



USAID

**DEVELOPMENT OF AN INFORMATION NETWORK
FOR COOPERATIVE SELLERS AND
AGRICULTURAL BUYERS IN CHAD**

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INTRODUCTION

This consultancy took place in Chad from January 20 to February 5, 1994. The major task, as concluded with the AMTT Chief of Party, was to develop an information network which would facilitate the marketing of agricultural products by farmer groups and cooperatives (hereby referred to as "producer organizations" or "PO's"). While addressing this task, the policy environment in Chad for the promotion of PO's would be investigated.

The activities of the consultancy included visits with twenty six NGO's, donors and government services involved in the promotion of PO's. Private buyers of agricultural products were also contacted (see appendix 1). A field visit to the interior of the country was made and the towns of Sarh, Mondou, and Bongor were visited. A variety of data forms, output tables, terms of reference, and follow-up lists were developed as was an article for the CAPAGRI newsletter and a final report. Finally, a round table discussion with collaborating NGO's, buyers, and USAID representatives was held.

The first section of the report presents the information network which was developed to promote the marketing of agricultural products by PO's. A follow-up strategy, developed to insure successful implementation, is then discussed followed by a presentation of factors which may influence the operation of the network. Complementary support programs which could enhance the success of PO marketing are presented followed by a brief conclusion. Section two of the report looks at miscellaneous issues related to the promotion of PO's in Chad.

SECTION I: DEVELOPMENT OF AN INFORMATION NETWORK FOR PO SELLERS AND AGRICULTURAL BUYERS

In order to facilitate marketing and trade between PO's and buyers in Chad, an information network was developed. The objective of this network is twofold. First, it is to inform buyers of the existence of PO sellers. Second, it is to inform PO sellers of potential buyers. By providing this information to the two parties it is hoped that natural commercial linkages will be developed thereby improving trade.

Examples of these linkages already exist. In 1992, a buying organization (AL-MA-ACH) and a rice producing cooperative (Lai) entered into a contract agreement for rice sales. This relationship has since evolved to other products. The confidence between the two parties has resulted in flexible financing arrangements on the part of the buyers and increased production from the sellers. The goal of the information network is to try to promote this type of relationship throughout the country.

The first step in developing the network was to devise data collection forms for PO sellers (see appendix 2) and agricultural buyers (see appendix 3). Once the form for PO sellers was developed visits were made to NGO's, donors, and government agencies involved in PO promotion. The program was explained to them and they were given copies of the form to be filled out by the PO's they work with. It was specified that all ag products were targeted except cotton, meat, and fish.

In almost all cases the PO promoters did not have data available on hand which would have allowed them to fill out the forms for the PO's they work with. This seemed to be due partly to the fact that this year's harvest was poor in many areas and the amount available for sale had not yet been established by the PO's. It also seemed that many of the PO promoters are not regularly concerned with these kind of statistics.

All of the PO promoters who were contacted seemed enthusiastic about the information network. They stated that finding markets for PO production was a problem felt by the groups with whom they worked and that this was a major factor which was limiting production. The following were cited as examples of PO products that need improved markets: sesame, eggplant, millet, sorghum, peanuts, fruits, beans, manioc, "taro", onions, garlic, gum arabic, tomatoes, and tobacco. They agreed to facilitate the filling out of the forms by the PO's and to send them to AMTT.

Agricultural buyers were also identified. Meetings were held with the representatives of three "buyers cooperatives." These structures regroup private buyers thereby giving them the financial capacity to buy and sell in larger quantities. Being in a group also protects them from abuse from government authorities (examples were given of authorities requiring individual merchants to sell grain on credit to the army - and then never paying). They were also interested in the information network. They agreed to fill out the data forms for their cooperatives as well as to facilitate the filling out of the forms by their members, who maintain individual buying activities outside of the coop.

As the data forms are received by AMTT they will be entered into a simple database system that is being developed by the AMTT computer technician (the system was in its final stages at the time of this report). Once the data are entered, simple reports will be produced which list: 1) PO sellers by product, 2) PO sellers by product and production zone, 3) buyers by product, and, 4) buyers by product and current buying zones (see appendix 4). The reports on PO sellers will be distributed to potential buyers, and the reports on buyers will be distributed to PO sellers (through the intermediary of the PO promoters). In this way, it is hoped that linkages will be fostered and trading transactions will take place. In order to facilitate these transactions a simple contract form was also developed (see appendix 5).

FOLLOW-UP STRATEGY FOR THE INFORMATION NETWORK

As most of the data forms for PO's and buyers have not yet been filled out, a follow-up strategy was developed to help ensure that the forms are collected. This strategy began with a follow-up letter that was sent to all the PO promoters and buyers who were met (see appendix 6). The letter reminded them about the importance of getting the forms filled out. This was followed by the round table discussion (Feb. 4) during which the importance of the data was reemphasized. Finally, a system was developed whereby the data collection personnel of AMTT who work in the regions will follow-up with the PO promoters to encourage them to get the forms filled out, if they have not done so already. These same personnel will also assist to identify buyers at the regional level. A description of their role in the development of the information network was developed to facilitate their participation (see appendix 7).

It was also decided to give a three month, renewable contract to a local consultant who will follow-up all aspects of the information network. This consultant will be monitored by the coordinator of CAPAGRI, who will also take a leadership role in implementing the network. A scope of work for the local consultant was developed which describes the various tasks he or she will need to perform (see appendix 8). One of these tasks to be performed in conjunction with the CAPAGRI coordinator, involves following up with all of the PO promoters to insure their continued commitment to the information network. A follow-up table was developed to facilitate this task (see appendix 9).

Several meetings were held between the consultant, the AMIT chief of party, and the CAPAGRI coordinator to develop the above strategy. During one of these meetings, a list of tasks which need to be addressed in the short term was also developed (see appendix 10).

FACTORS WHICH MAY INFLUENCE PO MARKETING

There are several factors (brought up during meetings with NGO's, buyers, and sellers) which may influence PO marketing and which need to be kept in mind while implementing the information network. These include 1) grain reserves, 2) under capacity production, 3) interventions by government authorities, 4) climatic conditions, and, 5) land tenure.

Grain Reserves

During the field visits to Sarh, Mondou, and Bongor it became apparent that maintaining grain reserves for periods of shortage was a major objective of PO's and of the structures which assist them. There are numerous "grain bank" projects which often go under different names (banques céréales, grenier communautaires, magasin de commercialisation, etc.) Most of these banks are operated to buy and sell grain among members only. Their objective is grain security, not marketing, thus they do not sell to third party buyers. Other grain banks will sell to third parties if there is a surplus once the members needs have been met. Some, however, are designed purely for marketing. These are known as "second tier" or "sector" grain banks. These banks are generally composed of a union or federation of PO's who contribute or sell surplus grain to the second tier bank once their own bank has been filled. The second tier bank can then speculate with its grain and sell to third parties. AMIT should make an effort to target these second tier banks for the information network and subsequent trading deals which are fostered.

Under Capacity Grain Production

According to ONDR and GTZ sources, only about 5% of PO's in Sarh and Mayo-Kebbi areas are actively involved in grain marketing. There are two main reasons given for this. First, the farmers are not accustomed to growing grains as a "cash crop". Many think only of cotton and maybe peanuts. Second, when they have grown surpluses it has been difficult for them to sell at a worthwhile price. All of the NGO's who were questioned felt that PO's could and would produce more grains if they were confident in finding a decent market for them.

If successful, the information network between buyers and sellers will contribute to the development of these markets. With increased confidence in being able to market their produce, farmers will produce more.

It was seen during the field visits, however, that AMTT needs to be careful about the message it sends concerning the information network. At first, some NGO reps understood the concept of the network as a form of guarantee that the PO's would find markets for their produce. They were naturally skeptical and did not want to be held responsible by the PO if a market was not found. Others asked if they should start telling PO's to produce surpluses now that an information network was being established.

The point was made to these individuals that the AMTT information network makes no guarantees whatsoever. It was explained that the network serves to provide information to buyers and sellers and that these buyers and sellers must then determine how best to exploit that information. In principle, the network should help to forge linkages between supply and demand which would thereby lead to better markets.

It was also emphasized that information would be provided to both buyers and sellers and that each side would need to make initiatives in order to improve their markets. It was explained that although it was possible for a buyer to contact a PO based on the list of PO sellers they receive - that there was no guarantee. It was emphasized that the PO's would receive a list of potential buyers and that it was also up to them to take the initiative to contact these buyers directly.

There is a similar concern or potential pitfall which arises once PO's are linked with buyers and a deal is to be negotiated. The NGO reps as well as the AMTT staff need to be careful not to negotiate on behalf of the PO. Technical advice can be offered but it should be the PO representatives and the buyer himself who enter into an agreement. Not only will this promote greater autonomy of the PO, it will relieve the NGO or AMTT rep of direct blame should things not work out as planned.

The question remains as to when the members of PO's should increase their production. Should they wait until they have a buyer to produce more (with the difficulty of finding a buyer willing to wait for the next season's production) or should they produce more now and take the risk of finding a buyer later? There is no easy answer to this question. Much depends on what kind of negotiations can take place between the two parties. One suggestion, however, was for the PO to set aside a common parcel of land that they work on for one day a week (outside of their private production). Efforts would be made to find a buyer for the production from this parcel. If successful, a relationship would be built which could encourage increased private production for the following year. In unsuccessful, all they would lose would be the production from the common parcel - their private production would not be affected.

Intervention of Government Authorities

The effect of government authorities restrictions on trade is well documented in Lawrence Kent's discussion document "Restrictions Administratives à la Circulation des Céréales au Tchad" (24 février, 1993). During the field trip to Sahr, Mondou and Bongor

many of the same problems were cited by the NGO's working with PO's. The following examples were given

- 1 Prefets who prohibit sales outside of their administrative zone during periods of shortage,
- 2 Chef de canton's who attempt to fix market prices (the example was given of one zone where the farmers were told not to sell their grain at less than 100F the kilo),
- 3 Chef de canton's who see their administrative zones as "fiefdoms" and who insist on being involved in all economic transactions,
- 4 Prefets who charge taxes on inter-regional grain trade

As stated in Mr Kent's report, these restrictions produce several negative effects including a reduction in prices for producers and subsequent reductions in grain production. Unless removed, these restrictions will also reduce the effectiveness of the information network between buyers and sellers

Climatic Conditions

Another important factor in the effectiveness of the information network will be climatic conditions. To the extent that they are favorable, production will be good and so will trade. If they are bad however, trade will suffer

During the visits to Sarh, Mondou, and Bongor it was generally cited that the last cereals harvest had been negatively affected by a lack of rain. Production seemed to be down which does not bode well for trade between PO's and buyers, especially in cereals. This should be taken into consideration during the initial implementation phase of the information network. More emphasis may need to be put on agricultural products other than cereals, which seemed to be hardest hit by the drought

Land Tenure

Another factor which may come into play in the promotion of the information network and increased trade is that of land tenure. Although only cited on occasion, land tenure could become a major issue with certain crops. An example was given concerning gum arabic. Many producers of gum arabic do not own the land it is produced on. They have been free to farm in the past since no one saw great profits being made. Now that a market for the gum has developed, production has increased and some profits are being made. This has generated the attention of some traditional authorities who, in an effort to get part of the profit, have reclaimed the land. If unimpeded, this phenomenon will discourage PO production and trade even if buyers are available

COMPLEMENTARY SUPPORT PROGRAMS

Discussions with NGO's working with PO's have revealed a number of complementary support programs which would enhance the ability of PO's to engage in

organized trade with potential buyers. Some of these programs could be carried out by the NGO's while others (especially training) could be sponsored by AMTT.

Warehouse Facilities

A frequently cited constraint to effective marketing by PO's is the lack of warehouse facilities. These facilities are necessary to store and conserve the produce of PO members until ready for sale. Several programs could be envisioned to remedy this need. One of the most common in other countries are self-help programs where the PO members contribute labor or resources and a donor completes the rest.

Organizational Training

Organizational training was cited by many as a prerequisite to successful marketing of ag products by PO's. This training should include:

1. basic organizational training (if not already received) such as how to hold meetings, how to hold elections, the role of PO officers, and the role of members in a PO,
2. different methods for organizing the collection and marketing of the members' produce, including collection schedules, monitoring of individual quantities, payment policies and rebates,
3. Bookkeeping for an ag marketing operation. A system should be taught which is specific to this activity and which uses exercises drawn from past experiences with the activity (a generic bookkeeping course is not recommended),
4. basic training on the risks and advantages of an ag marketing operation.

Contract Training

In order to engage in more formal trading agreements, PO's will need to learn about contracts. This training could include:

1. how to write a contract with a buyer (as mentioned, a simple contract form has been developed to facilitate this);
2. the legal implications of a contract, and,
3. what steps to take when a contract is not honored.

Savings and Credit Programs

Savings and credit programs have been suggested as a means to assist PO members to meet cash needs without selling their grain stock reserves. By maintaining reserves, the producers are able to ensure basic food security as well as sell any surpluses through the PO. This would allow the PO to take advantage of the information network and identify new markets for their produce.

CONCLUSION (SECTION I)

The information network set up to link PO sellers and agricultural buyers has the potential to make positive contributions to improved marketing and increased production in Chad. All of those contacted whether NGO's, donors, buyers, or sellers were enthusiastic. The program will not run by itself however. In order to succeed, it will need strong leadership and organizational skills from the staff of AMTT. Data forms need to be collected and entered, reports produced and distributed, and linkages need to be fostered. AMTT may also wish to organize some of the training programs mentioned above as complementary support activities. Finally, positive relationships need to be maintained and actively nurtured with the NGO's working with PO's. Their input in terms of data collection, report distribution, and facilitation of linkages is fundamental to the success of the network.

SECTION II: MISCELLANEOUS TOPICS RELATED TO GROUPS AND COOPERATIVES IN CHAD

This section will review some of the recent developments related to groups and cooperatives in Chad. Four areas will be commented on briefly: 1) the new law on groups and cooperatives, 2) tax policy for groups and coops, 3) the national and regional follow-up committees, and, 4) the promotion of a national federation of groups and cooperatives. A summary will be presented at the end including recommendations for AMTT and USAID.

New Law on Groups and Cooperatives

On December 7, 1992 a new "cooperatives" law was signed by the president of Chad. An initial decree to this law was signed on March 10, 1993. A new decree, to replace the old one, has been drafted and is currently pending approval by the government. The new law and its decrees are a great improvement over the old one in that they give people the opportunity to associate freely to conduct economic and social activities. There are some drawbacks however which should be taken into consideration in future reviews of the text.

The major drawback of the law, according to this consultant, is that it gives people three different choices of cooperative organization which are fundamentally the same: 1) a group, 2) a group with a cooperative vocation, and, 3) a cooperative. This creates unnecessary confusion and will present problems when a dissemination campaign for the new law is organized. The way each structure is defined makes it very difficult to tell the difference between them.

The reasons given for the three choices is that they are evolutionary in nature, that is, one progresses from a group to a cooperative. The cooperative structure is the most complex and imposes a variety of organizational rules and regulations on the members. One could question whether this sort of imposed and complex structure is appropriate for organized groups in Chad. Experience in other countries has shown that many times the complex organizational rules laid out in the laws are never applied anyway. It would perhaps be more appropriate to have one form of cooperative structure that is very simple, and which allows members to define for themselves the way they want to be organized and operated.

There are other parts of the law which may prove problematic in implementation. The recognition or certification process for groups depends on the creation of local committees which may or may not be forthcoming. The process for cooperatives seems to require that applications go to the national level before being approved. The practicality of this for people outside of Ndjamená is questionable. The possibility of government authorities to intervene or dissolve groups and coops is left in very general terms. This could open possibilities of abuse. In the initial decree (March 10, 1993) it was stated very clearly that "administrative, political, and traditional authorities" were prohibited from intervening in the activities of organized groups. This clause was removed in the latest decree.

Tax Policy Under the Cooperatives Law

The new law states that all three forms of cooperative structure "can enjoy exemption from income tax, import/export taxes, and application/registration fees in conformity with the rules laid out in current legal texts." The question which arises is "what are the rules in the current legal texts?" There are different texts for the different tax benefits.

According to the "general tax code" only "consumer cooperatives" are exempt from income tax. The policy, according to sources at the ILO, is to wait and see if the tax authorities question the tax exemption of other forms of coops or groups. If they do the ILO or ministry in charge of the cooperatives will intervene to defend the interests of the group in question.

The current legal texts which cover import/export taxes make no mention of coops or groups. They do grant exonerations for "investment equipment" but that is for anyone who applies. If a coop or group wishes to be exonerated from other forms of import/export tax the request must be "negotiated" on a case by case basis. The same seems to hold true for application and registration fees.

The rationale given for the undefined nature of the law is that if it were more clearly defined there would be abuses. People would form fictitious groups or coops so as to benefit from tax exemption privileges. The potential problem with this approach is that administrative authorities can interpret the tax rules for coops to suit their own interests. For example, the tax department or customs office could insist on a strict interpretation of the current legal texts (where the only clearly defined advantage for groups or coops is income tax exemption for consumer coops) if it needed revenue. The same could be done by individuals seeking illegal payments or bribes. The ability of the ILO or ministry in charge of cooperatives to intervene in each of these cases is questionable and the time it would take to do so might be prohibitive. It would perhaps be better to clearly define the tax benefits for groups and coops and then make efforts to identify fictitious groups who try to take advantage of them.

National Follow-up Committee

On April 7-11, 1992, a "national concertation on the cooperative and associative movement" was held. The discussions of this concertation were based on the results of fifteen regional workshops which grouped together coop organizations, NGO's, govt services, and donors. The result of this concertation was a series of recommendations which covered all

aspects of cooperative development in Chad.

Following the concertation, in September 1992, a national committee was set up to follow-up the recommendations made during the national concertation. This committee is composed of a variety of government services, donors, cooperative organizations and NGO's. Regional committees were also set up. A key facilitator in the implementation of the recommendations and in coordinating with the national and regional committees is a technical advisor from the ILO (BIT).

These follow-up committees have only recently become operational in certain regions. They have the potential, however, to assist in the implementation of the information network between PO sellers and agricultural buyers (many members of the committees are already having the data forms filled out by the groups they work with). Already, during the field visits of this consultancy, a meeting was held with representatives of the regional committee in Sarh. This greatly facilitated the contacts with the local NGO's and government services working with PO's. As the information network evolves AMTT should evaluate how best to utilize the structure of these committees.

Promotion of a National Federation

Part of the planned strategy for promoting cooperative development in Chad is the development of a national federation of groups and cooperatives. The principle is that village based groups will form unions at the canton level, that these will form unions at the prefectorial level and that these will form the national federation. This strategy, like similar ones in other countries, looks good on paper, but is most likely to be ineffective and perhaps counterproductive in practice.

There are several problems. First, the strategy assumes that groups at the local level are interested in forming unions and that those unions will be able to serve them in a productive way. It is perhaps better to let local groups form unions only when they see a need. Second, it assumes that the unions will be representative of the members. Experience in other countries has shown that unions often become the personal affair of the few people who run them. Third, it is creating a four tiered bureaucracy which by its very nature is likely to be inefficient.

Perhaps a more realistic approach would be to develop an NGO promotion center for groups and cooperatives. This center's board of directors could be composed of representatives from NGO's, government services, and donors (PO's could also be represented if the individuals were truly representative). The center could (among other things) seek ways to develop improved national policies which would contribute to PO development in the field. The beginnings of such a structure may already exist with the national and regional follow-up committees.

CONCLUSION (SECTION II)

The AMTT project and USAID can contribute to the development of cooperative policies in Chad through their on-going dialogue with the Chadian government, NGO's, and other donors. In this context the following recommendations should be made

Concerning the cooperatives law.

- 1) revise the law so that it presents a single and simple structure that can serve as the legal framework for cooperative groups. Organizational rules and regulations should not be imposed on members. They should be free to define their internal structure according to particular needs and situations
- 2) simplify the registration process so that cooperative groups can register at the "registre du commerce (greffe de tribunal de premiere instance)" in the same way that commercial entities do
- 3) clarify in clear terms that administrative, political, and traditional authorities are prohibited from intervening in the activities of cooperative groups
- 4) state in clear terms the conditions under which cooperative groups are exempt from taxes.

Other issues

- 5) support the use of the regional follow-up committees for selected programs and policy initiatives with cooperative groups
- 6) promote the development of an NGO promotion center for cooperative groups (with a board composed of major organizations who are actively promoting cooperative development) instead of a national federation of cooperative groups

AMTT and USAID can also coordinate with the ILO cooperative development program and offer consultancy services in support of any of the above issues as needed

It should be mentioned that the issues brought up in Section II of this report do not directly affect the development of the information network described in Section I. The information network can function successfully with informal cooperative groups as well as those who are legally registered

APPENDIX 1
PEOPLE AND ORGANIZATIONS CONTACTED

LIST OF ORGANIZATIONS AND PEOPLE CONTACTED

NDJAMENA

NGO's/Govt. Services Supporting PO's

BIT (ILO)	Jean Sayinzoga
ORT	Wendy Ascher
INADES	Baldal Yanko
SECADEV	Pierre Faure, Moussa Idriss
CARE TCHAD	Bill Stringfellow, N'Goniri Gos
OXFAM	Dji Malla Gadjı
VITA	Ivan Ose, Guelmbaye Moussa
DRHFRP	Abderahim Ahmat, Aboubakar Ourde
AFRICARE	Tyrone Gaston
ACRA	Nicola Morganti

Buying Coops/Producer Organizations

AL MA-ACH	Mahamat Mai, other officers
COOPCOGEN	M. Enoch, M. Reoumbaye, M. Njemorlem
GPC	Sadick Djalal
ADERUMKA	Officers
UNIVERS/ P.NOUVELLE	M. Vatankhah (based in Moissala)

USAID/AMTT

USAID	Nguyen Hoang Son, Carol Adoum
AMTT	Bill Dalrymple, Y. Abdelwahid, Kohom Ngar-oné
PPEPA	Robert Haskell

SARH

BRA	S. Kladjim, N. Rotel
BELACD	Mr. Toyoum
CFPA	Mr. Madjastan
ORT	Nqarn Digliel
UFAP	Marsra Nango
ONDR	Jerome Nadjidjim

MONDOU

CFPA	Ngon Djelassan, Djassina Nambatingar
CFPA (LOGONE)	Hissene Haroun, Astam Marthe
ASSAILD	Fidele Djetetadjide
BELACD	Victor Maes, Blatar Masdoragar
ONDR	Marc Ngaba Mougnan
VITA	

BONGOR

Projet GTZ	Monika Midel
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APPENDIX 2
INFORMATION SHEET FOR PO'S

**FICHE D'INFORMATION POUR LES GROUPEMENTS, COOPERATIVES OU
UNIONS/FEDERATIONS CHERCHANT DES MARCHES POUR LEURS PRODUITS
AGRICILES**

Date: _____

Nom du group/coop: _____

Zone de production: _____

Personne de contact: _____

Adresse: _____

Telephone: _____

NATURE DE PRODUIT	QUANTITE VENDU AUX NON MEMBRES EN 1993	QUANTITE POSSIBLE A VENDRE 1994

Qui achète vos produits actuellement? _____

Etes-vous intéressé de faire un contrat avec des acheteurs pour la vente de vos produits? _____

Observations générales _____

APPENDIX 3
INFORMATION SHEET FOR BUYERS

FICHE D'INFORMATION SUR LES ACHETEURS DE PRODUITS AGRICOLES

Date: _____

Nom de l'acheteur: _____

Forme d'organisation (individu, coopérative, etc.) : _____

Personne de contact: _____

Adresse: _____

Téléphone: _____

PRODUITS RECHERCHES	QUANTITES RECHERCHEES	ZONES D'ACHAT ACTUELLES

Etes vous intéressé de faire des contrats d'achat avec des groupements ou coopératives?: _____

Observations générales: _____

APPENDIX 4
INFORMATION NETWORK REPORT FORMATS

APPENDIX 5
SAMPLE CONTRACT FORM

CONTRAT TYPE

Date: _____

Entre: _____

(reconnu comme L'ACHETEUR)

Et: _____

(reconnu comme LE VENDEUR)

LE VENDEUR accepte de vendre les produits suivants a L'ACHETEUR pour les prix indiqués:

PRODUIT	QUANTITE	PRIX UNITAIRE	TOTAL
		TOTAL	

Les conditions de la transaction seront les suivantes:

Endroit de livraison des produits:

Date (et l'heure) de livraison: _____

Mode de paiement: _____

En cas de non respect des clauses du contrat les parties peuvent avoir recours: 1) à l'amiable pour résoudre leur problème, ou; 2) aux autorités administratives compétentes.

Signé:

L'ACHETEUR

LE VENDEUR

DATE

DATE

APPENDIX 6
FOLLOW-UP LETTER

CAPAGRI

Centre d'Appui à la Promotion Agro-Industrielle

PROJET DE MARKETING AGRICOLE ET TRANSFERT
DE TECHNOLOGIES (AMTT)
IMMEUBILE DE LA COTONCHAD
BP 1128 TEL. 51 20 57 ou 51 20 56

À Djaména Tchad

1 Février 1994

Organisation

M. _____ :

Le projet AMTT vous remercie d'avoir pris le temps de nous rencontrer et discuter la mise en oeuvre d'un réseau d'information pour les vendeurs et acheteurs des produits agricoles. Nous pensons qu'avec l'appui de votre structure ce réseau contribuera à l'ouverture des marchés pour les groupements et coopératives.

Nous vous remercions aussi pour le remplissage des formulaires qui vous ont été laissés. Les données de ces formulaires permettront "l'opération de réseau" de démarrer. Dès que les premières listes des vendeurs et acheteurs sont produites nous vous enverrons une copie.

Nous pouvons aussi vous faire parvenir des copies de nos diverses études sur le marché des produits agricoles au Tchad dès qu'ils seront disponibles.

Merci encore pour votre collaboration et bonne continuation dans vos activités.

Kohom Ngar-oné
Projet AMTT

Frank Lusby
Consultant

APPENDIX 7

ROLE OF DATA COLLECTION PERSONNEL

**ROLE DES ENQUETEURS DANS LA MISE EN OEUVRE
D'UN RESEAU D'INFORMATION SUR LES VENDEURS
ET ACHETEURS DES PRODUITS AGRICOLES**

Le projet AMTT est en train de mettre en place un réseau d'information sur les vendeurs et les acheteurs des produits agricoles. Le projet sollicite votre concours dans certains aspects de cette opération. Ces aspects sont décrits ci-dessous:

1. Certaines ONG et structures d'état dans les régions seront contactées par AMTT concernant l'opération (certains l'ont été déjà). Ces organisations recevront des formulaires (voir exemple ci-jointe) et seront demandées de les remplir (ou de les faire remplir) pour les groupements qu'ils encadrent et qui commercialisent les produits agricoles.

Nous vous demandons de passer toutes les deux semaines chez ces organisations pour: 1) voir s'ils ont pu remplir les formulaires; 2) récupérer les formulaires remplis et les envoyer au bureau de AMTT (certaines organisations peuvent les envoyer directement); 3) les encourager de remplir les formulaires en cas échéant. La liste des organisations à suivre dans votre région vous sera communiquée si elle n'est pas encore établie.

2. Nous vous envoyons également un formulaire à être rempli par les acheteurs des produits agricoles. Ces acheteurs peuvent être des commerçants, des coopératives d'achat, des restaurants ou d'autres structures qui achètent des produits agricoles (à part le coton, l'élevage, et la pêche). Il faut identifier ceux qui ont un pouvoir d'achat assez important (au moins 50 sacs de céréales, par exemple).

Nous vous demandons d'identifier des acheteurs dans votre zone et de les aider à remplir les formulaires. Il faut leur expliquer les points suivants:

a. que l'objectif de l'opération est de faciliter le contact entre les acheteurs et les vendeurs (surtout les groupements qui vendent en gros).

b. que les informations qu'ils donnent seront communiqués aux vendeurs pour que ces vendeurs entrent en contact directement avec eux.

c. qu'ils recevront de leur part une liste des vendeurs pour qu'ils puissent les contacter directement s'ils le veulent.

Une fois remplis il faut envoyer les formulaires au bureau de AMTT situé à l'immeuble de la Coton Tchad, Ndjamena, B.P. 1128, téléphone 51.20.56.

Un système de rémunération est prévu basé sur le nombre des formulaires recues, bien remplies, et envoyées à l'AMTT:

1. Pour les formulaire des vendeurs (qui seront collectés surtout chez des ONG) vous recevrez 500F pour chaque formulaire collecté, y compris ceux qui sont envoyés

directement à l'AMTT par l'ONG. Un plafond de 5000F par ONG (équivalent à 10 formulaires) est fixé.

2. Pour les formulaires des acheteurs vous recevrez 750F pour chaque formulaire rempli et envoyé à l'AMTT (les acheteurs identifiés doivent avoir un pouvoir d'achat assez important pour qualifier). Un plafond de vingt fiches par enquêteur est fixé.

Merci pour votre assistance dans le développement de cette opération. Sa mise en oeuvre va compléter l'opération du SIM et permettra un meilleur écoulement des produits agricoles.

APPENDIX 8
SCOPE OF WORK FOR LOCAL CONSULTANT

TERMES DE REFERENCE POUR UN CONSULTANT LOCAL

1. Faire des visites dans certaines régions afin de:
 - a. contacter certaines ONG et structures d'état pour leur expliquer l'opération et leur distribuer des formulaires sur les vendeurs.
 - b. coordonner le travail de suivi des enquêteurs (les enquêteurs doivent suivre les ONG pour la collecte des formulaires sur les vendeurs et ils doivent remplir des formulaires d'acheteurs en concertation avec ces acheteurs).
 - c. distribuer aux ONG et aux acheteurs des rapports qui seront produits. Faire des précisions si nécessaire.
 - d. fournir toute assistance nécessaire aux vendeurs et acheteurs au cas où ils désirent négocier un contrat entre eux.
2. Coordonner la collecte des formulaires sur les vendeurs et les acheteurs. Cette coordination se fera avec les enquêteurs du terrain et le coordinateur du CAPAGRI.
3. Faire la saisie informatique des données sur les acheteurs et les vendeurs et produire des rapports périodiques.
4. Assurer la distribution des rapports aux ONG (pour les vendeurs) et aux acheteurs.
5. Faire une évaluation pour constater le nombre des liens entre vendeurs et acheteurs qui ont été facilités par le réseau d'information.

Ce contrat aura une durée de trois mois, renouvelable pour trois mois. Le consultant sera supervisé par le Coordinateur du CAPAGRI qui déterminera éventuellement le timing de suivi et les régions à visiter.

APPENDIX 9
FOLLOW-UP CONTACT TABLE

STRUCTURES A SUIVRE POUR LA COLLECTE DES FICHES

ORGANIZATION	PERSONNE DE CONTACT	NUMERO	BOITE POSTAL	OBSERVATIONS
NDJAMENA				
ORT	Wendy Ascher	51.36.71	B.P. 1179	Distribution à 14 groupements/ retourné dans une semaine
INADES	Baldal Yanko	51.40.24	B.P. 945	
SECADEV	Pierre Faure ou Moussa Idriss	51.44.53	B.P. 1166	
CARE TCHAD	Bill Stringfellow ou N'Goniri Gos	51.27.79	B.P. 106	
OXFAM	Dji Malla Gadji	51.60.58	B.P. 155	
VITA	Ivan Ose or Guelmbaye Moussa	51.40.00	B.P. 1109	
DRHFRP (CFPA's)	Abderahim Ahmat ou Aboubakar Ourde	51.28.98	B.P. 624	Distribution aux 4 Directeurs Regionaux qui vont distribuer aux CFPA's
AFRICARE	Tyrone Gaston	51.47.14		
ADERUMKA				Federations des groupements
ACRA	Nicola Morganti	51.24.66		
COOPCOGEN	M. Reoumbaye ou M. Njemorlen	51.24.14	B.P. 214	Acheteurs
AL-MA-ACH	Mahamat Mai	marché du ml	B.P. 709	Acheteurs
GPC	Sadick Djalal	51.42.15	B.P. 457	Acheteurs
SARH				
BRA	S. Kladjim ou N. Rotel	68.12.11	B.P. 211	
BELACD	Toyoun	68.14.62	B.P. 87	
CFPA	Madjastan	68.13.56	B.P. 228	

1-14

ORT	Ngarn Diglliel	68.14.95	B.P. 28	
UFAP	Massra Nango	s/c BRA	s/c BRA	
ONDR	Jerome Nadjidjim	68.14.06	B.P. 202	
MONDOU				
CFPA	Ngon Djelassan ou Djass. Nambatingar	69.14.20	B.P. 182	
CFPA (LOGONE)	Hissene Haroun ou Astam Marthe		B.P. 182	
ASSAILD	Fidele Djetetadjide	69.13.27	B.P. 35	Ils vont distribuer aux groupements de "UNION PREFECTURE"
BELACD	Victor Maes ou Blatar Masdoragar	69.13.84	B.P. 155	
ONDR	Marc Ngaba Mougnan	69.13.24	B.P. 249	
VITA	Ababaka Moustapha			Distribution à la coopérative de maraichage "KOUTOU"
BONGOR				
GTZ	Monika Midel	c/o GTZ Ndjamena 51.60.35	B.P. 17 Bongor	Retour des formulaires fin Fevrier

APPENDIX 10
FOLLOW-UP TASKS

FOLLOW-UP TASKS

- Confirm the choice of "enqueteurs" for the regional follow-up of NGO's and buyers and decide on their mode of payment.
- Send letters with the information forms to buyers who are outside of Ndjamena, Sarh, and Mondou (use AMTT's existing data base of these buyers).
- Prepare an announcement for the radio which explains to agricultural buyers and producer organizations how to participate in the information network.
- Recruit a local consultant (see proposed scope of work).
- Finalize the data base program.
- Follow-up the data entry process (with local consultant).
- Follow-up the NGO's and buyers in Ndjamena so as to collect all the information forms (to be done together by Kohom and consultant).