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## COMPETE Agrodealer Trade Across Borders (ATAB)

### 03<sup>RD</sup> QUARTERLY REPORT (OCT-DEC 2012)



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

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## Executive Summary

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

### Regional Consultative Workshops

In this period, 2- regional consultative workshops were carried out at Mutukula (Tanzania-Uganda ) and Rusumo (Tanzania-Rwanda) borders; These regional workshops were held purposely to try and iron out cross border trade challenges at these borders hence easen trading across the borders.

A total of 77 people attended these meetings which were held on 15<sup>th</sup> and 28<sup>th</sup> November 2012 respectively.

### Meeting

ATAB Project was presented at the East Africa Agriculture Value Chain Investment Summit by the ATAB project Coordinator. The aim of the summit was to bring together key stakeholders to share ideas, develop business opportunities and discuss current projects, case-studies, lessons learned, future challenges and new opportunities.

### 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. Data entry and analysis of traders activities was done in this period.

### 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

## Highlights of Key Achievements in the Quarter

**Table I: Key achievements in the 03rd Quarter**

| <b>Indicator</b>   | <b>Achievement YTD</b> | <b>Program target</b> |
|--|------------------------|-----------------------|
| No. of trained Agrodealers purchasing grain from small holder farmers      | <b>89</b>              | <b>58</b>             |
| No. of small holder farmers selling grain to Agrodealers                   | <b>7472</b>            | <b>1750</b>           |
| Volume of grains in MT purchased by agrodealers from small holder farmers  | <b>623,016</b>         | <b>280</b>            |
| No. of Agrodealers supplying grain to cross boarder buyers                 | <b>40</b>              | <b>54</b>             |
| Volume of grains in MT sold by Agrodealers across the border*              | <b>2,589</b>           | <b>600</b>            |
| No. of Agrodealers Signing Contracts with buyers*                          | <b>41</b>              | <b>75</b>             |
| No. of contracts signed and serviced between agrodealers and grain traders | <b>128</b>             | <b>30</b>             |
| Volume of grains in MT supplied by agrodealers under these contracts*      | <b>4,907</b>           | <b>1,200</b>          |
| No. of Farmers Signing Contracts with Agrodealers to supply grains         | <b>1,905</b>           | <b>1750</b>           |
| No. of contracts signed and serviced between agrodealers and farmers       | <b>400</b>             | <b>700</b>            |
| Volume of grains in MT supplied by farmers under these contracts           | <b>2,826</b>           | <b>1,400</b>          |

## 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

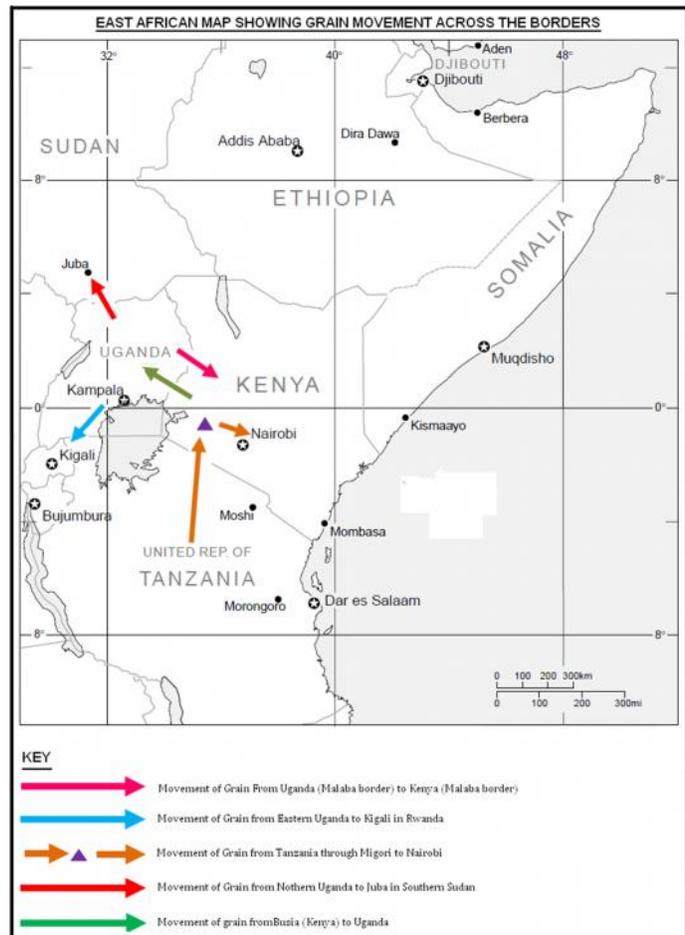
The ATAB Project aims to develop sustainable value chains and reduce poverty by increasing the capacity of at least 60 agrodealers to serve farmers, hence the small holder farmers access to competitive regional grain markets.

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.



## SECTION I

### I.1 PROJECT ACHIEVEMENT

This reporting quarter (October – December 2012) is the third and final full quarter of program implementation following the start of the ATAB program in March 2012.

This section will give in details the key activities undertaken in the period which were Regional Stakeholders Workshops and Meetings and Cross-border data collection

**Objective 3: Challenges between traders and border officials at the borders are solved**

**Outcome 3: Traders Are Knowledgeable Of Required Documents to Trade Across The Borders**

#### Activity 3.1 Conduct Regional Workshops



**Map I: Map Showing Mutukula Border**

It is against this background that a familiarization and facts finding trip was made by Rose Wanyiri Project Coordinator-ATAB with the aim of finding out the actual state of cross border

#### a) Facts finding trip to Mutukula border

Mutukula border, is a major transit post on the Uganda-Tanzania border.

From a report titled Cross border women traders still use “panya’ routes published on Oct 16, 2012<sup>1</sup> indicates that majority of traders still engage in informal cross border trade despite the integration of the East African countries and the coming into force of the Customs Union and Common market protocol. Most traders still use ungazetted border crossing routes (panya) while trading.

<sup>1</sup> <http://www.newvision.co.ug/news/636449-cross-border-women-traders-still-use-panya-routes.html>

grain trade at the Mutukula border. Discussions were held with several grain traders on both the Tanzanian and Ugandan side as well as with several border officials from the various institutions manning the Mutukula border point.

### **Challenges at the Mutukula Border Point**

There are a number of challenges (non-tariff barriers) observed on the Tanzanian side. These challenges are mainly the root cause of traders using panya routes (illegal border crossing). These challenges include:

1. Manning of the "no man's land" territory the Mutukula border.
  - The Tanzanian authority has taken its control and restricts its usage like loading and offloading of produce by traders.
2. Restrictions in crossing purchased stock from Tanzania side even with permit issuance yet produce has already been paid for to the Tanzanian Authority.
  - This lack of recognition and respect for genuinely issued licenses by the same government affects the genuine players at this border point.
3. Unnecessary delays in clearing of tracks at the border which translates into unnecessary cost both in time and finance and also encourages corruption.
4. Lack of quality systems at the border especially Tanzania to ensure good produce crosses yet traders often pay in advance to Tanzania counterparts.
5. Police and the local authorities within the border town were cited as harassing traders.
  - The traders are forced to part with kitu-kidogo especially to Tanzanian official to facilitate trade crossings and if one fails to sort this his/her trading with Tanzanian is made unbearable.

#### ***Recommendation***

It's very essential to engage the Mutukula border stakeholders (institutional heads, border officers, traders etc.) in a workshop in an endeavour to remove these bottlenecks that are inhibiting smooth flow of trade across the border.

This workshop should be held as cross to the Mutukula border as possible to ensure that the actual officers manning the border point are in attendance and also enable as many traders from both sides of the border to attend the workshop freely

### 3.1.1 Regional Workshop at Mutukula Border

In an endeavor to iron out the challenges that came up during the facts finding trip to the Mutukula in October, ATAB project organized a consultative workshop with the various Institutions heads, border officers, grain traders and other stakeholders from both Uganda and Tanzania.

#### COMMENTS

*Excellent, Enlightening and Important workshop. We'll work on implementing the recommendations and improve on our service delivery in a bid to remove any bottle necks and delays.'*  
*Mr. Levi Customs Officer-  
Mutukula Uganda*

The workshop was held on 15<sup>th</sup> November 2012 at the Optima Safari and Lodges Hotel. A total of 36 participants attended the workshop which was officiated by the acting DC for Missenyi District, Mrs. Zainath Rubambula.

The participants included grain traders , and officers from the Bureau of Standards , Revenue Authority, Local Council, Plant health, Foods and Drug Authority, Police, Chamber of Commerce, Public health, representative of the transporters, representative from the clearing and forwarding agencies, representative of Women traders, District Agricultural Officers, District Commissioner

Office and the District Trade Offices.

#### Challenges shared during the workshop

The key challenges that were mentioned by the participants were as below;

- a) Lack of training and capacity to the business community
- b) Smuggling and insecurity
- c) Lack of forums to discuss issues
- d) Lack of joint approaches to cross border issues
- e) Lack of harmonized procedures
- f) Un-operationalization of East Africa Common Market protocols
- g) Lack of transparency among the boarder officials
- h) Lack of information by traders

#### COMMENTS

*A special request goes to USAID-COMPETE to accept a proposal coming from Public health department Mutukula border both Uganda and Tanzania to construct sanitation facilities i.e. Public toilets and litter bins for passers , drivers and cross border traders to use.'*

*Dickson Sebyala-Public Health Officer.*

## **Recommendation**

General recommendations to curb the aforementioned challenges were discussed as below

- i) A strong and sustainable joint border committee needs to be formed.
- j) Women Traders associations can be supported by USAID/COMPETE
- k) There is a need for traders to formalize their complaints
- l) Traders need more training on cross border requirements, warehouse management and business management training



**Photo 1** The chairman of Mutukula Chamber of Commerce Mr. Nurdin Bakuza makes his contribution during the workshop.



**Photo 2:** The acting DC for Missenyi Mrs Zainath Rubambula gives her speech during the official opening of the workshop

### 3.1.2 Regional Workshop at Rusumo Border

The workshop was held on 30<sup>th</sup> November 2012 at the DRDP Rest House, Ngara in Tanzania. A total of 38 participants attended the workshop.

The Workshop was officially opened by Mr. David Mafipa - the District Administrative Secretary-Ngara and officially closed by Mr. Cornel Ngudungu the District Executive Director –DED, Ngara.

The meeting was attended by the following stakeholders: grain traders, exporter, cross border monitors and officers from the Bureau of Standards, Revenue Authority, Local Council, Plant health, Foods and Drug Authority, Police, Chamber of Commerce, Public health, representative of the transporters, representative from the clearing and forwarding agencies, representative of Women traders, District Agricultural Officers, District Commissioner Office and the District Trade Offices

#### COMMENTS

*‘The workshop was very fruitful and well understood we learnt a lot on how to improve the implementation of our day to day activities at the border’*

*Remius Ngaiza-Port Health Rusumo*

*Its better to accept changes and work together as one team a) Sheria ambazo ni vikwazo kwa biashara ziondolewe. b) Hali ya usalama wa wafanyakazi mipakani iboreshwe ikiwa ni pamoja na maslai na vitenda kazi.’ Tom Obonyo-Officer Commanding Station Rusumo.*

### Challenges

The key challenges that were mentioned by the participants were as below;

- 1) Delays caused by poor network and unreliable power supplies.
- 2) Unnecessary police barriers;  
Police demand bribes, this causes inconveniences to traders who also push the cost to the consumers for example at the Rumasi – BENACO police officers demand some bribes in order for traders to pass with their goods.
- 3) Poor grain standards;  
Most food items have impurities, and are substandard. Sometimes traders mix items in one cargo, e.g.: soap and beans, cosmetics in one container, etc.
- 4) Poor knowledge of traders and drivers of trucks on cross border regulations.
- 5) Lack of clear guidelines on which crops are prohibited so traders are not aware of what is banned from export.
- 6) Lack of storage facilities at the borders

### **Recommendations**

General recommendations to curb the aforementioned challenges were discussed as below

- a) There is need for ATAB to reach out to the ministries of trade and Prime Minister's office to address:
  - The issues of bans on crop export
  - Permits to be issued at the local government level
  - Erecting of go-downs as bonded warehouses
- b) Some of the offices need to facilitate with generator as they don't have power thus reducing they work efficiency.
- c) Need to organize training to target all traders and drivers engaged on cross border trade in order to train them on the necessary requirements and business management.
- d) Inter departmental co-ordination on both sides of the border (Vikao vya ujirani mwema)
- e) Border trading markets for buyers and sellers to meet
- f) Strengthening joint border committees in Rusumo border
- g) Established communication channels for informing people
- h) Organize field visits for the stakeholders to run from other border points where the Joint border committees are working well.
- i) In order to encourage small scale farmers to produce more, there is a need for both Governments to ensure that adequate agro-inputs are supplied to these producers.

## SECTION II

### 2.1 MONITORING AND EVALUATION

Monitoring and evaluation is a vital part of every project's impact. In this quarter (October – December 2012), 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 and 16 agrodealers in Tanzania was 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 October – December 2012, illustrating that there is a big difference in quantities of cross border sales by the agrodealers in the three months.

The Data collection tool used is one that was 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 was then sent to AGMARK offices using courier services for analysis and eventual feeding to the reports.

This data was collected on 20<sup>th</sup> of every month under the reporting period, therefore, a day prior to the data collection date, short phone messages were sent to the traders to inform them of the impending data collection and to refresh them 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 October – December 2012; the data collection was conducted in all the districts trained. Key areas of interest were; *Storage Capacities, Cross border trading; grain bulking and contracts made between farmers and agrodealers and contracts made between agrodealers and buyers*

### 2.1.1 Storage capacities

In the period under reporting, data on storage capacities from the two countries was collected; it emerged that all the trained agrodealers from Tanzania had storage facilities; majority of the agrodealers had storage capacities between 20MT and 100MT i.e. 12 agrodealers out of 18;

**Table 2:** Table summarizing Storage Capacities in Tanzania

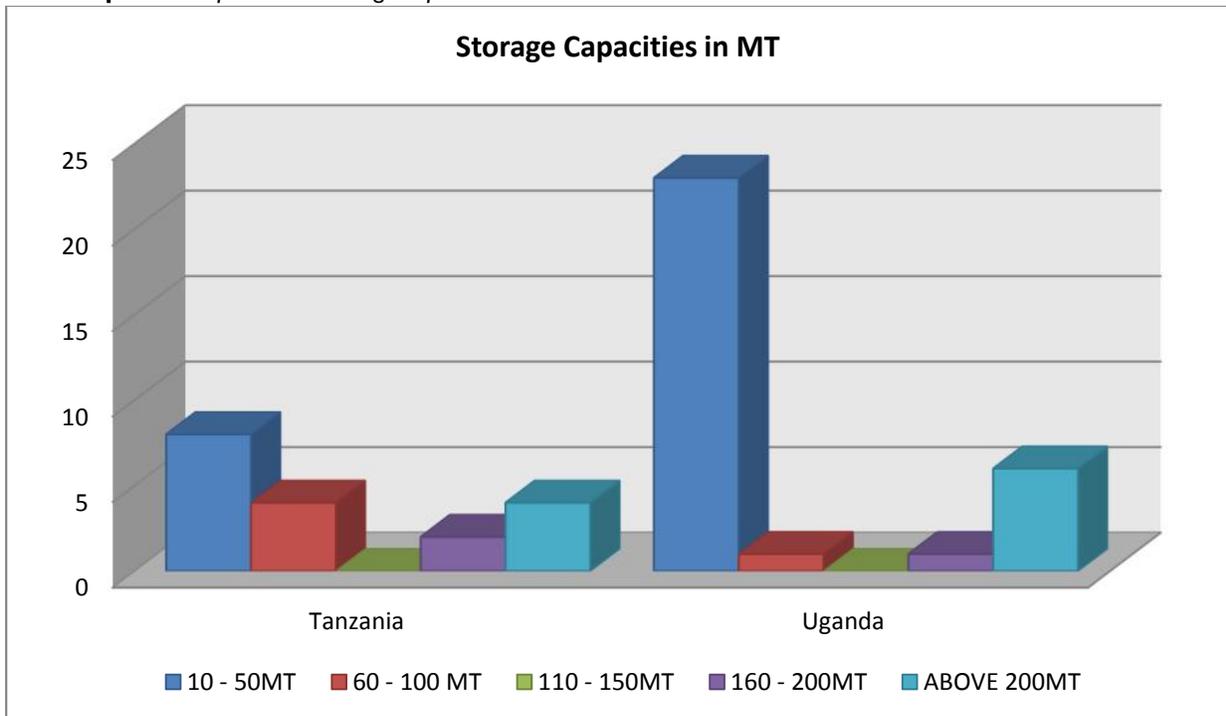
| Storage Capacity in Metric Tonnes | No. of Agrodealers |
|-----------------------------------|--------------------|
| 20                                | 3                  |
| 30                                | 2                  |
| 50                                | 3                  |
| 100                               | 4                  |
| 200                               | 2                  |
| 300                               | 1                  |
| 400                               | 1                  |
| 1,000                             | 1                  |
| 3,500                             | 1                  |
|                                   | <b>18</b>          |

In Uganda, out of the 59 agrodealers trained, 54% i.e. 32 agrodealers had storage facilities. Majority of the agrodealers had storage facilities 20MT i.e. 8 agrodealers while 7 agrodealers had storage facilities of 30MT capacity.

**Table 3:** Table summarizing Storage Capacities in Uganda

| Storage Capacity in Metric Tonnes | No. of Agrodealers |
|-----------------------------------|--------------------|
| 8                                 | 1                  |
| 10                                | 4                  |
| 20                                | 8                  |
| 21                                | 1                  |
| 25                                | 2                  |
| 30                                | 7                  |
| 40                                | 1                  |
| 100                               | 1                  |
| 200                               | 1                  |
| 300                               | 2                  |
| 500                               | 3                  |
| 5,000                             | 1                  |
|                                   | <b>32</b>          |

**Bar Graph I: Comparison in Storage capacities in the 2-Countries**



## 2.1.2 Cross Border Sales and Purchases

### a) Grains purchased from other buyers/traders across the border

From the data collected in the quarter under reporting, a total of 140(109M, 31F) traders sold their grain across the borders, these grains were purchased by a total of 13agrodealers (6M, 7F) from Uganda and Tanzania

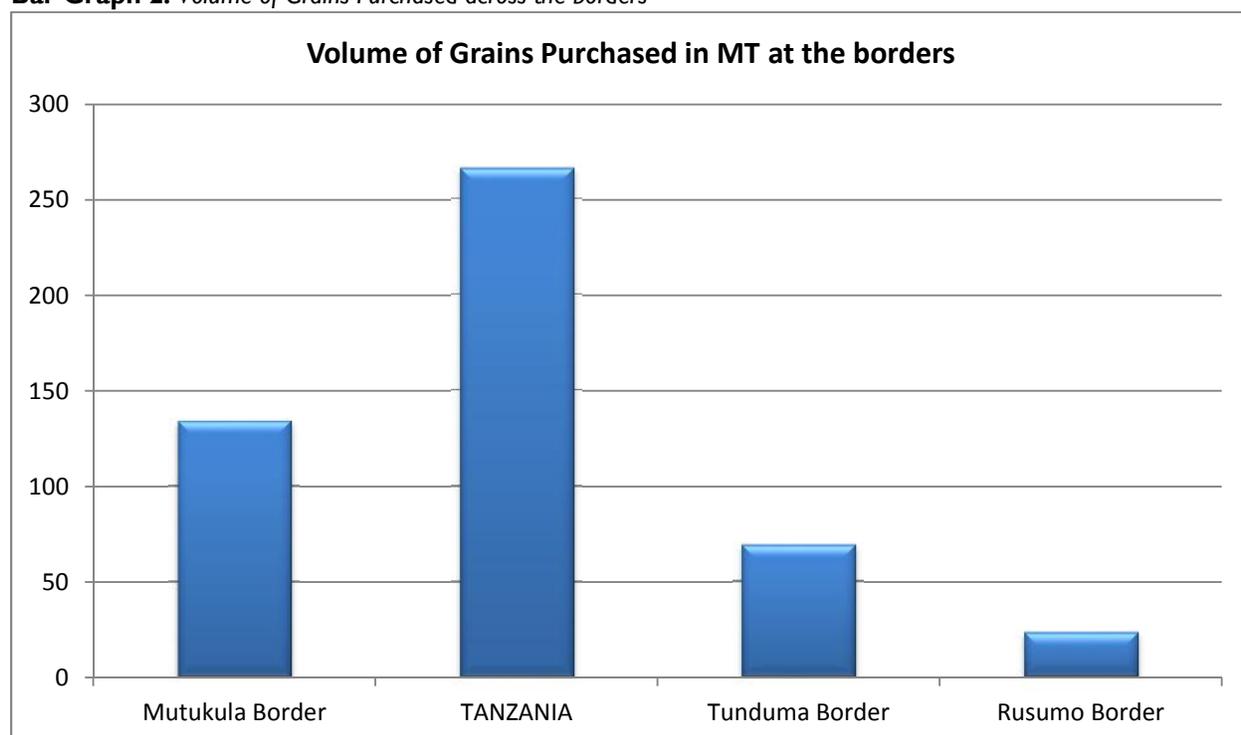
The grains were sold across Mutukula, Tunduma and Rusumo borders of Tanzania and Busia and Nimule border of Uganda.

In Tanzania, a total of 16Male traders sold their produce to 2 (1M, 1F) agrodealers a total of 494MT of grains

**Table 4:** Table summarizing Cross-border grain Purchases in Tanzania

| Border                                 | Grain Purchased | Volume In MT |
|--|-----------------|--------------|
| TANZANIA – UGANDA<br>(Mutukula Border) | Maize           | 134          |
| TANZANIA                               | Maize           | 266          |
| TANZANIA – ZAMBIA<br>(Tunduma Border)  | Maize           | 69           |
| TANZANIA – RWANDA<br>(Rusumo Border)   | Rice            | 23           |

**Bar Graph 2:** Volume of Grains Purchased across the borders



Across the *Uganda - Tanzania*, border at Mutukula, agrodealers purchased a total of 134MT of grains. Along the *Tanzania - Zambia*, at Tunduma border, agrodealers purchased a total of 69MT of grain; and along *Tanzania – Rwanda* at Rusumo border, agrodealers purchased grains Quantity of 23MT

Albeit, there was also trading within the country, a total Quantity of 266MT was purchased by the agrodealers within the country.

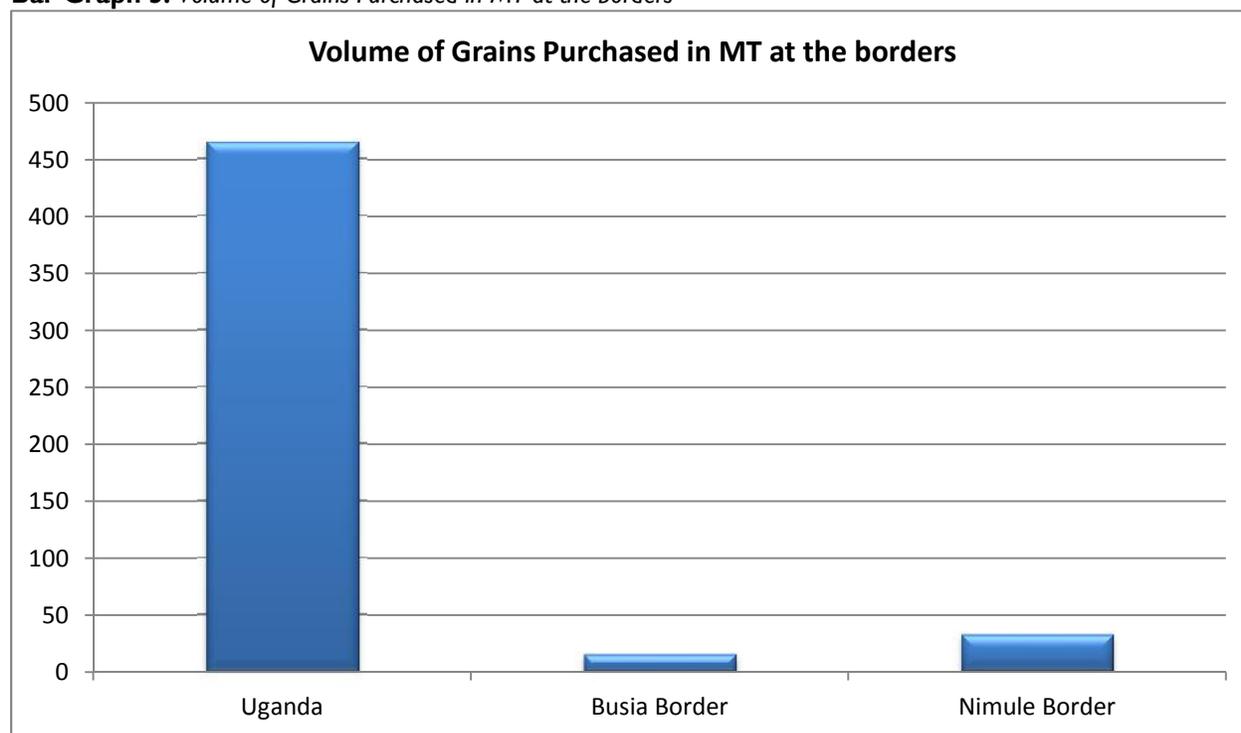
In **Uganda**, a total of 124 traders (93M, 31F) sold their produce to 11 agrodealers (5M, 6F) a total of 512MT of grains

**Table 5:** Table summarizing Cross-border grain Purchases in Uganda

| Border                         | Grain Purchased | Volume In MT |
|--------------------------------|-----------------|--------------|
| UGANDA                         | Bean            | 80           |
|                                | Finger Millet   | 8            |
|                                | Green Grams     | 3            |
|                                | Groundnuts      | 3            |
|                                | Maize           | 302          |
|                                | Millet          | 25           |
|                                | Red Groundnut   | 15           |
|                                | Rice            | 7            |
|                                | Small Beans     | 6            |
|                                | Sorghum         | 2            |
|                                | Soya Beans      | 14           |
|                                | <b>Total</b>    | <b>465</b>   |
| UGANDA - KENYA (Busia Border)  | Maize           | 10           |
|                                | Sorghum         | 5            |
|                                | <b>Total</b>    | <b>15</b>    |
| UGANDA - SUDAN (Nimule border) | Maize           | 32           |
|                                | <b>Total</b>    | <b>32</b>    |

Across the *Uganda - Kenya*, border at Busia, agrodealers purchased a total of 15MT of grains. Along the *Uganda - Sudan*, at Nimule border, agrodealers purchased a total of 32MT of grain;

**Bar Graph 3:** Volume of Grains Purchased in MT at the borders



## b) Grains Sold to other buyers/traders across the border

During the period under reporting, Cross Border Sales data was collected from 44 (7F, 17M) agrodealers in Tanzania and Uganda. A total of 1,751MT of grains were sold by Uganda agrodealers while agrodealers in Tanzania only sold 212MT of grains in the period under report.

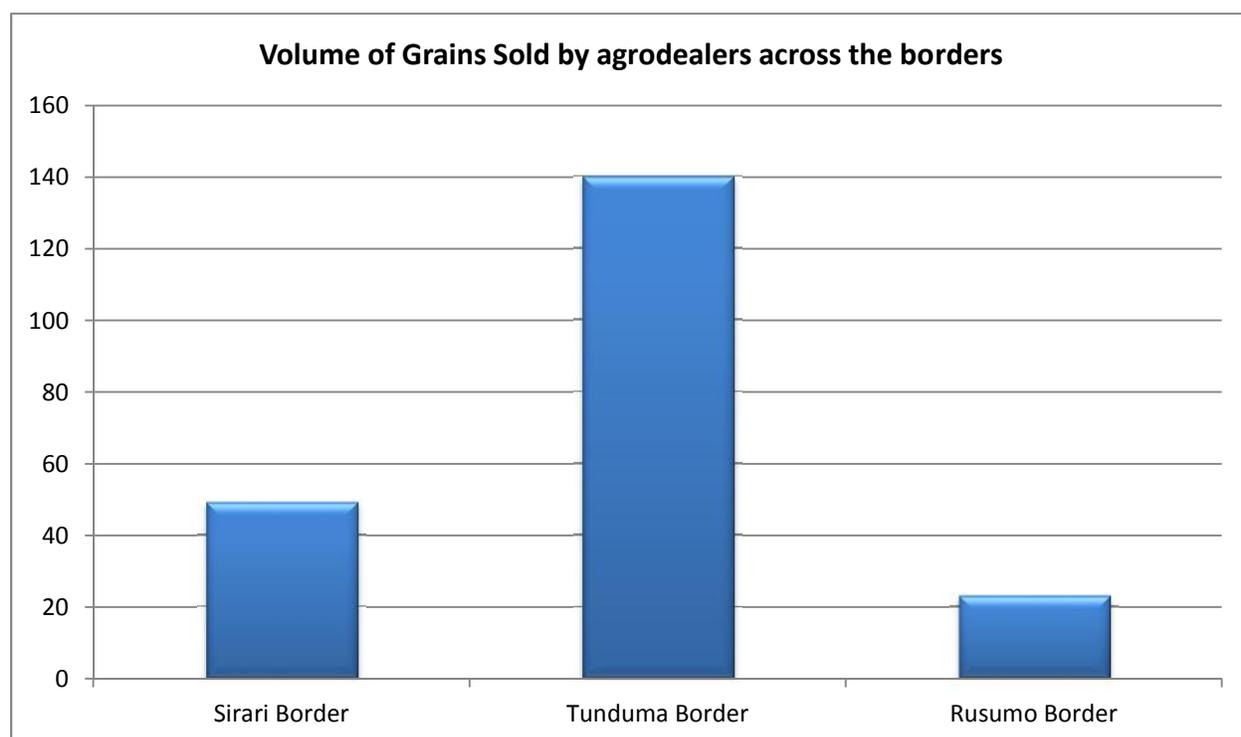
The most sold grain in Tanzania was Maize with a total sales tonnage of 183MT; this was sold across the Tanzania – Zambia border at Tunduma while in Uganda the same commodity sales were 1,117.8MT.

In Tanzania, a total of 7(6M, 1F) traders purchased their grains from the 2(1M, 1F) agrodealers in Tanzania; these agrodealers sold 43MT of Maize and 6MT of Dengu (Green Grams) across Sirari border; 140MT across Tunduma border and 23MT across Rusumo border.

**Table 6:** Table summarizing Cross-border grain Sales in Tanzania

| Border                            | Grains Sold | Qty in MT |
|-----------------------------------|-------------|-----------|
| TANZANIA – KENYA<br>Sirari border | Mahindi     | 43        |
| TANZANIA – KENYA<br>Sirari border | Dengu       | 6         |
| TANZANIA - ZAMBIA<br>Tunduma      | Mahindi     | 140       |
| TANZANIA - RWANDA<br>Rosumo       | Rice        | 23        |

**Bar Graph 4:** Volume of Grains Sold by agrodealers across the borders



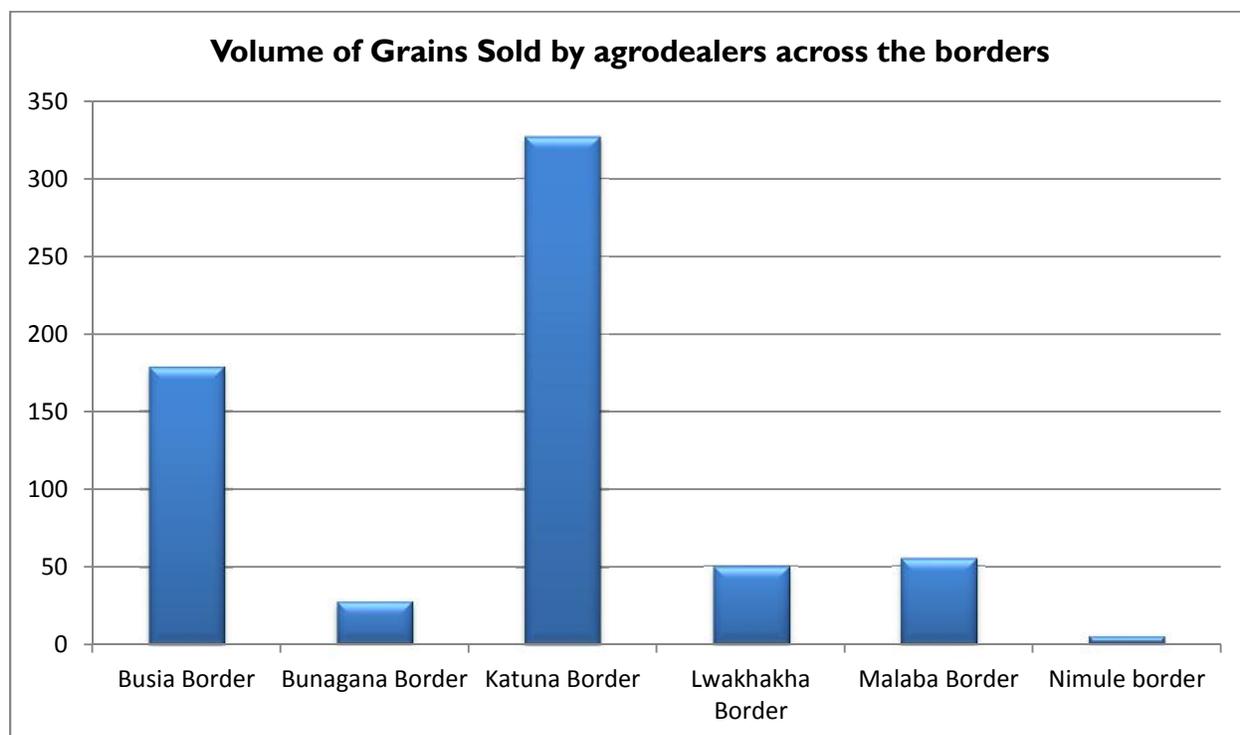
In Uganda, a total of 109(88M, 21F) traders purchased their grains from the 22(16M, 6F) agrodealers in Tanzania; these agrodealers sold 178MT of grains across Busia border, 27.0MT of grains across Bunagana border, 327.3MT across Katuna border, 49.8MT across Lwakhakha border 54.8MT across Malaba border, 5.0MT across Nimule border and 1,108.8MT within Uganda

**Table 7:** Table summarizing Cross-border grain Sales in Uganda

| Border                            | Grains Sold  | Volume in MT |
|-----------------------------------|--------------|--------------|
| UGANDA-KENYA (Busia Border)       | Green Grams  | 3.0          |
|                                   | Maize        | 157.8        |
|                                   | Sorghum      | 5.0          |
|                                   | Soya         | 13.0         |
|                                   | <b>Total</b> | <b>178.8</b> |
| CONGO - UGANDA (Bunagana Border)  | Maize        | 17.0         |
|                                   | Beans        | 10.0         |
|                                   | <b>Total</b> | <b>27.0</b>  |
| RWANDA - UGANDA (Katuna Border)   | Maize        | 327.3        |
|                                   | <b>Total</b> | <b>327.3</b> |
| UGANDA - KENYA (Lwakhakha Border) | Maize        | 10.0         |
|                                   | Beans        | 22.3         |

|                                |               |               |
|--------------------------------|---------------|---------------|
|                                | Soya Beans    | 17.5          |
|                                | <b>Total</b>  | <b>49.8</b>   |
| UGANDA - KENYA (Malaba Border) | Maize         | 39.6          |
|                                | Soya Beans    | 13.6          |
|                                | Sunflower     | 1.6           |
|                                | <b>Total</b>  | <b>54.8</b>   |
| UGANDA - SUDAN (Nimule Border) | Maize         | 5.0           |
|                                | <b>Total</b>  | <b>5.0</b>    |
| WITHIN UGANDA                  | Beans         | 414.7         |
|                                | Maize         | 555.7         |
|                                | Millet        | 90.0          |
|                                | Red Groundnut | 17.6          |
|                                | Rice          | 1.4           |
|                                | Sorghum       | 3.0           |
|                                | Soya Beans    | 0.7           |
|                                | Groundnuts    | 3.2           |
|                                | Maize         | 5.4           |
|                                | Millet        | 14.4          |
|                                | Small Beans   | 2.8           |
|                                | <b>Total</b>  | <b>1108.8</b> |

**Bar Graph 5:** Volume of Grains Sold by agrodealers across the borders



### 2.1.3 Grains Bulked

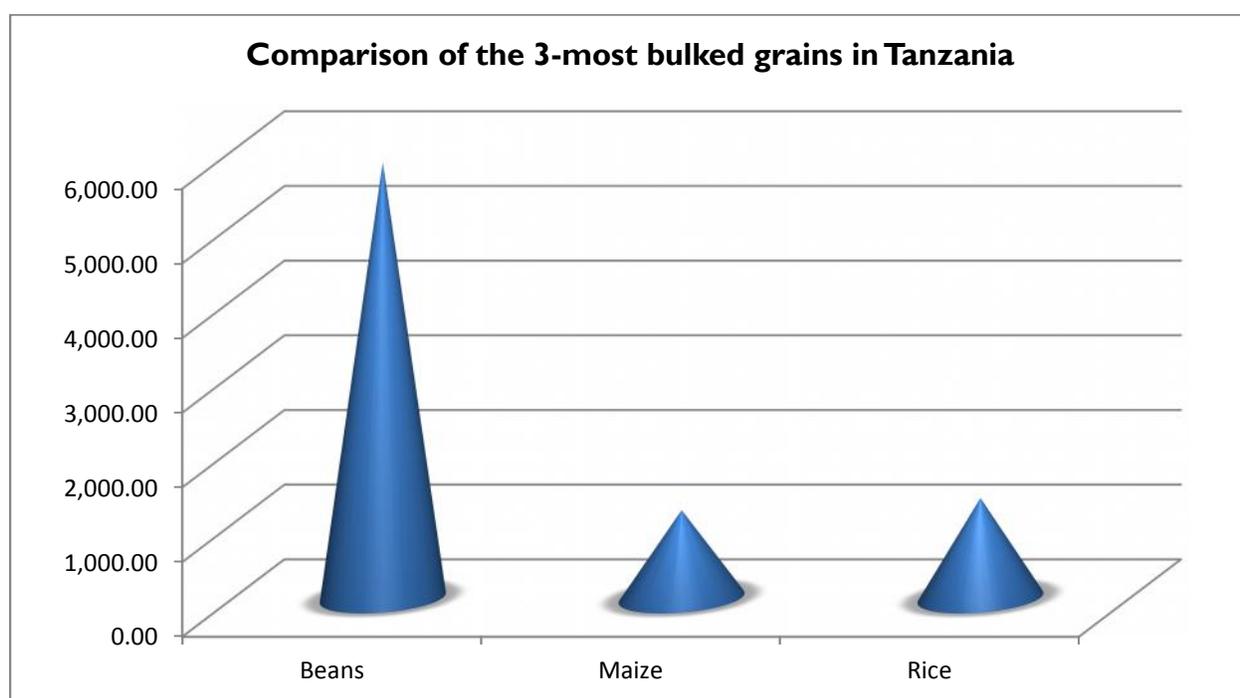
In the period under reporting, a total of 50(41M, 9F) agrodealers purchased grains from 5,550(3,099M, 2,451F) farmers. Purchases were made from individual farmers and farmer groups as well. 80% of the purchases made in the period under reporting were from farmer groups and cooperatives. The major grains bulked in the period were Beans, 125,210.79MT Groundnuts 20,345MT; Maize 437,764.52MT Rice 10,149.35MT; Sorghum 7,241MT and Soya Beans 20,068MT

In Tanzania, 1423(997M, 426F) farmers sold a total of 9,125.16MT; The most bulked grain was beans with a total tonnage of 5,837.79MT; these were sold to 18 (17M, 1F) agrodealers

**Table 8:** Table summarizing Grains Bulked in Tanzania

| Type Of Grain Supplied | Volume Bulked in MT |
|------------------------|---------------------|
| Beans                  | <b>5,837.79</b>     |
| Sunflower              | <b>60</b>           |
| Cassava                | <b>25</b>           |
| Maize                  | <b>1,177.52</b>     |
| Rice                   | <b>1,339.35</b>     |
| Sorghum                | <b>641</b>          |
| Groundnuts             | <b>44.5</b>         |

**Bar Graph 6:** Comparison of the 3-most bulked grains in Tanzania

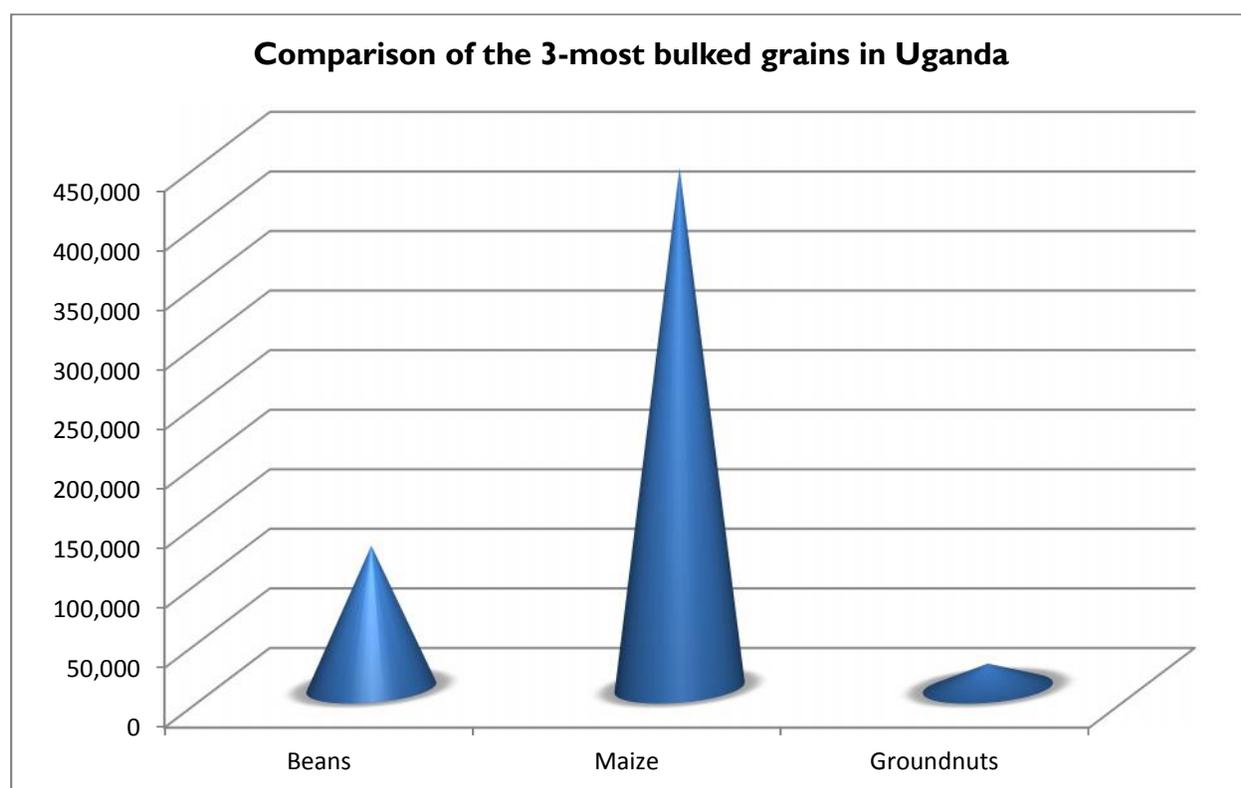


In Uganda, 4,127(2102M, 2025F) farmers sold a total of 611,764MT; The most bulked grain was Maize with a total tonnage of 436,587MT; these were sold to 32 (8f, 24M) agrodealers

**Table 9:** Table summarizing Grains Bulked in Uganda

| Type of Grain | Volume Bulked in MT |
|---------------|---------------------|
| Beans         | 119,373             |
| Groundnuts    | 20,300              |
| Maize         | 436,587             |
| Rice          | 8,810               |
| Simsim        | 10                  |
| Small Beans   | 15                  |
| Sorghum       | 6,600               |
| Soya Beans    | 20,068              |
| Sunflower     | 1                   |

**Bar Graph 7:** Comparison of the 3-most bulked grains in Uganda



## 2.1.4 Contracts

### a) Contracts between buyers and agrodealers

In the period under report, a total of 14 (12M, 2F)agrodealers made contracts with buyers to supply them with grains; these contracts included big buyers like World Food Program who contracted an agrodealer to supply them with maize and another was by Nile Breweries who has given another agrodealer a 5-year contract to supply the company with Sorghum.

In Tanzania, a total of 220.22MT was supplied under contracts to 2 (1M, 1F) agrodealers; these buyers signed a total of 5 contracts with the agrodealers of periods ranging between 2-4 months.

**Table 10:** Table Summarizing Contracts between buyers and agrodealers in Tanzania

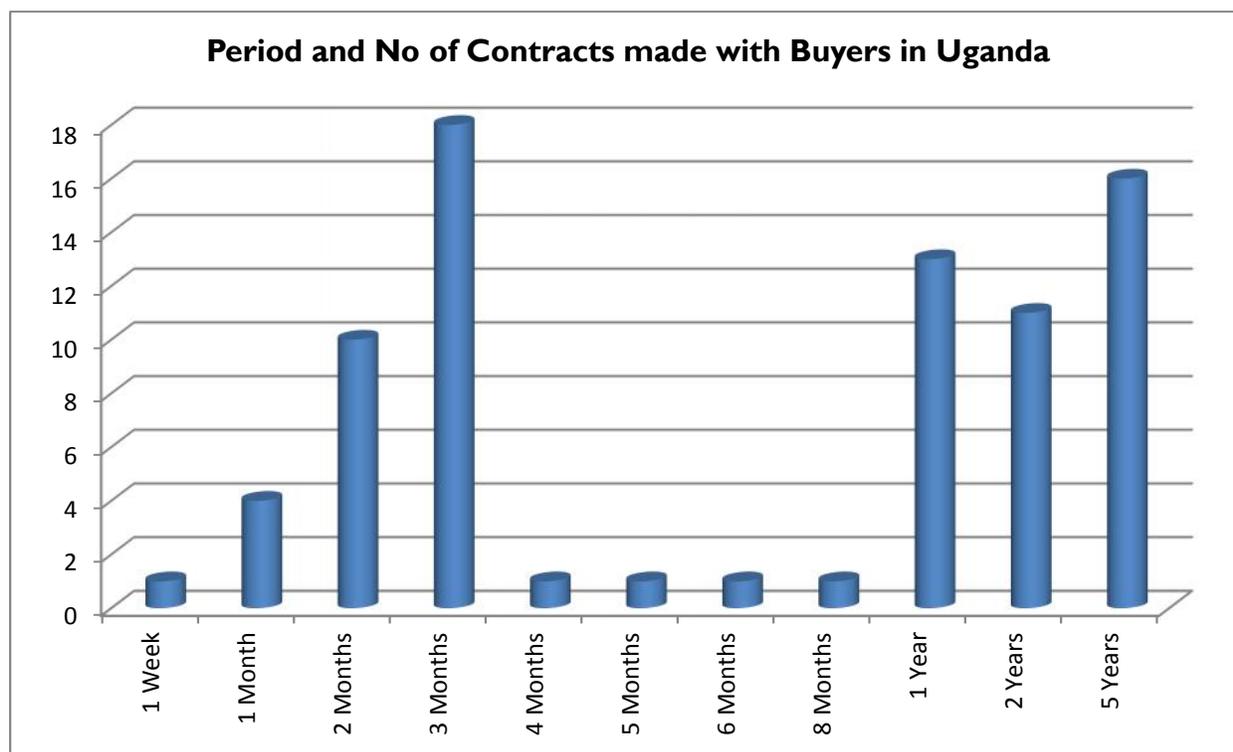
| Period Of Contract | Volume In MT | No Of Contract |
|--------------------|--------------|----------------|
| 4 Months           | 0.22         | 1              |
| 2 Months           | 220          | 4              |

In Uganda, a total of 147.772MT was supplied under contracts to 12(11M, 1F) agrodealers; these buyers signed a total of 77 contracts with the agrodealers of periods ranging between 1-week-5years

**Table 11:** Table Summarizing Contracts between buyers and agrodealers in Uganda

| Period Of Contract | Volume In MT | No Of Contracts |
|--------------------|--------------|-----------------|
| 1 Week             | 16           | 1               |
| 1 Month            | 9.782        | 4               |
| 2 Months           | 100          | 10              |
| 3 Months           | 215.1        | 18              |
| 4 Months           | 96.5         | 1               |
| 5 Months           | 8            | 1               |
| 6 Months           | 18.5         | 1               |
| 8 Months           | 44.04        | 1               |
| 1 Year             | 145.85       | 13              |
| 2 Years            | 675          | 11              |
| 5 Years            | 819          | 16              |

**Bar Graph 8:** *Period and No of Contracts made with Buyers in Uganda*



**b) Contracts between farmers and agrodealer**

A total of supply Quantity of 345.9MT of grains was contracted by agrodealers to farmers; a total of 358 (217M, 141F) farmers have been contracted to supply this quantity;

In Tanzania, a total of 90MT was supplied under contracts to IF agrodealer; this agrodealer signed a total of 16 contracts with the farmers to supply this quantity

**Table 12:** *Table Summarizing Contracts between farmers and agrodealers in Tanzania*

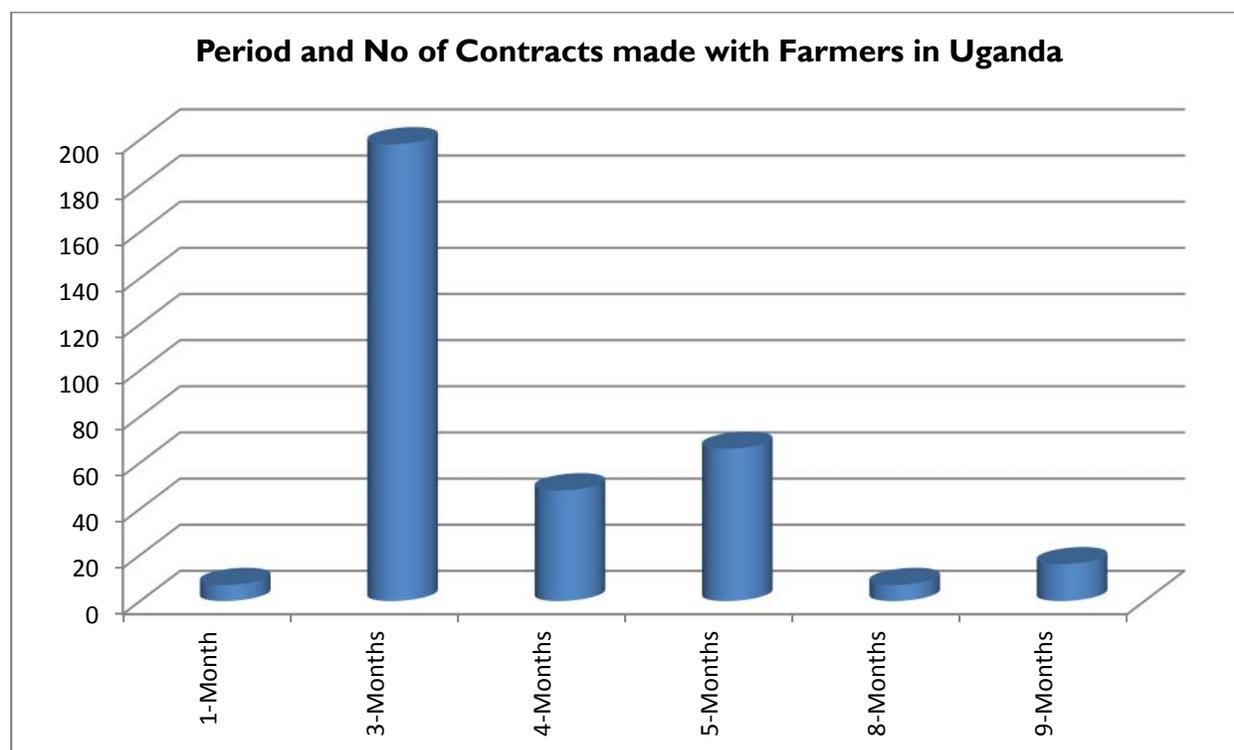
| Period Of Contract | Volume In MT | No. Of Contract |
|--------------------|--------------|-----------------|
| 3 Months           | 90           | 16              |

In **Uganda**, a total of 345MT was supplied by farmers under contracts to 35 agrodealers; these farmers signed a total of 342 contracts with the agrodealers of periods ranging between 1-month – 9months

**Table 13:** Table Summarizing Contracts between farmers and agrodealers in Uganda

| Contract Period | Supply Contract Volume in MT | No. Of Contract |
|-----------------|------------------------------|-----------------|
| 1-Month         | 30                           | 7               |
| 3-Months        | 158                          | 198             |
| 4-Months        | 80                           | 48              |
| 5-Months        | 6                            | 66              |
| 8-Months        | 57                           | 7               |
| 9-Months        | 14                           | 16              |
| <b>Total</b>    | <b>345</b>                   |                 |

**Bar Graph 9:** Period and No of Contracts made with Farmers in Uganda



## SECTION III

### 3.1 CROSS CUTTING ACTIVITIES

#### 3.1.1 East Africa Agriculture Value Chain Investment Summit

In the month of December, ATAB Project was presented at the East Africa Agriculture Value Chain Investment Summit by the ATAB project Coordinator Ms. Rose Wanyiri. The Summit which was held at Speke Resort, Munyonyo, Kampala, Uganda sought to bridge the information gap and create a platform for co-ordinated investment into East Africa's Agricultural value chain.

The aim of the summit was to bring together key stakeholders to share ideas, develop business opportunities and discuss current projects, case-studies, lessons learned, future challenges and new opportunities.

It was noted that strong agricultural value chains create livelihoods, increase incomes, and promote economic growth. By supporting development of domestic industries, improving local markets, and expanding export opportunities, the Summit focused on enabling all actors along the value chain – including farmers, input suppliers, wholesalers, transporters, food processors, and lending institutions – become viable partners in their countries' economies, generate employment, and improve food security.

Key presenters at the summit included Ms Annie Graham, Project Manager (East Africa) Sainsbury's Supermarkets Ltd, who presented on ***Building long term sustainable supply chains***, Mr. Paul Collier, Professor of Economics, University of Oxford who presented on ***Dig out poverty by integrating smallholder farmers in the value chain***, Mr. Sanjay Sethi , Senior Vice President and Head - Africa Operations Jain Irrigation Systems Ltd East Africa in 2020 who presented on ***Actualizing a green revolution in East Africa*** amongst others.

#### 3.1.2 Meeting with grain traders

A meeting requested by grain traders from Nairobi was held on 3<sup>rd</sup> October 2012 at the AGMARK Nairobi Office. Present at the meeting were Isaac Tallam-Private Sector Grain Trade Advisor at USAID COMPETE, Rose Wanyiri-ATAB Project Coordinator, AGMARK and 3 grain traders from Nairobi – Mr. David Gitonga of Dagia Import and Export, Teresia Mugure of Tesamco Traders and Samson of Alysam Stores.

Mr. Gitonga reported that one of the grain aggregators from Busia Uganda whom he had met through the project had not honored a maize buying deal they had earlier agreed on. Mr. Gitonga had already visited the stores and seen the maize, paid for it and sent his lorry to collect the maize consignment. Mr. Tallam handled the issue and reminded the trader the importance of trust in business.

The traders also informed the meeting that they had formed and registered an association: **The Kenya Cereal Traders Association**. They wanted help from the project to strengthen their association.

In response the meeting appreciated this effort and advised the traders to continue building the association up by recruiting more members. The traders were also advised to brand the association by making a profile (with the help of ATAB project) and website for the association.

The traders also requested ATAB to introduce them to major grain buyers. Mr. Tallam and Rose agreed to introduce them to major buyers like WFP but also reminded them that they must be ready to meet the WFP specifications.

## PROGRAM IN OCT-DEC IN PICTURES



*Photo 3: Madam Nalongo Birime, a grain trader and her workers at her grain store*



*Photo 4: Trucks awaiting clearance at the Mutukula border point*



Photo 5: The Women traders' information and resource Center office in Mutukula



Photo 6: Plantains traders near the Mutukula borders



**Photo 7: trucks awaiting clearance at the Rusumo border.**



**Photo 8: The scanner used at the Rusumo Border-Rwanda side.**



Photo 9: the AGMARK team with the Customs Border Manager during a visit at the RRA.



Photo 10: Mr. Steve Ngwalla the Director of training –AGMARK makes a presentation during the workshop



Photo 11: A participants gives makes his contributions during the workshop

**ANNEX I:  
STAKEHOLDERS CONSULTATIVE MEETING – MUTUKULA BORDER  
THE MEETING HELD AT OPTIMA HOTEL, BUNAZI, TANZANIA ON  
15<sup>TH</sup> NOVEMBER 2012**

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**I. MEETING OPENING**

The meeting was officially opened by the acting District Commission for Missenyi, Mrs Zainath Rubambula, she made the following remarks:

- Growth of economies in East Africa depend much on traders, there must be a mutual cooperation among traders in this zone
- Women should be encouraged and or given priority in the ATAB project
- The meeting was a good platform for traders and other stakeholders from Uganda and Tanzania to share experiences.

**2. INTRODUCTION**

The Master of Ceremony Mr. Steven Ngwalla invited everyone who attended the meeting to introduce himself/herself, everybody did so.

**3. GENERAL REMARKS AND OUTLOOK OF COMPETE ACTIVITIES IN EAC**

The presentation was made by Mr. Isaac Talam (USAID/COMPETE Official) by making the following remarks:

- There is a strong relationship between agrodealers and small scale farmers it started by the former selling agro inputs, under ATAB project they are encouraged to buy the output from the farmers and then sell to local and outside markets.
- ATAB project was formed so as to facilitate free mobility of food in the East African Community by involving all stake holders.
- The main objective is to make sure that foods cross the borders faster so as to ensure food security in East Africa.
- The East Africa common protocol was signed by the presidents in July 2010
- The Mutukula border if used properly will facilitate food exchange between Uganda and Tanzania, the term food security has to be taken seriously by all stakeholders especially policy makers and policy implementers.

#### **4. OVERVIEW OF ATAB PROJECT, OBJECTIVES OF THE WORKSHOP**

The brief presentation on AGMARK and ATAB project was given by Mr. Stephen Ngwalla by giving hints on the following:

- AGMARK and agro input development projects
- AGMARK is working in 14 African countries
- AGMARK has specialized in programs which facilitate small holder farmers and pastoralists to access inputs and technologies so as to increase production
- The main objective of ATAB is to improve the incomes of small holder farmers by empowering agrodealers and traders to access markets in East African.

#### **5. BORDER CHALLENGES OF WASTES**

Mr. Yusuf Majani elaborated on the 7 wastes which are found at East African borders, he mentioned the wastes as follows:

- Waiting
- Excessive movements
- Underutilization of resources (people, technology, equipments, creativity, facilities)
- Unclear communication
- Poor quality service
- Over processing and duplication (multiple inspection, 100% verification, multiple signatures/authorization, excessive paper works)
- Damages and defects

#### **6. PARTICIPANTS CONCERNS AND REMARKS**

- A Ugandan border official pointed out that Tanzania Government values much food security that is why it restricts exportation of food to neighboring countries, the story is different on the side of Uganda what they value most is the sanitary issue.
- There is contradiction between government policies and politics, e.g the EAC protocol that was signed in 2010; allowed free movement of foods in the EA countries but its implementation becomes difficult due to political decisions.
- An Official from the Ugandan President's office pointed out that the presentation in the 7 wastes looked on one side (government wastes) he reminded that the business community has its part in the wastes.
- There is bureaucracy in getting certificates of origin in Uganda, as all these documents are centralized at Kampala.
- Knowledge on the formality by which a trader can raise complaints in case of wastes caused by border officials.

- ATAB was requested to form a Joint Border Committee which will have members from Uganda and Tanzania
- Need for border officials from both countries to meet regularly so as to discuss border problems.
- The two Governments should train/sensitize traders and officials on policies and procedures

## **7. EXPERIENCE FROM UGANDA**

This presentation was made by Jane Banuza, a business woman from Uganda. She is the chairperson of Mutukula Cross Border Women Traders Association (MUBWOTA).

She clearly explained WAITING waste and how it affected her and fellow women when they were exporting maize to Tanzania in year 2010. They suffered big market losses when they spent many days at the border clearing their cargo.

## **8. EXPERIENCE FROM TANZANIA**

The chairman of Tanzania Chamber of Commerce Industries and Agriculture – TCCIA, Mutukula, Mr. Nurdin Bakuza gave his experience as follows:

- In just 30 kilometers (from Kyaka to Mutukula) there are 5 road blocks, the officers at the barriers cause a lot of inconveniences to traders and they are corrupt. At one barrier you find the following officers: Police, TRA and Council levy collectors
- In some incidences a trader may have a TRA permit but on the way travelling to a destination, the permit is being questioned by police officers in such cases traders do give bribes so as to save time.
- He made it clear that there are 2 TRA posts between Kyaka and Mutukula. He also brought to the attention of traders that the office at Kyaka gives disturbances to traders and for any truck that passes there the officers demand bribes between 30,000.00 and 50,000.00 as corruption.
- There are restrictions on exportation of grains from Tanzania to Uganda but from Uganda no importation is restricted.
- He was skeptical if the resolutions of this meeting are going to be implemented because important border officials from Tanzania did not attend, they include: TRA (Customs), TBS, TFDA, Ministry of agriculture, plant health, etc.
- He requested for the formation of Joint Border Committee.

## **9. PRESENTATIONS BY GOVERNMENT DEPARTMENTS**

Tanzania border officials did not attend the meeting; a brief presentation was given by the Missenyi District Trade officer Mr. Kavishe, he made the following remarks:

- They are ready to provide support to traders because their council benefits from the levies which are collected in the grains transportation
- He pointed out that his council receive very poor cooperation from border officers especially TRA
- In order to enhance the grain business, his council supported by DASIP they are constructing a common market at Mutukula.
- The council is in negotiations with TRA in efforts to eliminate the TRA Kyaka point.
- Most traders from Uganda do business in the no-man's land at Mutukula, he has requested the Uganda side to construct the common market on their border part.

Officers from Uganda border side gave brief presentations in 3 minutes each; they were from the following departments:

- URA
- Immigration
- Agriculture Inspectorate
- Public Health
- UNBS

## **10. CHALLENGES**

Mr. Majani summarized challenges as follows:

- Lack of training and capacity to the business community
- Smuggling and insecurity
- Lack of forums to discuss issues
- Lack of joint approaches
- Lack of harmonized procedures
- Lack of operationalization of E.A Common Market protocols
- Lack of transparency
- Lack of information by traders
- Problem of documentation inspection on Uganda side
- Most Government agencies invited (Tanzania border) have not attended

## **11. DISCUSSION SUMMARY**

The meeting summary was presented by Mr. Majani making the following remarks:

- A joint border committee will have to be formed

- Women associations will be supported by USAID/COMPETE however, they need to have strong and competent leaders
- There is a need for traders to formalize their complaints
- There was no need of personalizing issues discussed in the meeting

## **12. OFFICIAL CLOSING**

The meeting was closed by the acting DC for Missenyi Mrs Zainath Rubambula.

## ANNEX 2: LIST OF PARTICIPANTS AT MUTUKULA BORDER REGIONAL CONSULTATIVE WORKSHOP

|   |   |
|---|---|
| <b>Project:</b> Agrodealer Trade Across Borders (ATAB)) | <b>Date of Workshop:</b> 15 <sup>th</sup> November 2012 |
|   | <b>Venue:</b> Optima Lodges and Safari                  |

| No. | Name                   | Organization               | Phone No                 | E-Mail  |
|-----|------------------------|----------------------------|--------------------------|---|
| 1   | Elizabeth S. Kitundu   | Missenyi District Council  | 0754949540               | elizabethkitundu@yahoo.com  |
| 2   | Mathew P. Stephan      | Immigration-Mutukula       | 0767358596               | pascalstephan@yahoo.co.uk   |
| 3   | Isaac Tallam           | Usaid Compete              | 0737411705               | itallam@competeafrica.org   |
| 4   | Stella Ngategire       | Unada                      | 0776664488<br>0700701653 | ngategirestella@yahoo.com   |
| 5   | Arinaitwe Monica       | Unada Patience             | 0772935016               | -   |
| 6   | Lubega David           | Kaberebere Abamure         | 0702943277               |   |
| 7   | Kizza Patrick          | Mace                       | 0782804780               | Kizza_Patrick@yahoo.com   |
| 8   | Amanya Kakwina Richard | Lampi                      | +256703489785            | richardamanya@yahoo.com   |
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| 12  | Yusuf Majan            | Usaid Compete              | +254721842099            | ymajani@competeafrica.org   |
| 13  | Kayabula John C        | Town Clerk Mutukula        | +256772856021            | johnkayabula@yahoo.com  |
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| 15  | Matovu Jackson         | Chamber Of Commerce        | +256772920738            | Matovu.jackson@yahoo.com  |
| 16  | Rogers Walamaku        | Agmark Consultant-Uganda   | +256787587665            | rwalamaku@yahoo.co.uk   |

| No. | Name                  | Organization  | Phone No                 | E-Mail                              |
|-----|-----------------------|---|--------------------------|-------------------------------------|
| 17  | Kazibwe Saka          | Transporters (U)                                      | 0772430015               |                                     |
| 18  | A. Omar               | Ofisi Ya Rais   | 0773190264               |                                     |
| 19  | Tumwesigye Charles    | Secuirty(Iso) (U)                                     | 0774472870               |                                     |
| 20  | Agaba Steven          | Security (C.M.I) (U)                                  | 0782460980               |                                     |
| 21  | Kasozi Godfrey        | Maaif- Phytosanitary                                  | 0782729840               | gmkasoz@gmail.com                   |
| 22  | Nuridin Bakuza        | Tanzania Tccia  | 0756077977<br>0688641155 | mazafoodgeneralsupply@yaho<br>o.com |
| 23  | Mbotto D. Malugu      | Prevention And Combating Of<br>Corruption Bureau (Tz) | +255784187322            | mbottomal@yahoo.com                 |
| 24  | Jonathan H. Mwanga    | Prevention And Combating Of<br>Corruption Bureau (Tz) | +255787480900            | Jmwanga2010@yahoo.com               |
| 25  | Benuza Jane           | Eassi   | 0757597520               | benizojane@yahoo.com                |
| 26  | Nakyanzi Sophia       | Grain Trader  | 0706628404               | nakayanzisophia@yahoo.com           |
| 27  | Nakakande Mary        | Grain Trader  | 0774232801               | nakakandemary@gmail.com             |
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| 32  | Zainath Rubambula     | D.O- Missenyi   | +25578479948             |                                     |
| 33  | Rose Wanyiri          | Agmark  | +254721867929            | rwanyiri@agmark.org                 |
| 34  | Ssemipijja Edward     | Rakai Dbt-Dao   | +256772641442            | Ssempijjaegmail.com                 |
| 35  | Sheikh Hamidu Buwarwa | Secretary   | 0784553809               |                                     |
| 36  | Edgar Rutarara        | Cto- Tdcat Int'l                                      | 0769540753               | edcat01@hotmail.com                 |
| 37  | Rashida Dotto Kamali  | Dotto Clearing Ltd<br>Karagwe                         | 0784558110               |                                     |
| 38  | Leonard Kachebonaho   | Kpd Plc/ Kaderes                                      | 0784709085               | kacheboneho@hotmail.com             |

## ANNEX 3

### PROGRAM FOR STAKEHOLDERS CONSULTATIVE MEETING- MUTUKULA BORDER OPTIMA HOTEL, BUNAZI, TANZANIA 15<sup>TH</sup> NOVEMBER 2012

#### PROGRAM OF ACTIVITIES

| TIME          | ACTIVITY  |
|---------------|---|
| 09.00 – 09.30 | <b>Arrival and Registration: AGMARK</b>   |
| 09.30 – 10.00 | <b>Welcome Remarks and Introductions –M.C</b>   |
| 10.00 – 11.15 | <b>Overview and Background</b> <ul style="list-style-type: none"><li>▪ Overview of ATAB Project, Objective of the Workshop and Expected Outcomes –Agmark</li><li>▪ General Remarks and outlook of COMPETE activities in EAC-COMPETE</li><li>▪ Challenges encountered by cross border traders.{ Grain Buyers &amp; Sellers- Uganda and Tanzania}</li></ul> <b>DISCUSSIONS</b>  |
| 11.15 – 11.30 | <b>TEA BREAK</b>  |
| 11.30 – 13.00 | <b>Presentation by Government Departments manning border Post</b> <ul style="list-style-type: none"><li>▪ Ministry of Agriculture</li><li>▪ Plant Health Inspectorate Services</li><li>▪ Tanzania Foods and Drugs Authority</li><li>▪ Revenue Authority</li><li>▪ Bureau of Standards</li><li>▪ Port Health</li></ul> <b>Presentation by Private Sector</b> <ul style="list-style-type: none"><li>▪ Private Sector -Clearing and Forwarding Agents Association</li><li>▪ Road Transporters</li><li>▪ Small-Scale Cross-border traders</li><li>▪ Others</li></ul> <b>Other Government Departments</b> <ul style="list-style-type: none"><li>▪ Police</li><li>▪ Immigration</li><li>▪ Municipal Council</li><li>▪ Women trade group</li><li>▪ Others</li></ul> <b>DISCUSSIONS</b> |
| 13.00 – 14.00 | <b>LUNCH BREAK</b>  |
| 14.00-15.30   | <ul style="list-style-type: none"><li>▪ Borders challenges of waste- COMPETE</li><li>▪ Representative of the Ministry of Commerce, Trade and Industry</li><li>▪ Representative Provincial Administration</li></ul>  |
| 15.30 - 15.45 | <b>TEA BREAK</b>  |
| 15.45-16.45   | <ul style="list-style-type: none"><li>▪ Discussions Summary of Workshop Outcomes</li><li>▪ Road Map (Joint border work) and Action Plan –COMPETE</li></ul> <b>Closure</b>   |

*ATAB- Promoting cross-border trade linkages between agrodealers and bulk grain buyers in the East African Region.*

**ANNEX 4**  
**REPORT ON THE STAKEHOLDERS CONSULTATIVE MEETING –**  
**RUSUMO BORDER 30<sup>th</sup> NOVEMBER 2012.**

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**A. INTRODUCTION**

The stakeholder's consultative meeting at Rusumo border was held on Friday, 30<sup>th</sup> November 2012, bringing together participants from Rwanda and Tanzania. The meeting was held at DRDP conference hall at Ngara in the District council compound. The meeting was attended by the following stakeholders:

1. Representatives of cross border traders
2. Representatives of clearing agents
3. Representatives of transporters
4. Representatives of women traders (Rwanda)
5. Government officials:
  - a) Tanzania: TRA, TFDA, PHS, Police and Immigration
  - b) Rwanda: RRA, Ministry of agriculture, Rwanda Bureau of Standards (RBS) and Police
4. Government officers from Ngara District: District executive Director, District Trade Officer, District Agriculture and Livestock Officer.
5. Representative of Tanzania Chamber of Commerce Industries and Agriculture (TCCI)

**B. OFFICIAL OPENING**

The meeting was officially opened by the Ngara District Administrative Secretary, Mr. David Mafipa who represented the District Commissioner (Mr. Constantine Kanyasu).

**C. WELCOME REMARKS AND INTRODUCTION**

The welcome remarks and general introduction of the workshop/ meeting was given by the AGMARK Consultant in Tanzania, Mr. Benezeth Kamihanda, who was the Master of Ceremony.

## **D. OVERVIEW AND BACKGROUND**

Overview of ATAB Project was presented by Mr. Stephen Ngwalla, he summarized the activities conducted by AGMARK in Africa and further explained to the participants about the role of USAID/COMPETE and its sponsorship of the ATAB program.

## **E. BORDER CHALLENGES OF WASTE**

Mr. Stephen Ngwalla elaborated on the seven border challenges of wastes as follows:

1. Waiting
2. Excessive movements
3. Underutilization of resources (people, technology, equipments, creativity, facilities)
4. Unclear communication
5. Poor quality service
6. Over processing and duplication (multiple inspection, 100% verification, multiple signatures/authorization, excessive paper works)
7. Damages and defects

He demonstrated the wastes by different photos on a power point presentation.

## **F. PARTICIPANTS CONCERNS AND REMARKS**

### **a) Remarks by representatives of traders from Tanzania: Mr. Ntiba Fred Bilama:**

1. There is a need to have a common markets and big warehouses at both the borders
2. In order to encourage small scale farmers to produce more, there is a need for both Governments to ensure that adequate agro-inputs are supplied to the traders who sell inputs to farmers.
3. On the side of Tanzania border, the inspection of goods takes longer as the system of checking is manual, on the Rwandan side there is a modern scanner; therefore Tanzania government should review and adopt this kind of use of technology.
4. There is a problem of power on the Tanzania side; they mainly use solar power which is not reliable especially during the rainy season.
5. A police barrier at Rumasi – BENACO causes inconveniences to traders, police officers demand some bribes.

### **b) Remarks by representative of Ministry of Agriculture – Rwanda:**

1. Rwanda imports more than it exports agricultural produces, the imports are mainly from Tanzania and Uganda; the cross border trade has to be enhanced.
2. He thanked USAID-COMPETE and AGMARK for the invitation.

**c) Remarks by representative of Ministry of Agriculture – Tanzania (Mr. Segesa)**

1. Inspection of goods in and out is inevitable, what is needed is to improve the speed and efficiency of doing inspection
2. The inspection of goods at the border involves all departments, it is done jointly each section performing its duty, the cooperation among the Government offices is very good
3. Perishable goods like bananas, fruits and the like are given priority, there are no permit documents needed for such items

**d) Remarks by representative of RBS-Rwanda Bureau of Standards**

1. The main challenge they are facing is the poor grain standards, most food items have impurities, and are sub standard. Training is needed to traders on grain standards.
2. Sometimes traders mix items in one cargo, e.g: soap and beans, cosmetics in one container, etc.
3. Poor knowledge of traders on cross border regulations
4. No too much inspection on Rwandan side because there is a scanner, the story is different on the side of Tanzania.
5. On the requirements, he insisted the following: clean commodities, low level of impurities and infestation. He also insisted that all imported goods have to be properly labeled.

**e) Remarks by representative of TFDA-Tanzania Food and Drugs Authority**

He explained the role of TFDA at the border as:

- Inspection of foods and drugs,
- Sanitation issues,
- Provision of education to traders, etc:

He mentioned some challenges facing them at the border:

- No enough space for office and accommodation
- Delays caused by network and poor power supplies
- They don't have a detector machine.

**f) Remarks by representative of Rwanda Revenue Authority**

He elaborated on the required documents for imports:

1. Invoices
2. Export declaration forms from TRA
3. Certificate of origin depending on the value and type of item

**g) Remarks by representative of TRA-Tanzania Revenue Authority (Mr. Abdallah Kondo)**

He made a few remarks:

1. TRA is ISO certified, they follow ISO requirements
2. They work in collaboration with other departments
3. They normally check compliance of procedures

He mentioned some few challenges

1. Lack of reliable power
2. Poor knowledge of traders on customs procedures
3. Poor knowledge of drivers of trucks crossing the border

**h) Remarks by representative of Immigration – Tanzania**

He made the following remarks:

1. Most drivers have no travel documents
2. Education on cross border regulations is needed to both drivers and truck owners
3. Some travelers pretend to be truck drivers but some of them are drug traffickers
4. Sometimes one permit may be used by different traders
5. He pointed out limited facilities: No enough working tools, their office is in a container, etc.

**i) Remarks by representative of Police – Rwanda (Joseph)**

He mentioned their role as:

1. Protect people and their goods
2. Checking people and cargo
3. Checking travel documents
4. Checking entry cards of trucks and other vehicles
5. General security checking.
6. Maximum checking of a truck is just 3 minutes using a scanner.

**j) Remarks by representative of Police – Tanzania (Tom Obonyo)**

He made few remarks as follows:

1. Traders need training on cross border regulations so that they understand the laws of both countries.
2. Drivers/transporters should be educated to carry necessary documentaries for travel. Most trucks have defects: mechanical, tire wear, don't have proper documents (motor vehicle license, insurance, etc)
3. There is need for the Government to invest in Go downs along the borders.

4. Some traders do cheat; they are the cause of 100% verification of goods.
5. Sometimes Government instructions and orders reach border offices very late
6. Some departments at the borders pretend to be more superior than the others

## **G. ROAD MAP AND ACTION PLAN**

The session was coordinated by Mr. Stephen Ngwalla; the action plan/road map for strengthening cross-border trading at rusumo border were established as below;

1. There is need for ATAB to reach out to the ministries of trade and Prime Minister's office to address:
  - a) The issues of bans on crop export
  - b) Permits to be issued at the local government level
  - c) Erecting of go-downs as bonded warehouses
2. Some of the offices need to facilitate with generator as they don't have power thus reducing they work efficiency.
3. Need to organize training to target all traders and drivers engaged on cross border trade in order to train them on the necessary requirements and business management
4. Inter departmental co-ordination on both sides of the border (Vikao vya ujirani mwema)
5. Traders trading across this border (Rusumo) need to have a meeting
6. There is a need to strengthen the JBC-joint border committees in Rusumo border
7. Need to Establish communication channels for informing people
8. Organize exchange visits for the traders/stakeholders to learn from other border points where the Joint Border Committees are working well.
9. In order to encourage small scale farmers to produce more, there is a need for both Governments to ensure that adequate agro-inputs are supplied to these producers.

Rose Wanyiri-Coordinator ATAB gave the way forward on the ATAB Project.

## **H. OFFICIAL CLOSING**

The meeting was officially closed by the Ngara District Executive Director Mr. Cornel Ngudungu

## ANNEZ 5: LIST OF PARTICIPANTS AT RUSUMO BORDER REGIONAL CONSULTATIVE WORKSHOP

|   |                          |                                  |
|---|--------------------------|----------------------------------|
| <b>Project Name:</b> Agrodealer Trade Across Borders (ATAB) | <b>Venue of Workshop</b> | DRDP Rest House, Ngara, Tanzania |
|   | <b>Date of Workshop:</b> | 30 <sup>th</sup> November 2012   |

| No. | Name                      | Organization                                      | Phone No                               | E-Mail   |
|-----|---------------------------|---|--|--|
| 1   | Manishimwe Bentmana       | Rwanda Bureau Of Standards                        | (+250) 0788796268<br>(+250) 0782796268 | <a href="mailto:Manishimwe2001@yahoo.fr">Manishimwe2001@yahoo.fr</a><br>francois.manishimwe@rbs.org.rw |
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| 3   | Insp. Tom Obonyo          | Police Officer                                    | 0754085032<br>0787577852               | tomobonyo460@yahoo.com   |
| 4   | Mr. Ntiba .F. Bilama      | Cross Border Monitor                              | 0756270184                             | ntiba.fred@yahoo.com   |
| 5   | Mr. Arnold Nyamkara       | Cross Border Trades                               | 0758887709                             | anoldkarungu@yahoo.com   |
| 6   | Emmanuel Petro Mtafulwa   | Cross Border Trades                               | 0786743454                             | Emma.petro@yahoo.com   |
| 7   | Crispin .M. Kamugisha     | Exporter/Clearing                                 | 0765359544                             | Crispin.kamugisha@yahoo.com  |
| 8   | Niyonzima Herve           | Promavet  | (+250)0786669510                       | niyoherv@yahoo.fr.   |
| 9   | Gilbert Segesa            | Minstry Of Agriculture-<br>Agricultural Inspector | 0786757785                             | -  |
| 10  | Joseph R. Maranya         | Exporter  | 0767675007                             | -  |
| 11  | Rusanganwa Aloys          | Fucorirwa   | +250788778069                          | Alvarus123@yahoo.fr  |
| 12  | Joseph Kabera             | Police Rusumo Border                              | +250788311272                          | josephkabera@yahoo.fr  |
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| 17  | Samson C. Chegere         | Trade Officer                                     | 0685892736                             | NIL  |
| 18  | Murengerantwari Guillaume | Ardi  | +250 788 862 342                       | Mureguil130406@yahoo.fr  |

| No. | Name                 | Organization                                   | Phone No      | E-Mail   |
|-----|----------------------|--|---------------|--|
| 19  | Umutesi Liliane      | Amdo   | 0783760543    | Lilianeumutesi62@yahoo.com   |
| 20  | Verdian Anatory      | Trader   | 0784722992    |  |
| 21  | Musoni Valens        | Top Service Ltd                                | 0788352610    | Musoni.valens@yahoo.fr   |
| 22  | Mahirane Samuel K.   | Immigration/Tz                                 | 0784894430    | Samuel.mahirane@yahoo.com  |
| 23  | Maxwell Sengati      | Tccia  | 0782381281    | -  |
| 24  | Ganza Lambert        | Transportation                                 | 0788629053    | -  |
| 25  | Rose Wanyiri         | Agmark   | 0721867929    | rwanyiri@agmark.org  |
| 26  | Cornel Ngudungu      | District Excecutive Director<br>(Ded-Ngara)    | 0784401249    | Ngaradc@yahoo.com  |
| 27  | Remius R. Ngaiza     | Port Health Rusumoborder                       | 0784555361    | -  |
| 28  | Ngabonziza Augustin  | P.S.F Rwanda                                   | 0788844319    | augustinengabonziza@yahoo.com  |
| 29  | Nyirimana Celestin   | Trader-Rwanda                                  | 0783174728    | -  |
| 30  | Rurangwa J. Bosco    | Trader-Rwanda                                  | 0788499100    | -  |
| 31  | Constantine Trudende | Agric-Ngara                                    | 0784979637    | mudendecosta@yahoo.com   |
| 32  | Kayitege Steven      | Trader-Rwanda                                  | 0788483723    |  |
| 33  | Agripine Umugwane    | Clearing Agent-Rwanda                          | 0783146594    | umugwaneagripine@yahoo.com   |
| 34  | Mukakabera Beatrice  | Trader-Rwanda                                  | 0788608242    | -  |
| 35  | David P. Mafiba      | District Administrive Secretary<br>(Das Ngara) | 0757646955    |  |
| 36  | Gatamba J. De Dieu   | Koarirwa -Rwanda                               | 0788822709    | <a href="mailto:gatamba2012@gmail.com">gatamba2012@gmail.com</a><br>p.w kabuye12 |
| 37  | Jean Paul Nyabyenda  | Rwanda   | 07888175812   | nkundaog@yahoo.fr  |
| 38  | Benezeh Kamihanda    | Agmark Consult- Tanzania                       | 0754524007    | -  |
| 39  | Steven Ngwalla       | Agmark   | +254722539764 | sngwalla@agmark.org  |

**Annex 6: ATAB February 2013 Workplan**

| Activities  | Sub-activities  | Feb 2013 |    |    |    |    | Responsible persons  |
|---|---|----------|----|----|----|----|--|
|   |   | W1       | W2 | W3 | W4 | W5 |  |
| <b>Activity 1. Success Stories.</b>                               |   |          |    |    |    |    |  |
| Success stories   | Document success stories. Kenya, Uganda, Tanzania and Rwanda. |          |    |    |    |    | Project Coordinator, , M&E officer and the contact persons |
| <b>Activity 2. End of project evaluation</b>                      |   |          |    |    |    |    |  |
| End of project evaluation   | End of project evaluation                                     |          |    |    |    |    | Consultant, contact persons.                               |
| <b>Activity 3. Data entry , analysis and final report writing</b> |   |          |    |    |    |    |  |
| Data management   | Data analysis and final report writing                        |          |    |    |    |    | M&E officer, and STTA                                      |