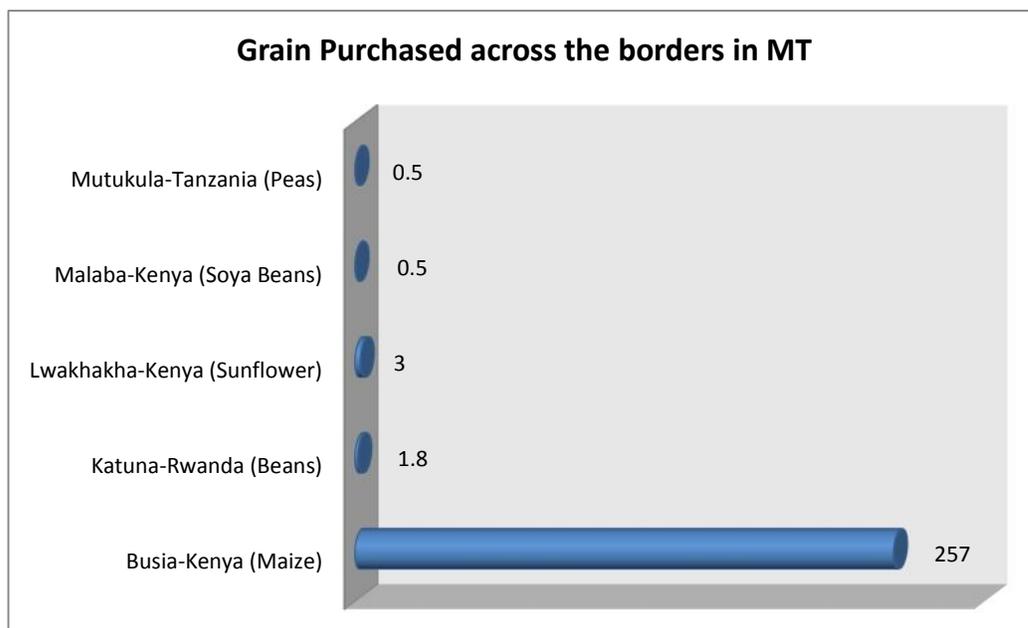
Pie-Chart I: Quantity of Grains Purchased in MT



Most purchased grains by borders

Across Busia-Kenya border point, the most purchased grain was maize – 257MT; Katunawanda border was beans 1.8MT; Iwakhakha-Kenya border was Sunflower 3.0MT; Mutukula-Tanzania was Peas 0.5MT

Bar Graph I: Grain Purchased across the borders in MT



Within Uganda, the most purchased grain by the agrodealers was Maize whose total Quantity purchase was 173.8MT

b) Grains Sold to other buyers across the border

During the period under reporting, data collected from agrodealer 22(5F, 17M) in Uganda showed that most grains were bought within the country; a total of 941.1MT of grains were purchased from 33 (26M, 7F) traders within traders within Uganda; the next majority of grains were purchased from Kenya borders, i.e Lwakhakha (Bungoma) a total of 53.8MT from 17(9M, 8F)traders; Busia a total of 441MT from 58 (33M, 25F) traders; Malaba a total of 214.7MT from 10 (5M, 5F); From South Sudan 72MT (5M, 1F) and from Congo a total of 1MT from 2(1M, 1F) traders.

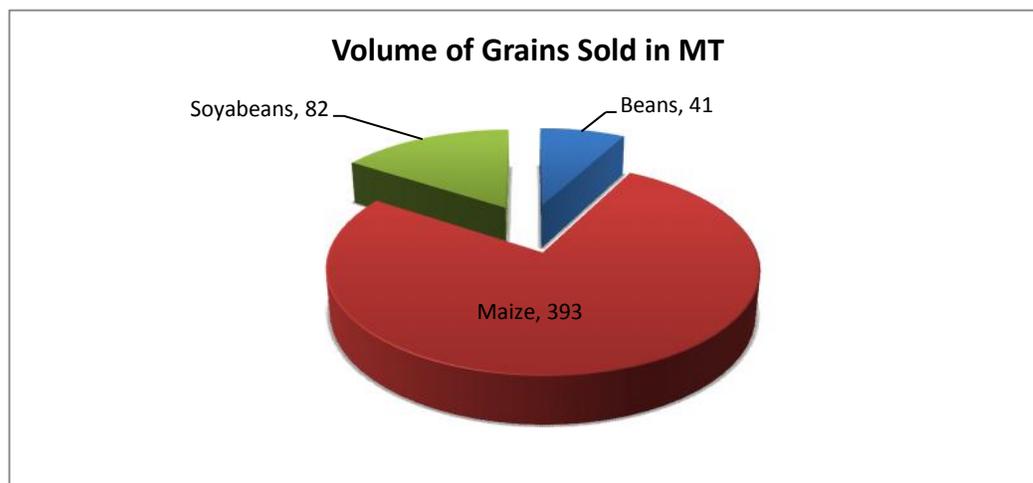
Table 3: Quantity of grains sold to other buyers across the border

Name of Border	Quantity of grains Sold	Value in Ugx	No. of Traders	
			Male	Female
Busia-Kenya	441.8	422,494,958	33	25
Bunagana-Congo	1.0	2,500,000	1	1
Katuna-Rwanda	55.0	44,000,000	1	1
Lwakhakha-Kenya	53.8	22,884,600	9	8
Malaba-Kenya	214.7	127,856,560	5	5
Nimule-South Sudan	72.0	80,500,000	5	1
Within Uganda	941.1	1,408,697,950	26	7

Most Sold grains by Name

Comparison was done for 3-most sold grains; the grains most sold across these borders were maize, beans and soya beans; Maize – 393MT; Beans 41MT and Soya beans 82MT

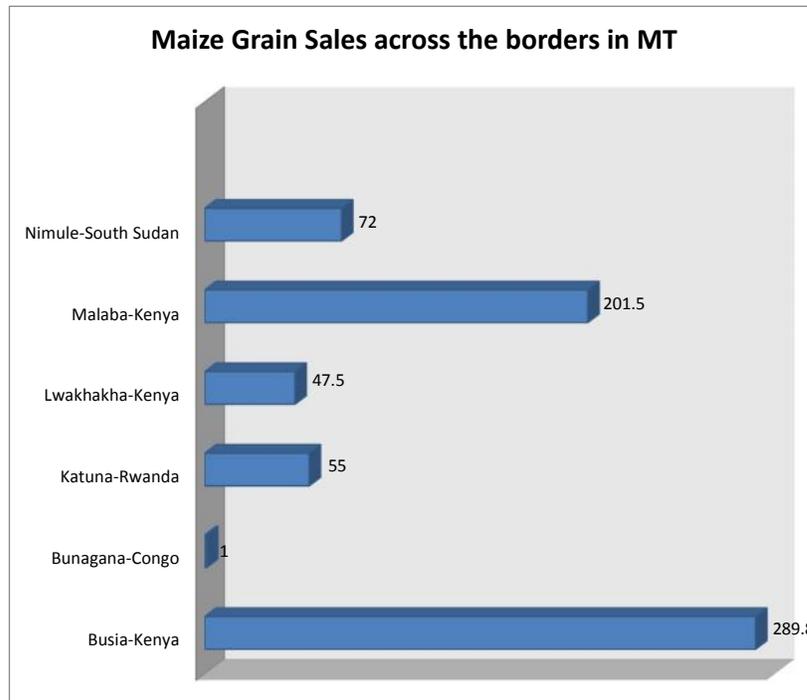
Pie-Chart 2: Quantity of Grains sold in MT



Most Sold Grains by Border

Across all the 6border, Maize is the dominant grain sold with Busia Kenya leading with sales Quantity of 289.8MT; Malaba-Kenya 201.5MT; Katuna-Rwanda 55MTLwakhakha-Kenya 47.5MT and Bunagana-Congo 1MT

Bar Graph 2: Maize Grain Sales across the borders in MT



Within Uganda, the most sold grain was Beans whose total Quantity sales was 639MT

2.2.2 Grains Bulked

In the period under reporting, a total of 39(13F, 26M) agrodealers purchased grains from 1,922 (851M, 1,071F) farmers. Purchases were made from individual farmers and farmer groups as well.

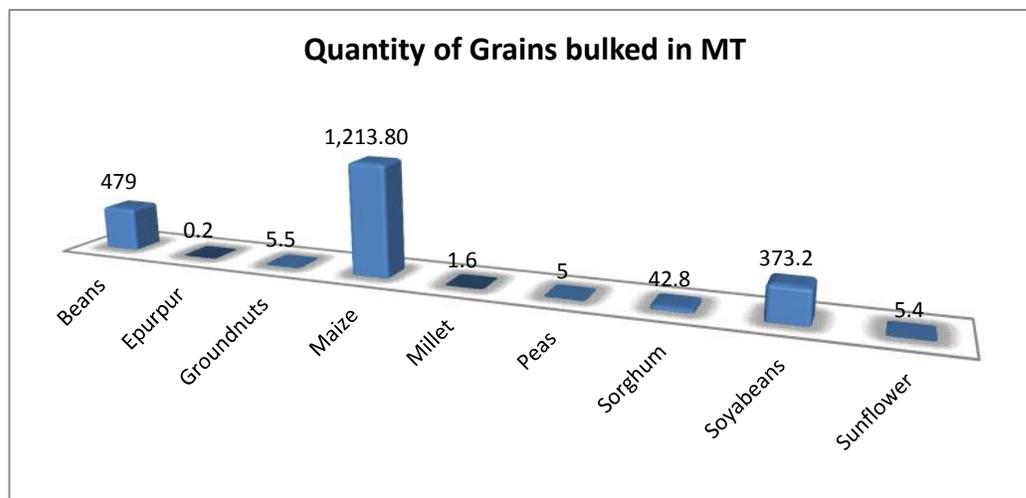
70% of the purchases made in the period under reporting were from farmer groups and cooperatives.

Agrodealers bulked a total Quantity of 2,126.5MT of various grains from farmers; Beans 479MT; Epurpur 0.2MT; Groundnuts 5.5MT; Maize 1,213.8MT; Millet 1.6MT; Peas 5.0MT; Sorghum 42.8MT; Soyabeans 373.2MT and Sunflower 5.4MT.

Table 4: Quantity of grains bulked

Type of Grain	Quantity Bulked in MT	Value in UGShs	No. of farmers selling grains	
			Male	Female
Beans	479.0	723,005,550	851	1071
Epurpur	0.2	255,000		
Groundnuts	5.5	6,080,000		
Maize	1,213.8	797,796,708		
Millet	1.6	3,070,000		
Peas	5.0	6,000,000		
Sorghum	42.8	24,517,500		
Soyabeans	373.2	272,115,375		
Sunflower	5.4	3,960,800		
	2126.5	1,836,800,933	851	1071

Bar Graph 3: Quantity of Grains bulked in MT



2.2.3 Contracts

a) Contracts between buyers and agrodealers

In the period under report, a total of 20 (13M, 7F) agrodealers made contracts with buyers to supply them with grains; these contracts included big buyers like World Food Program who contracted 1 agrodealer to supply them with 100MT of Beans and another was by Nile Breweries who has given another agrodealer a 5-year contract to supply the company with Sorghum.

Bar Graph 4: Number of Contracts made with Buyers



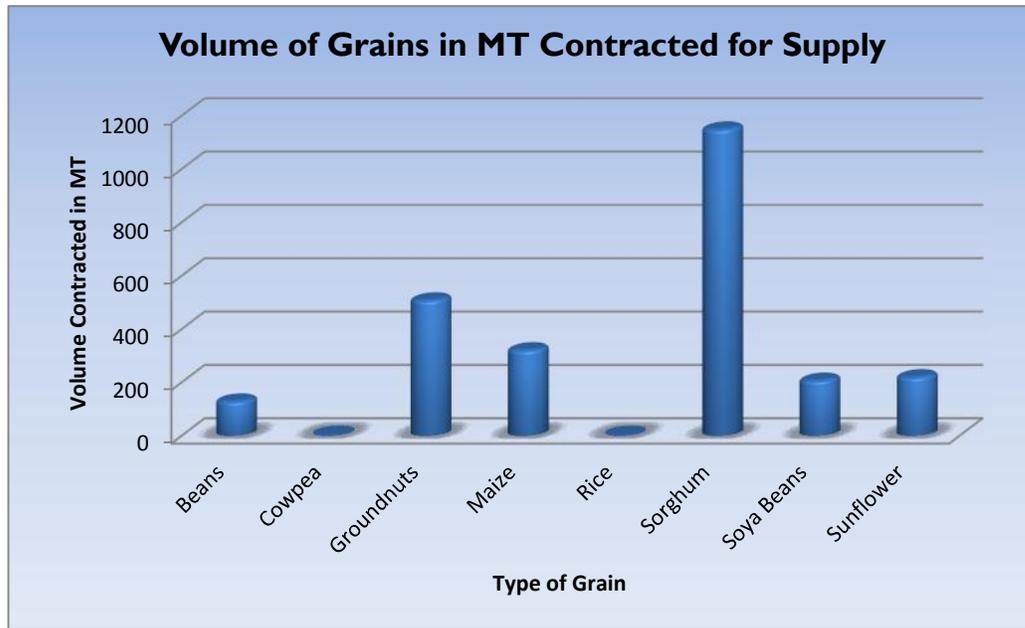
A total of supply Quantity of 2,540MT of grains has been contracted by buyers to agrodealers; a total of 46 contracts have been signed by agrodealers to supply this quantity; the highest supply quantity is Sorghum 1,149MT; Groundnuts 508MT; Maize 321MT; Sunflower 220MT; Soyabeans 207MT; Beans 129MT; Cowpea and Rice 3MT each

Table 5: Supply Quantities Contracted to Agrodealers

Type of Grain	Supply Quantity Contracted in MT	No of Contracts Signed
Beans	129	12
Cowpea	3	1
Groundnuts	508	1
Maize	321	18
Rice	3	1

Sorghum	1149	3
Soya Beans	207	7
Sunflower	220	3
TOTAL	2540	46

Bar Graph 5: Quantity of Grain in MT contracted for Supply



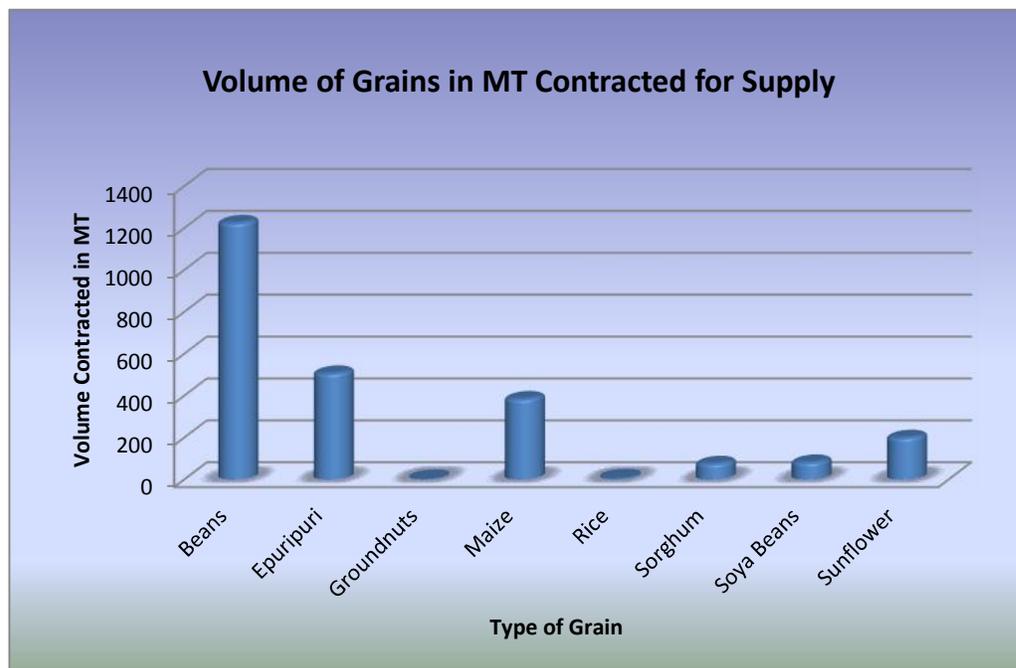
b) Contracts between farmers and agrodealer

A total of supply Quantity of 2,484MT of grains was contracted by agrodealers to farmers; a total of 1,547 (929M, 618F) farmers have been contracted to supply this quantity; the highest supply quantity is Beans 1,224; Epuripuri 507.1MT; Maize 384.9MT; Sunflower 200MT; Soyabean 81.8MT; Sorghum 75.6MT; Rice 6.8MT and Groundnuts 2.5MT

Table 6: Supply Quantities Contracted to Farmers

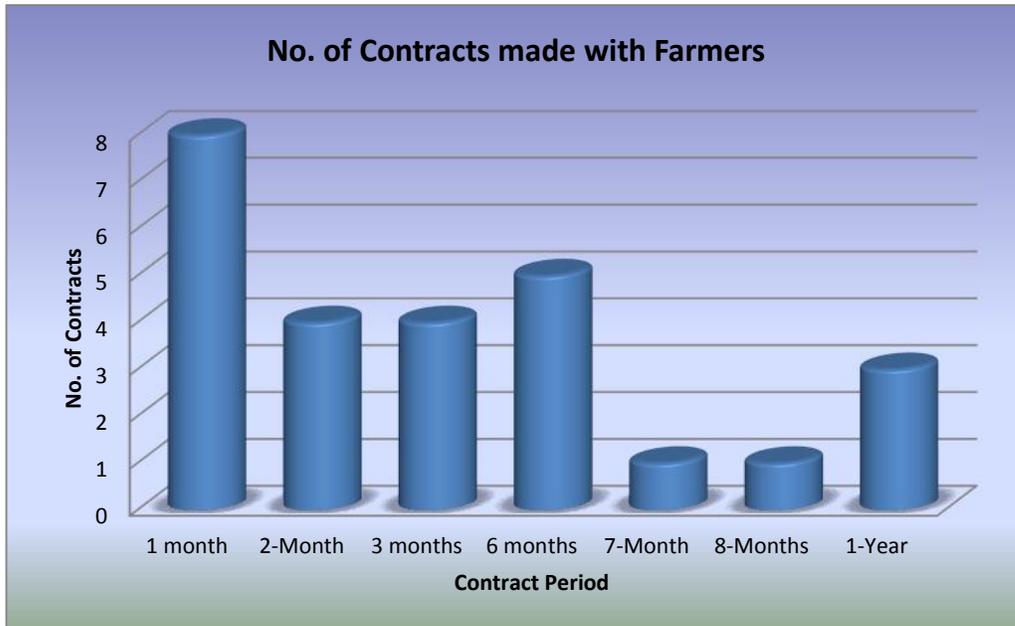
Type of Grain	Supply Quantity Contracted in MT	No. of farmers Contracted
Beans	1224.9	92
Epuripuri	507.1	28
Groundnuts	2.5	6
Maize	384.9	171
Rice	6.8	5
Sorghum	75.6	1100
Soya Beans	81.8	30
Sunflower	200	115
TOTAL	2483.6	1,547

Bar Graph 6: Volume of Grains in MT Contracted for Supply



A total of 26 contracts were made in the period between farmers and agrodealers to supply grains; the longest period of contracts was given as 1-Months to the farmers; a total of 8 contracts made; the shortest period of contract were the 7 – 8Month contract period which had only 1 contract each.

Bar Graph 7: *No. of Contracts made with Farmers*



2.3 AGRODEALER ASSOCIATION

2.3.1 Outcome: Strong agrodealer associations are formed that will seek to strengthen and build capacity of members and lobby for the formation of policies that will ease the trade in cross-border.

2.3.1.1 Agrodealer Association Formation

In the period under reporting, 2 agrodealer associations were formed by the trained agrodealers which are acting as negotiating bodies to support the interests of the traders as well as to provide professional support and networking among the traders.

1 Association was formed in Uganda and the other a in Tanzania; total membership of these associations is 43

After the market linkage workshop in Tanzania, a 1-day meeting was held with Mr. Manfred Nyamarasa, LACETA Chairman; Lake Zone Agrodealer and Cereal Traders Association (LACETA). The meeting was chaired by Mr. Ngwalla – Training director for AGMARK who 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.

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

Associations formed to date

UGANDA

Name:

Eastern Agribusiness Services Association

Objective:

To bulk grade and conduct cross border trade

Membership:

18M; 7F

Commodities;

Maize, Beans, Soya Beans, Sorghum (White) and Millet

Capacity of Store

3000MT

TANZANIA

Name:

Lake Zone Agrodealer and Cereal Traders Association (LACETA)

Objective:

To bulk grade and conduct cross border trade

Membership:

17M; 1F

Commodities;

Maize

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.



Photo 4: Mr. Manfred Nyamarasa (Right) meets with AGMARK Staff

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 new 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

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.

2.4 MEETINGS

2.4.1 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**

2.4.1.1 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



Photo 5: A Cereal Trader at Dar-Es-Salaam Market, Yei, SOUTH SUDAN

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.

2.4.1.2. 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.



Photo 6: Meeting with border officials at Jale Border, SOUTH SUDAN

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

2.4.2 Meeting with Stakeholders and Partners in Rwanda

There was a 1-day visit to Rwanda by Mr. James Mutonyi – Managing Director, AGMARK. The purpose of the trip was to meet stakeholders and familiarize with cross border grain trade Rwanda (Uganda/Rwanda border)

Mr. Mutonyi held a meeting with Jean Bosco Safari - Project Coordinator AGRA funded RADD (Rwanda Agrodealer Development Project being implemented by IFDC) AGMARK is one of the Key Partners Supporting the RADD project in Rwanda – AGMARK has developed training materials for training trainers and agrodealers in Basic Business Management and on Grain Bulking and aggregation. AGMARK has also trained Trainers in Rwanda on BMT as well as Grain Bulking and Aggregation. Jean Bosco Safari is the key AGMARK contact for Rwanda and has been coordinating the selection of agrodealers and stakeholders for ATAB meetings

Meeting Discussed and agreed on:

- Including a section on cross boarder challenges to the Agrodealer Grain bulking trainings that are being implemented by the RADD project
- Possible participants for the cross ATAB Cross Border workshop scheduled for Mid - November 2012
- Possible venues for the Proposed ATAB workshop in Musanze

Mr. Mutonyi also held a meeting with Bruce Smith – Policy Advisor of the USAID funded MINGARI Project which is implementing the RWANDA POST HARVEST HANDLING and STORAGE PROJECT

Meeting focused on:

- Possible areas of collaborations between ATAP and the MINGARI project
- Presentation by MINGARI at the proposed ATAB workshop
- MINGARI has offered to train ATAB supported agrodealers on Storage.

Observations

The ATAB project has drawn a lot of interest from various stakeholders in Rwanda. There is an unanimous view that the Project period is too short and many more agrodealers and partners should have been included in the project design.

There is a definite need not only to address the issues of cross border trade between Uganda and Rwanda but also to include Rwanda – Congo and Rwanda – Tanzania as well and to include other food products and not limit it to Grains.

2.5 PARTNERSHIPS

2.5.1 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

3 CROSS CUTTING ISSUES

3.1 Gender Participation in the Project

The project has ensured that in most of its undertakings, women are included, this is seen in the trainings, out of the 77 trained agrodealers, 20 are women representing 35%; albeit this is for the entire training; it is important to note that in Tanzania, out of all the 18 trained agrodealer only 1 was female 17 were male. There is therefore need to increase women participation in the project in Tanzania.

In terms of women farmer participation in the program; 67% are farmers.

3.2 Collaboration with government

ATAB has continued to esteem participation of Government officials in the projects officials, it was crucial to note the magnitude of participation of the 2-governments Uganda and Tanzania during the Market Linkage workshops;

3.3 Impact of the ATAB project

As the ATAB Project continues to take roots in the East African Countries, there is already a sign of impact on contracting; evidently, a total of 20 agrodealers have entered into contracts with grain buyers and they also have in turn contracted farmers.

Agrodealers trained on contracting seemed to have taken contracting seriously, during the Market Linkage Workshop in Musoma, agrodealers were upfront on insisting to the buyers that for them to trade they must enter into contracts with them.

This was because the buyers were used to informal contracts; the dealers saw the need for entering into some form of written contract and not word of mouth agreements.

One of the buyers even commented and said;

“Then if that is the case, even us buyers should be trained on contracting and also on the modules that these agrodealers were trained on ...”

Mr David Gotonga, Dagia Import and Export - Kenya

4. CHALLENGES IN PROJECT IMPLEMENTATION AND LESSONS LEARNT

4.1 Challenges

Data Collection

Challenge	Recommendation by AGMARK
Agrodealers are asking on the “Next Step” meaning follow ups support to ensure meaningful business transactions are executed and successful stories shared instantly will inspire others and also strengthen the collective order service to big contracts while instilling trust among the aggregating participants.	Incentives to be given to the agrodealers for them to continue issuing data; AGMARK is currently working on promotional materials to be given to agrodealers. Follow-up visits to be made to the agrodealers

5. NEXT STEPS

ATAB will achieve all activities as per work plan by end of December 2012. During this period, the project will pay emphasis on activities that have gear towards the establishment of formal long term business relationships between the traders and the agrodealers.

The activities as per workplan (*attached*) are;

1. Border familiarization trips
2. Profiling of Grain traders and buyers attending the workshops in the various countries.
3. Tracking of Quantities and values of the various grain traded and its destination
4. Tracking the Number of formal contracts signed between the traders and agrodealers.

The proposed ATAB workshop scheduled for November 2012 should be held in Musanze but there is a need to clearly spell out the theme of this workshop and limit attendance to only the key partners and stakeholders. Too many organizations are expressing interest in attending and making presentation at the workshop and yet it is only a one day workshop aimed at addressing issues of cross boarder trade.

Annex I Challenges Experienced by Traders across Isebania / Sirare border as expressed during the consultative Meeting

I. Official documentation / Permits

Challenge	Recommendation
<p>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</p> <p>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:</p> <ul style="list-style-type: none"> ▪ 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. 	<p><i>Information to be made available to the public; all cross-border requirements should be published and made available to all traders.</i></p> <p><i>Accept and plan fencing of areas around the border to avoid smuggling</i></p> <p><i>Training and capacity building to be held at the border for both the buyers and sellers.</i></p>

2. Unclear ban on some crops

<i>Challenge</i>	<i>Recommendation</i>
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.	<p><i>Tanzania government to review its policies</i></p> <p><i>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</i></p>

3. Incompetence and corrupt border officials

Challenge	Recommendation
<p>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.</p> <p>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.</p> <p>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</p>	<p><i>Information regarding charges of the various documents should be clearly displayed in notice boards for traders to see.</i></p> <p><i>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.</i></p> <p><i>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.</i></p> <p><i>Introduce computerized systems at the borders; a system like (ASCUDA) at the border can help analyze products.</i></p>

<p>relaxed in attending to the traders who want to be served.</p> <p>Incompetent officers lead to delay of trucks at the border resulting into additional costs of transportation. Traders complained that.</p>	
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4. Too many unnecessary Barrier / road blocks

Challenge	Recommendation
<p>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.</p> <p>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.</p> <p>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.</p>	<p><i>Traders to ensure they have all the required trading documents</i></p> <p><i>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</i></p>

5. Inadequate working tools at borders

Challenge	Recommendation
<p>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.</p>	<p><i>It was agreed that the officers should ensure that these weights are well calibrated by the weights and measures department.</i></p>

6. Lack of harmonized standard packing weight for grains in the bags

Challenge	Recommendation
Tanzania pack in 100 kg bags while Kenyans pack using 90 kg bags	<i>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.</i>

7. Dishonesty of farmers

Challenge	Recommendation
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.	<i>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.</i>

8. Poor road network

Challenge	Recommendation
Poor road have led to delays and increased cost of transportation.	<i>The government of Tanzania to handle</i>

9. Nepotism

Challenge	Recommendation
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?	<i>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.</i>

10. Lack of quality seeds and crop protection chemicals

Challenge	Recommendation
<p>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.</p> <p>The agrodealers also complained of lack of quality seeds during planting. This results into low yields</p>	<p><i>Build the capacity of agrodealers on Business Management – Stock Keeping</i></p>

11. Too much restrictive controls at borders

Challenge	Recommendation
<p>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</p>	<p><i>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</i></p>

12. Lack of Proper Storage stores at the Sirare Border.

Challenge	Recommendation
<p>Traders complained of lack of storage at the borders; farmers experience challenges in aggregation and eventually transportation costs.</p>	<p><i>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.</i></p>

13. Lack of market and grain statistics information

Challenge	Recommendation
Traders lack timely market information in regards to demand and supply prices	<i>USAID-COMPETE officer informed the participants of existing platform for prices of grain; www.rsbf.net or www.ratin.net</i> <i>Traders can log-on to these pages and get latest information on grain prices</i>

14. No contracts between farmers and buyers.

Challenge	Recommendation
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	<i>Traders between the two countries should practice contractual business; this will ensure credibility and enhance trust.</i>

Annex 2: Way-Forward from the meeting for Sirare-Isebania Border

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.

SMS Helpline

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.

Annex 3. List of Agrodealers attending ATAB Market Linkage Workshop held at Golf Course Hotel on 19th July 2012

No.	Name of agrodealer	Name of Shop / Organization	District	Phone No	E-Mail Address
1	Ayikoyo Dick	Akitosha "U" Ltd.	Arua	+256 772 567 378 +256 753 567 378	
2	Oratre Charles	Mungu Yiko Trading Stores	Arua	+256 782 395 007 +256 753 395 007	munguyikotraders@yahoo.com
3	Robert Nam	Obanga Papowa Apwoi	Oyam	+256 772 949 427 +256 702 949 427	robertnamokello@gmail.com
4	Grace Gira	Obang Ber Enterprise	Aleptong	+256 774 665 200 +256 750 666 200	giragrace@gmail.com
5	Sanya John	Kazaro Agro Input Dealer/Produce Buying	Koboko	+256 774 99 3048 +256 791 730 889	kufaiproduce@gmail.com
6	Obete Denis	Tropical farm Supplies	Apac	+256 772 587 332 +256 755 687 381	tropicalfarmapac@gmail.com
7	Ladaa Richard	Hard Store Supply	Amuru	+256 782 611 577 +256 711 611 577	
8	Mark Moro	Euroafric Distributors	Gulu	+256 772 422 242 +256 714 207 000	moro.mark@yahoo.com
9	Eddy Okello	Kony Paco Agro	Oyam	+256 782 457 101	okello-eddy10@yahoo.com okello-eddy@gmail.com
10	Bongomin Francis	Lubanga Lakica Enterprises	Nwoya	+256 774 203 513	
11	Esther Ekura	Ko Giri Agro Input	Aleptong	+256 774 164 878	
12	Arionget Suzan	Bukedea Umoja Farmers Company	Bukedea	+256 779 360 980	

13	Makaka Moses	Baida Marketing Centre	Bugiri	+256 773 378 270	baidabu@hotmail.com
14	Batambuze Abubaker	Nabukalu Farmers company ltd.	Bugiri	+256 782 109 695	batambuzebaker@yahoo.com
15	Ngereza David	Busia Produce Dealers	Busia	+256 772 378 979	ngerezadave2009@yahoo.co.uk
16	Muheji Moses	Masaba Multipurpose	Busia	+256 774 214 448	mosesmuheji@yahoo.com
17	Zachary Okongo	Marenyo Community Cereal Bank	Gem/Siaya	+254 721 522 943 +254 733 820 795	zakokongow@yahoo.com
18	Rose Wesonga	RAB Agrovet	Samia	+254 725 773 043	rowes51@yahoo.com
19	Wanyera Joseph	Elgon Farmers Centre	Bungoma	+254 728 590 750 +254 726 031 534	
20	Margaret Barasa	Buhehe Multipurpose Company Ltd.	Busia	+256 779 835 973	
21	Osege Matias Simeo	Sere General Farmers Association Ltd.	Tororo	+256 782 338 217	osegematias@yahoo.com
22	Sitanga James	Lunyo Multipurpose Famers Association Ltd.	Busia	+256 774 423 902	
23	Florence Mangeni	Bulumbi Multi-Purpose	Busia	+256 779 737 525	
24	Grace Okumu	Masafu Company	Busia	+256 777 334 044	
25	Omoit George Otialuk	Geomoz Ltd.	Bukedea	+256 776 534 634 +256 704 989 339	otialuk@gmail.com
26	Tabali Moses	Bunambutye Ace Agro Input Shop	Bulambuli	+256 701 338 302 +256 782 338 302	tabalimoses@yahoo.com
27	Iroota Charles	Atiri Agro Input Dealers Farm Supplies	Tororo	+256 776 406 557 +256 776 406 557 +256 704 155 818	irootacharles@yahoo.com
28	Magero Moses	Bukawa Ace Shop	Iganga	+256 792 049 395 +256 752 555 562	hakimbogere@yahoo.com
29	Chelangat Eddy	Tegeres Ace	Kapchorwa	+256 778 183 990 +256 704 308 287	

30	Muhamud Yusuf Mudondo	Kaserem Ace	Kapchorwa	+256 702 539 721	kaseremace@yahoo.com
31	Washole Daniel Sendi	Friends Agro Inputs Stores	Bulambuli	+256 702 777 280 +256 776 777 280	swasholedaniel@yahoo.com
32	Nafuye Janet	Farmers Pride Agencies	Sironko	+256 772 948 304	buhulejan@yahoo.com
33	Walyaula John	Walyaula and Bros Agro- Input	Manafwa	+256 781 413 405	
34	Balidawa Badru	Namungalwe Ace	Iganga	+256 776 999 048	balidawabadru@yahoo.com
35	Waiswa George	Malakama Ace	Iganga	+256 784 860 010	wswgeorge@yahoo.com nakalamaace@yahoo.com
36	Wamakesi Sam	Butiru Rural Agro Input Supplies	Manafwa	+256 782 850 948	pastorsamwamakesi@yahoo.com
37	Nangulu Moses	Bukanga Ace	Luuka	+256 772 633 333	nagumose@yahoo.co.uk
38	Kiiza Patrick	MACE	Isingiro	+256 782 804 780	kiiza_patrick@yahoo.com
39	Birakwate James	Kihihi Farm Enterprise	Kanungu	+256 772 867 577	birakwatejames@yahoo.com
40	Stella Ngategire	Mubuku Farmers Store	Kasese	+256 776 664 488	
41	Lydia Nofaki	New Farm Supply Shop	Kasese	+256 772 523 217	
42	Grace Tukahirilia	Grabrely Farm Supply	Ntungamo	+256 782 712 904	gtukahairwa@yahoo.com
43	Kakinoni Bibian	Itojo Agro-Input Shop	Ntungamo	+256 752 212 000	bibianakinoni@yahoo.com
44	Atweteireho Solomon	Zebu Investments Ltd.	Kabale	+256 782 962 255	solomonrwaka@yahoo.co.uk zebuinvestments@gmail.com
45	Agaba Alex Tukamusherura	Farmer's Corner	Kasese	+256 782775137	
46	Arinaitwe Monica	Patience Farmers	Ibanda	+256 772 935 016	
47	Turyahikayo Kezron	Standard Care Enterprise	Ntungamo	+256 783 040 906	turyahikayokeziron@yahoo.com
48	Mugabiirwe Frank	Agro Farm Supply Shop	Rukungiri	+256 772 982 121	francemugabirwe@yahoo.com
49	Lubega David	Kaberebere Abamwe General Stores	Isingiro	+256 702943277	
50	Natukunda Clezanta	Matukunda Farmers Shop	Rukungiri	+256 774 152 300	

Annex 4. List of Buyers attending ATAB Market Linkage Workshop held at Golf Course Hotel on 19th July 2012

NO	NAME	NAME OF ORGANIZATION	COUNTRY	TEL. NO	E-MAIL
1	Musoni Valens	Top Services	Rwanda	+250 788 230 416	Musoni.valens@yahoo.fr
2	Niyonzima Herve	Proma-Vet Shop	Rwanda	+250 786 669 510	niyoherv@yahoo.fr
3	James Mawa	Mawa Food store	S. Sudan	+211 925 289 836	
4	Silvian Poya	Ama-Taida	S. Sudan	+211 925 286 800	
5	Musa Mono Jakayo	Yaba Darakita	S. Sudan	+211 924 63 17	
6	Murengerantuali G.	AMDO	Rwanda	+250 788 869 342	mureguil30406@yahoo.fr
7	Nikuze Odette	COCIB	Rwanda	+250 788 767 311	nikuzeodette84@yahoo.com
8	Rusanganwa Aloys	FUCORIRWA	Rwanda	+250 788 778 069	Alvarus123@yahoo.fr Mureguil130406@yahoo.fr
9	David Gitonga	Dagia Import	Kenya	+254 722 522 137	dagiaimportnexport@yahoo.co.uk
10	Beth Njeri	Dagia Import	Kenya	+254 724 337 238	kanyorobeth@yahoo.com
11	Henry Nkure	Balta Trading Co Ltd.	Kenya	+254 720 555 551	baltahen@yahoo.com
12	Duuki Bran	Ropani International Ltd.	Sudan	+211 782 175 661	branduuki@yahoo.com
13	Teresia M. Waweru	Tesamco Traders	Kenya	+254 722 952 136	terrymugure80@yahoo.com
14	Samson K. Mwarania	Alysam Stores	Kenya	+254 722 800 550	
15	Betty Kigongo	Agroways Ltd.	Uganda	+256 784 999 474	betty.kigongo@agroways.ug

Annex 5: List of other participants attending ATAB Market Linkage Workshop held at Golf Course Hotel on 19th July 2012

NO	NAME	NAME OF ORGANIZATION	COUNTRY	TEL. NO	E-MAIL
1	Erickson Oduya	EAGC	Kenya	+254 733 445 787	eoduya@eagc.org
2	Benjamin Aijuka	EAGC	Uganda	+256 782 857 058	baijuka@eagc.org
3	Kevin Namulembwa	USAID-Uganda	Uganda	+256 772 200 548	knamulembwa@usaid.gov
4	Bitariho Deo	URA-Customs	Uganda	+256 772 460 007	dbitariho@ura.go.ug
5	Musabe Apollo	Farmers Media	Uganda	+256 783 205 498	rutakumwa7@yahoo.com
6	Dr. Charles Mukama	MAAIF	Uganda	+256 772 407 414	mukamacharles@yahoo.com pmukama@agriculture.go.ug
7	Wilfred Thembo	UNADA	Uganda	+256 712 200 511	thembowilfred@gmail.com
8	Harriet Mpanga	ABI -TRUST	Uganda	+256 721 530 191	harriet.nsubuga@abitrust.com
9	Muzaula Peter	Farmers Media	Uganda	+256 702 820 217	mmuzaulaaran@yahoo.com
10	Rose Wanyiri	AGMARK	Kenya	+254 721 867 929	rwanyiri@agmarkkenya.org
11	Vallary Adhiambo	AGMARK	Kenya	+254 737 471 145	vadhiambo@agmarkkenya.org
12	Walamaku Rogers	IFDC	Uganda	+256 782 887 665	rwalamaku@ifdc.org
13	Allan Kiprop	EAGC	Kenya	+254 717 506 427	
14	Joseph Bazaale	MAAIF	Uganda	+256 772 405 561	joebazaale@yahoo.co.uk

Annex 6: List Of Attendance At The Consultative Meeting Held At Border Pont Lodge, 28th August 2012

NO	Name	Organization	Title	TEL NO.	E-MAIL
1	Emil Kalekwa	Emix Co. Ltd	Director	+255 767399224 / + 255 787399224	ekalekwa2003@yahoo.com
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Annex 7: List Of Attendance To The Market Linkage Workshop Held At Afrilux Hotel, Mwanza On 29th August 2012

NO.	NAME	ORGANIZATION	TEL NO.	EMAIL
1	Zachary Okongo	Marenyo Community Cereal Bank	+254 733820795 / + 254 721522943	zakokongow@yahoo.com
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5	Fidelica.A.Myovella	DED-Musoma Box 344	+255 755215348	fedelicam@gmail.com
6	Richard Mihoyo	DPLO Musoma Box 340	+255 685117111	musomadistic@yahoo.com
7	Mroni Garden Cons	David. M.Muroni	+255 767462039/ +255 784462039	
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22	Emil Kalekwa	Emix Ltd	+255 787399224 / + 255 76739224	ekalekwa2003@yahoo.com
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34	Mark Njogu	USAID COMPETE	+255 705123119	
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36	Steven Ngwalla	AGMARK	+254 722539764	sngwalla@agmarkkenya.org

Annex 8: List Of Agrodealers Attending The Market Linkage Workshop Held At Afrilux Hotel, Musoma On 29th August 2012

NO.	NAME OF AGRODEALER	NAME OF SHOP / ORGANIZATION	DISTRICT	PHONE NO	E-MAIL
1	Obedi Kasaizi	Pona Agrovet	Musoma	0784 564 503	obedikasaizi@yahoo.com
2	Justin Masagati	Lawa Agrovet	Tarime	0786 397 576	
3	Lazaro Ndossi	Buhemba Farm Services	Musoma	0752 286 848	dm.brac@yahoo.com
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	thomaskweka@ymail.com
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	manfrednyamarasa@yahoo.com
16	Beatus Mbuya	Summer Farm Service	Tarime	0784 456 131	

Annex 9: 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 / + 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 + 211 956 896 344
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10	Lt. Col. Emmanuel Guya Simon	Dep. Director Customs	Nimule	+ 211 955 255 134 + 211 928 182 028 + 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 10: List of Contacts During The Rwanda Trip

No	Name	Designation	Town	Tel. No
1.	Jean Bosco Safari	Project Coordinator RADD	Kigali	+250 788 520 914 – jbsafari@ifdc.org
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3	Khadija Shamte	Director – Adept Systems (Monitoring the implementation of EAC regulations on Trade)	Kigali	kshamte@adeptsystems.co.ke
4	Drocelle Mukagatare	Commercial Trainer	Kigali	+250 788 640 874
5	Funy Kareketi	Trade Officer – MOA Rwanda	Kigali	+250788750766

Annex II: ATAB October Workplan

Activities	Sub-activities	OCTOBER					Responsible persons	Indicator Unit	Program Targets
		W1	W2	W3	W4	W5			
Activity 1. Familiarization and sensitization trip									
Familiarization and sensitization	Make a trip to the South of Uganda-border points with Tanzania and Rwanda () meet grain traders and border agencies.						Project Coordinator, STTA	1) Familiarize with grain trade in these border points. 2) Identify and document any cross border challenges inhibiting trade in these border points	
Activity 2. Regional Workshop									
Meeting with the stakeholders at the Mutukula, Bunagana and Katuna Borders in Uganda	Meeting with the various border officers at the 3 borders in an endeavour to iron out the challenges experience by traders engaged in cross border grain trade.						Project Coordinator, STTA	Cross border grain trade bottlenecks are removed for the sake of free flow of trade	
Activity 3. Monitoring, Data collection and Entry									
Data Management	Data collection, entry and monitoring						M&E officer Project Coordinator and STTA,	1) Documentation of the volumes and value of grains traded across border. 2) Documentation of the projects success stories	

Annex II: ATAB July – September in Pictures



Photo 7: The Regional Agriculture Secretary address the traders at the market Linkage workshop in Musoma



Photo 8: Mr Geoffrey a Kenyan Trader shares his challenges at the meeting



Photo 9: Presentation on reducing trade barriers by Yusuf Majan – USAID COMPETE at the Consultative Meeting



Photo 10: Teresiah Mugure (Tesamco Traders)- Kenyan Buyer meeting with Tanzanian traders and sharing information



Photo 11: Christine Nyambura (female) of Nguku Products and Geoffrey Sile (2nd right) - Kenyan Buyers meeting with Tanzanian traders and sharing information



Photo 12: Mr. Samson Koome - Kenyan Buyer meeting with Tanzanian traders and sharing information



Photo 13; Mr. Zachary Okong'o (Marenyo Cereal Bank) – Kenyan Buyer meeting with Tanzanian traders and sharing information



Photo 14: Ms Beth Njeri (Dagi Trading) and Lucy (Baita Trading) - Kenyan Buyers meeting with Tanzanian traders and sharing information



Photo 15: LACETA chairman Mr. Manfred Nyamarasa Smiles after receiving a training certificate



Photo 16: ATAB Project Coordinator sampling grains at Dar-Es-Sallam market, Yei, SOUTH SUDAN



Photo 17: L – R Oryem Cosmas and Vallary Adhiambo Meeting with Angeu Ngot Meyer, Head of Trade, Nimule border,

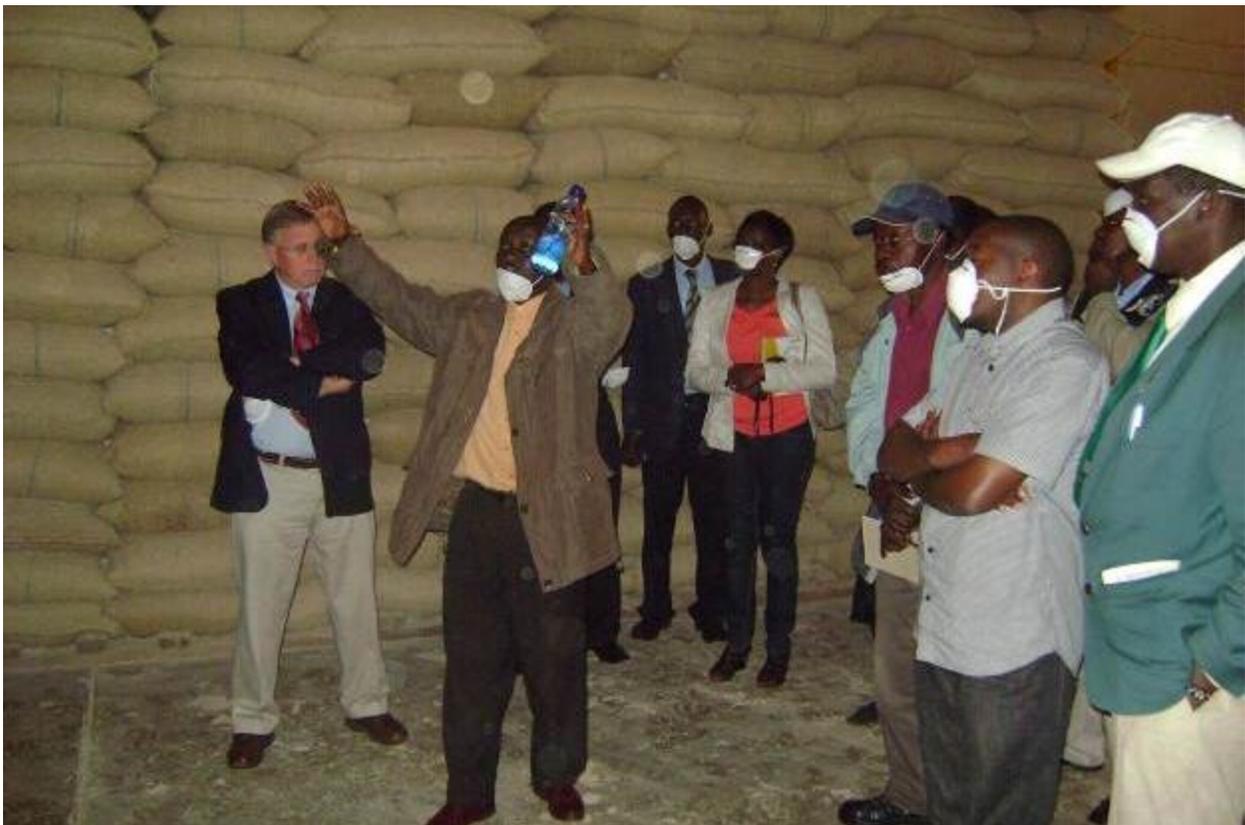


Photo 18: A visit to a Warehouse of the Export Trade Group in Eldoret during the Fumigation Training, Rose Wanyiri (4th Left) ATAB Coordinator



Photo 19: Mr. David Gitonga a grain buyer from Kenya shares his experience with the participants



Photo 20: Vallary Adiambo (M&E Officer) guides the participants on the data collection tool to be used.



Photo 21: Participants listen keenly as Bran (Standing to the left) a buyer from South Sudan answers a question



Photo 22: Public information for Traders at Isebania Border