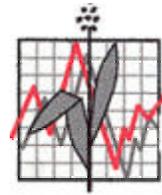




IITA



CMIS



## Micro- MIS Project

**Funded by CTA**

**Second Progress Report**

**January - March 2001**

**Compiled by: G. Okoboi and S. Ferris**

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**Summary and introduction**

Before the Micro-MIS project could strengthen its activities in Gulu, the district in which we had started implementing activities for pilot site 3, the insecurity that intensified curtailed our efforts. Not to be derailed from our primary objective of setting up pilot site three, the project considered it fit to relocate its implementation activities to the neighbouring district of Lira that is secure and it also has almost similar socio-economic settings like Gulu district. Consequently, after consultation with CTA, the project sponsors, the activities for pilot site 3 in Gulu were transferred to Lira district with minimum interruption.

Therefore, in the second quarter, the Micro-MIS project was generally engaged in the project implementation activities in all the three pilot sites. This report therefore details the activities that have been accomplished or are on-going under the project.

The activities in the second quarter included; market information collection, inputting, processing, analysis and dissemination. The information is collected from the pilot sites, processed at the IPC (Kampala) and is disseminated mainly through radio in the local languages. The radio coverage is good, making it possible for MIS project market information to reach most of the stakeholders in the three pilot sites. However, a financial gap has disabled us to broadcast all the proposed programmes.

In this quarter, the project has been active in linking farmers to the market. The project coordinator in conjunction with the marketing officer of WFP have had trips to the farmers' groups to identify groups that can supply WFP and to sensitise them on WFP tender procedures. While in the pilot sites the field agents have also been active in identifying buyers to procure produce from the farmers.

The project has started setting up listeners groups that will monitor, evaluate and advise on the project market information radio broadcasts.

The coordinator of the project has started monthly monitoring tours to check on the activities in the pilot sites.

## **PROJECT IMPLEMENTATION**

### **Data Collection**

The Micro-MIS project is collecting mainly localised quantitative and qualitative market information from the target markets in the pilot sites. This localised data is supplemented and augmented with the information collected and processed by the Macro MIS service from over 19 districts. The Micro-MIS quantitative data is being collected largely from the traders in the assembly and wholesale markets. The traders are also providing valuable information on the trading activities in their areas of operation (like which agricultural commodities are on demand, where supplies are from, etc.); factors that may be facilitating or hindering their efficient levels of trading (like availability/lack of credit, transport, unfair competition, etc.); the state of the roads on which they ply to get their supplies and on issues like estimating the volume of produce that the traders may be storing relative to that of the farmers.

At the farming level, the field agents interact with farmers at their individual level and/or in their group activities of farming and/or marketing. At length the farmers divulge information to the field agents on the farming activities in their area, the current prices that the traders are offering them for their produce, the food security condition in their area, etc.

The field agents also interact with small-scale food processors such as the grain millers who also provide interesting information about their trade, sources of their raw materials, the buyers of their flour and the competition in the business.

Working as the market information service extension agents, the field agents do inquire from the small-scale farmers, traders and processors about the Micro-MIS radio broadcasts. Whether these stakeholders do listen to the broadcasts, whether the broadcasts come at a convenient time, if they like the information and make use of it. Furthermore, the field agents also request the people they have interacted with to suggest other types of market information that they would like to listen to.

The monthly monitoring tours carried out by the Micro-MIS project coordinator as well reach all levels of the market chain to meet with the market participants. In this way the coordinator too collects market information, evaluates the market information service extension activities of the field agents and checks on the accuracy and reliability of the information the IPC receives from the MIS field agents.

### **Data Input and Transfer**

The data collected by the field agents is input in the computers they have been provided by the project and then it is emailed or faxed to the IPC. In most cases, the field agents have been able to send data on a consistent and timely basis. However, there are incidences when they are unable to send on time due to power and/or telecommunication breakdown.

### **Data Processing and Dissemination**

The data received from the field agents is input in a database using the FEWS price data manager software, which interfaces with MS Excel for the tabulation and analysis of the information.

The qualitative comments accompanying the Micro-MIS market price data are augmented with other comments and data collected nationwide by Macro-MIS. This amplified information is what is used for writing of a weekly 15-minute radio script. Other input into the radio script is sometimes obtained from Internet sites like Public Ledger to which the FOODNET project subscribes to; SAFEX a South African agricultural commodity trading database and from the FOOD and BEVERAGES newsletter e-mailed to MIS project fortnightly. See [Appendixes 1-11](#) for radio scripts

The dissemination of Micro-MIS market information is principally two-fold. The primary method is through radio broadcasts. The project is broadcasting market information on a weekly basis on Radio Uganda Butebo FM channel and Radio Lira. See [Appendix 12 for timetable of broadcasts](#). This information is being broadcast in the local languages of Lusoga, Lumasaba and Kupsabinyi on Radio Uganda Butebo FM channel and in Luo on Radio Lira. The advantage of using the local languages is that most of the small-scale farmers, traders and processors are not well educated to listen to broadcasts in English. Thus they prefer to listen to an informative program in the local languages they can easily follow, associate with and accept it as one of their own.

The second way of disseminating market information is through the use of e-mail and fax. through this channel, we send tabulated wholesale market prices and weekly radio scripts to our field agents in the pilot sites and to Irish Fund for Co-operative Development (IFCD)/CEDO offices in Rakai district. IFCD is working with members of over 30 co-operative societies in the districts of Rakai and Masaka and it is through this same structure that our field agent is operating in Rakai pilot site. as the micro-MIS field agent and the IFCD staff travel to field to meet with the farmers and traders, they carry with them among other things, MIS market information. likewise, our field agents in the pilot sites in the districts Jinja and Iganga, and Lira are also regularly consulted by farmers and traders they interact with about how they can get the best deals for their produce they would like to sell or buy.

Apart from receiving market information through IFCD and Micro-MIS field extension staff, the farmers, traders and food processors in Masaka and Rakai like in all other districts of Buganda region, receive weekly market information broadcasts through Central Broadcasting Service (CBS 88.8 FM) radio station. This market information is provided and sponsored by the Macro-MIS project.

### **Radio Coverage**

Radio Uganda Butebo FM channel that the project has contracted to broadcast market information programs in the local languages for the Eastern region of the country has a wide footprint that covers most of the Eastern and North Eastern districts of Uganda. This station is even having a transmitter in Kampala that helps us to tune in and track our market information programs for pilot site 1 as they are aired.

As for Lira Radio, its transmission is picked in the whole of Lira district and other surrounding districts of Apach, Gulu and Kitgum. Accordingly, this radio station that we are using for broadcasting market information mostly reaches all the stakeholders in pilot site 3.

As mentioned above, the stakeholders in Rakai and Masaka receive MIS project market information through CBS 88.8 FM and on Radio West.

Thus, the stakeholders in all the three pilot sites can ably get MIS Micro and Macro project market information through the above radio stations.

**Financing of Radio Airtime**

The Micro-MIS project in partnership with Marco-MIS project and Uganda National Farmers Association (UNFA) have financed part of the overall costs for Radio Uganda Butebo FM channel to host the weekly 15-minute market information for a year as per the contract we have signed with Radio Uganda. UNFA has now invested its whole market information dissemination budget of \$5,000 provided by DANIDA into the Micro-MIS project market information dissemination component.

Although we had proposed to have a 2-minute broadcast of market prices three times a day five days week in the local languages we are currently airing the 15-minute programmes, this arrangement has not taken off because of limited funds. While we are trying to incorporate market price broadcasts of different commodities from different districts in the 15-minute weekly programme, this time is very little compared to volume of market information that is available for broadcasting in the week.

Thus the issue of financing all the proposed radio programs is still hanging in balance. Our discussion with the National Agricultural Advisory Service (NAADS) seeking additional funding for broadcasting has not yet been fruitful. Furthermore, our lobby to the Ministries of Finance, Agriculture and Communications to get some free airtime on the national radio has also not yielded. However, consultations are still in progress.

**Assisting Farmers Link with other Markets**

For a small-scale farmer to sell produce beyond the farm-gate he/she must be having surplus beyond his/her subsistence needs and the market beyond must be attractive enough basing on the information that farmer has. On other hand for potential big buyers to be able to go out with trucks/lorries in the rural trading centres and villages to buy produce, they must be assured of sizeable volumes to fill their trucks. With this dilemma, we can say that the project has been able to help only farmers with ample supplies to link with potential buyers in two ways.

First, the project field agents especially the one in Jinja-Iganga area has been able to secure buyers of maize grain for some farmers groups in the area. The table below shows the farmers' groups that our field agent was able to help to link with the buyers and the commodity and quantity that they sold.

**Table1: Farmers' Groups that were to Buyers in Jinja and Iganga District**

<b>Name of Farmers' group</b>	<b>Location of group</b>	<b>Produce sold</b>	<b>Quantity sold</b>	<b>Buyer of produce</b>
Nawampanda Farmers' group	Butagaya Sub-county-Jinja	Maize Beans	70 Tonnes 7 Tonnes	Kakira Sugar factory
Budondo Bwavu Kabi society	Budondo Sub-county-Jinja	Maize Beans	40 Tonnes 10 Tonnes	Kakira Sugar factory
Lubani Tuyambagane Mubizibu group	Butagaya Sub-county-Jinja	Maize Beans	60 Tonnes 5 Tonnes	Private buyers Kakira sub-county & schools
Buwenge Youth group	Buwenge Sub-county-Jinja	Maize (white) Maize (yellow) Beans	85 Tonnes 1 Tonnes 4 Tonnes	Jinja college Kakira sub-county Jinja produce agent
Lambala Savings & Credit, Marketing society	Lunzinga Sub-county-Iganga	Maize Beans Rice	60 Tonnes 3 Tonnes 10 Tonnes	Private buyers Busoga college Butiki college

The field agent was able to link the farmers to the buyers because the project has facilitated him with a motorcycle that he uses to move to meet the farmers, traders and processors within these districts to assess their marketing needs and to collect and disseminate market information.

Although farmers' groups with produce were available and potential buyers could be identified, sometimes the two could not conclude the purchase deal because the buyers' price quotations significantly differed from the sellers' price expectations.

While big produce buyers like WFP, CEI, CTI and other traders were willing to buy the farmers' maize stocks in Jinja and Iganga at the prevailing wholesale price of 200-220/= per kilogram, the farmers declined to sell preferring to store their maize up to the end of April to mid May 2001 to which they expect to sell between 250-270/= per kilogram.

The IDEA project monthly traders' meeting estimated that up to 40-60% of maize and beans was still in the stores of small-scale farmers, traders and farmers' groups by the end of March 2001.

The project co-ordinator together with the marketing officer of WFP have been going to the field to evaluate potential farmers' groups that can supply WFP with maize. See [Appendix 13](#) for field verification report.

The second way the project is linking farmers to the market is by providing of market information through weekly radio broadcasts and through the field agents who are the market information link between the IPC, traders and farmers. Providing this information is not synonymous to directing farmers/traders to the existence a market for sell/purchase of their agricultural produce but it gives the concerned parties an approximately accurate view of how the market is like in those mentioned districts. This information just gives the market participants a lead clue to follow to achieve their desired objectives.

The project recognises that the best way small-scale farmers can engage in agricultural production and marketing and get better incomes is for them to initiate group farming and/or marketing of their produce. By marketing individually, the small-scale farmers have very low volumes that cannot attract big buyers let alone higher prices.

With this in mind, the project is encouraging small-scale farmers to highly consider the issue of group marketing with the objective of improving their incomes. Currently there are a few groups that have shown that this is possible and that it is much better than individual struggles.

Thus the project has started training farmers groups in Jinja and Iganga districts that have exhibited great interest in copying ideas of successful farming and marketing groups. See [Appendix 14](#) for details of the workshop held in Budondo sub-county, Jinja district.

Furthermore, the project is to encourage other individual farmers in other districts like Mbale and Lira to start group activities by organising for them visits to, see and learn for themselves how successful farming and marketing groups humbly started, expanded and how they are benefiting from these activities.

The resource persons to facilitate the workshop were lead persons from successful farming and marketing group of Nakisenye Adult Literacy Group who have even developed a training manual on group farming and marketing activities, agricultural economist/trainer and a cooperative officer from Jinja district. Other personnel were from the MIS projec.

In our next training programmes for other farmers/traders in other areas, we shall involve officials of IFCD/CEDO who have championed and revived the collapsed co-operatives in Masaka and Rakai, ACDI/VOCA Business and Finance Training Unit (BFTU) that has also developed a training product “Farming as a Business”. The BFTU central theme is that the “acceptance of subsistence agriculture farming is equivalent to the promotion of sustainable poverty”.

### **Setting up of listeners groups**

The project has started setting up listeners groups in the pilot sites where market information being broadcast through radio. The first listeners group was organized in Budondo Sub-county, Jinja district after the project organized a farmers/traders workshop on 30<sup>th</sup> of March 2001. See [Appendix 14](#) for the workshop details. Other listeners group will be formed in other sub-counties of Jinja, Iganga, Mbale and Lira districts where the project is having market information programmes on radio. In Rakai and Masaka district, where the Macro-MIS has radio programmes, there are already valuable listeners who tune in to these programmes and when we go to the field, they update us with their critique, compliments and suggestions about the broadcasts.

The purpose of setting up listeners groups is to involve the stakeholders themselves in monitoring and evaluating the market information radio broadcasts and advising us any aspect relating to these programmes.

### **Monitoring Tours**

The project coordinator has started monthly visits to the pilot sites to see things for himself. These visits involve first the coordinator meeting with the MIS field agent in the pilot site, and then the agent takes the coordinator to the field to meet various farmers, traders, processors, and farmers’ groups. These various stakeholders may be met in their homes,

markets, stores, processing places or any other place as the case may be. See [Appendix 15](#) for the field reports.

## Appendix 1

### 15 Minutes Radio Program

Duration: 15 Minutes

Date: 13/12/2000

Author: Okoboi Geofrey

#### Background

**Anchor** Briefly tell the listeners what is MIS project about?

**Respondent** The MIS project is section of International Institute of Tropical Agriculture (IITA). IITA is an international research organization in Sub Saharan Africa with head offices in Ibadan, Nigeria while MIS is a local research project. The MIS project has two components. That is, the Macro and Micro component. We shall talk about these components later.

**Anchor** but what is market information service?

**Respondent** market information service is indeed a service, which involves the collection on a regular basis of information on prices, and in some cases, quantities of widely traded agricultural products from rural assembly markets, wholesale and retail markets, as appropriate and dissemination of this information on a timely and regular basis through various media to farmers, traders, consumers, government officials, policymakers and others.

The collection and dissemination of market information may also include information on the weather conditions, state of the roads, expected harvests, practice of producers and traders, etc because all these affect the supply and demand of agricultural products on the market.

**Anchor** what is the MIS project doing?

**Respondent** This project collects, documents and analyses market information from various districts in Uganda and disseminates it to various people and organizations using various means. Such as the radio, Newspaper, E-mail, Internet, Fax, verbally, etc.

The market information we collect and disseminate includes

- Current wholesale and retail prices of various agricultural commodities
- Demand and supply conditions in various markets in various districts
- Information on the weather conditions, state of the roads, expected harvests, practice of producers and traders, trade news and market gossip etc because all these affect the supply and demand of agricultural products on the market.
- Who and where the buyers of certain agricultural commodities are, their contacts, what they deal in, their packing and delivery conditions, etc..
- Long-term/historical data that depicts price trends over time.

**Anchor** what is the Usefulness of market information?

**Respondent** A number of farmers, traders, processors or consumers make a lot of decisions in their lives and businesses even without recognizing. For example you may decide to not to sell your beans now or you may decide to have a meal of posh instead of matooke for supper. For you to decide on this or that is based on a reason. Therefore market information helps you in a number of ways.

➤ **Market information can guide you to decide where to sell.**

- (E.g. sell at farm-gate [home]
- Village market [village]
- Assembly market [trading center]
- And wholesale market [town].
- Sell directly to individual consumers
- Sell directly to urban consumers
- And also in which market. Owino, Kisenyi or Nakawa market?

➤ **Check on the prices you are getting.**

- Are you negotiating well with the traders! Price broadcasts give a basis of negotiation.
- Are your agents in the wholesale market getting you a good deal for your produce!
- Is the quality of your produce similar to that of other producers, traders, etc

➤ **Decide whether or not to store.**

- Farmers, traders can decide to store produce for a number of months if they think the price will go up.

➤ **Reduce the risks as sociated with marketing**

- Knowing prices helps the farmers decide whether it is worth sending produce to the market. The price of produce may be lower than the costs involve in its production, therefore it is consuming you food than selling it cheaply.

➤ **Historical data (price trends) reveals the periods when prices of certain commodities are highest, average or lowest.** This information is important for farmers to make decisions whether to grow or not to “grow out of season”.

- Using modern farming techniques (e.g. irrigation), a farmer can harvest crops when prices are highest.

➤ **Market information on various crops gives an opportunity for a farmer to decide whether to grow different crops.**

- The farmer can decide whether to grow different crops with higher prices but must consider the costs of producing the crops (profitability).
- Or farmer decides to continue with same crops

• **Developing trade**

Market information not only informs farmers of new production possibilities, it can also inform potential traders of trading opportunities. This can increase the number of market outlets for farmers and lead to greater competition among traders in a given area.

• **Statistical and planning purposes**

Assisting in government planning-

Identifying food security problems- prices changes can provide indication or confirmation of localized food shortages. Very high prices in some locations (districts) compared to others certainly imply scarcity of commodities in those specific places.

**Special advertisement:**

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**Appendix 2**

**15 Minutes Radio Program**

Duration: 15 Minutes  
Date: 05/01/2001  
Author: Okoboi Geofrey

**Theme: The Local Market for Agricultural Produce in Uganda**

**Qn. What do the farmers say about marketing of their agricultural produce?**

A number of farmers and small-scale traders we have been able to interact with have persistently asked us whether there are buyers who can offer better prices for their produce.

Our answer to this question is yes, there many organisations, institutions, processors and individuals who buy produce in Uganda. But when we further detail the terms and conditions that these buyers attach for them to buy their produce, these farmers and small-scale traders back away saying that the terms and conditions are stringent.

**Qn. Who are the main buyers of agricultural produce in Uganda?**

The main buyers of agricultural produce (maize grain, beans) in Uganda include the following:

1. Relief organizations working in the country such as World Food Programme (WFP), Catholic Relief Services (CRS), International Red Cross (IRC), etc.
2. Commercial produce buyers such as Magric, Commodity Exports International (CEI), Afro-Kai, etc.
3. Public and private institutions like the Uganda armed forces (army, police, prisons); schools, hospitals, etc.
4. Human and animal food processors e.g. Maganjo grain millers, Uganda grain milling Co. and other various flour and animal feed making millers.
5. The local population.

**Qn. Have many of our farmers sold their agricultural produce to this enormous market to benefit directly?**

Although the first four mentioned markets above for agricultural produce exist, almost none of the farmers and small-scale traders have ever been able to supply it. These markets require some minimum terms and conditions, which must be fulfilled before a farmer, or trader is able sell agricultural produce to this market.

**Qn. What may be some of the requirements for one to supply such organisations and institutions?**

1. **Quantity:** these big organisations usually source their supplies in tonnes (over 1,000kgs) while most farmers and small-scale traders may only afford to sell a few hundred kilograms. So these organisations (WFP, CRS etc) only do business with high tonnage suppliers only.
2. **Quality:** most of the international relief agencies are very strict on the quality of produce they procure. These organisations prefer single colour produce that is very clean, sorted, no pests and of specific moisture content (usually between 12-14%). These qualities are very difficult to achieve by the farmers and small-scale traders.
3. **Produce delivery conditions:** Most of the produce buyers the sellers to deliver produce to the buyers' stores, which are usually in Kampala and other major towns in the country. However, most of the farmers lack the capacity to move big volumes produce from their villages to the buying centres in towns.  
Although some major buyers may accept to fetch produce from the sellers' stores, most have been disappointed by the volume that they may at the stores.
4. **Payment conditions:** Most, if not all the major produce buyers prefer to pay for purchases by cheque on delivery or after a few days of delivery. But most of the farmers in Uganda prefer selling their produce cash basis with minimum delay in payment. This puts the farmer (seller) and buying organisations at the opposite ends of transaction settlement preferences.
5. **Business formalities:** some of big produce buyers like WFP may require the suppliers of produce to fill in tender forms and sign contracts. These business formalities usually discourage small-scale farmers and traders from competing for this huge produce market.

All the above factors (requirements) act as a big impediment to the efforts of farmers and small-scale traders to market their agricultural produce to the bigger produce-buying firms other than to the scrupulous village trader.

**Qn. What is the way forward for our farmers to be able to supply produce to such bigmarkets?**

It would be naïve for me to start making suggestions of the way forward in the few minutes remaining, however, in a few words, all I can say is that farmers should organise themselves in farming and marketing groups in order to overcome the obstacles to marketing their agricultural produce.

The issue of group marketing is a new concept that has surfaced after the collapse of cooperative societies in Uganda. It is the issue that we shall talk about next time to know some of the advantages of group marketing in the new era produce selling in Uganda.

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### Appendix 3

#### 15 Minutes Radio Program

Duration: 15 Minutes  
Date: 13/01/2001  
Author: Okoboi Geofrey

#### **Theme: Marketing costs**

##### **Background**

For farmers to benefit from agriculture, they must consider farming as a business for which they are undertake to gain or lose when conditions are unfavourable.

Therefore for a small-scale farmer and trader to profit from the farming business, they must be able to understand and calculate the production and marketing costs.

Today in this programme we are going to talk about the marketing costs. We are going to identify the different types of costs that a small-scale farmer and trader may face when marketing their agricultural produce.

For produce to move from the farmer to the consumer, there are costs involved. These costs can simply be the time spent while selling your produce or the costs may involve spending money.

More often people may ask why the price of a product (e.g. beans) in a shop is so much higher than the price paid to the farmer. It is because the costs involved in marketing are not always fully understood. That is why I want to talk about marketing costs today.

**Anchor** can you outline for the listeners the various types of marketing costs you are talking about?

**Respondent** the marketing costs that the farmers, traders and processors may face before the produce reaches the consumers are:

1. Produce preparation and packaging costs
2. Handling costs
3. Transport costs
4. Product losses
5. Storage costs
6. Capital costs
7. Fees, commissions and unofficial payments
8. Prices and margins.

Therefore for the retailer to sell any produce and be able to get a profit, he/she has to add all the marketing costs to the purchase price of the produce in order to come-up with the retail price of the produce, which is often several times higher than the price paid to the farmer.

**Anchor** I would like you to detail for our listeners to understand how each of these marketing costs enter into the price chain of the produce

**Respondent** through this and other programmes, we shall detail fully the costs that are involved in the marketing activities we have outlined above.

### **1. Produce preparation and packing costs**

Before produce is delivered to a buyer;

- It must be cleaned (winnowing) to remove foreign matter
- Sorted to remove rejects and non-sellable produce
- Graded to separate produce into similar sizes, colours and qualities.

All these activities aim at increasing the quality hence the market value of the produce.

Now these preparation activities of cleaning, sorting and grading of produce involve the use of the farmers' or traders' own energy and time or money, which is the cost.

To the small-scale farmer and trader who does all these activities by himself/herself with the help of the family labor, the cost is the time spent doing this work and the fatigue and strain that they endure in the course of doing this work. This cost if translated into monetary terms is considerable although it is a hidden cost to farmers. However, for traders who may hire labor for such work, the amount of money they pay for the hired labor becomes part of the direct marketing cost in their business.

Apart from cleaning, sorting and grading, produce has also to be packed in convenient containers for it to reach the buyer in a good condition. The most common way of packaging produce especially maize grain, beans, millet etc. is by the use of sacks (gunny bags). Certainly packaging sacks cost money to obtain.

Although packaging of produce may attract a cost, it is nevertheless an important activity in produce marketing.

- Packaging of produce provides a convenient way of handling and transporting it. For example, it is much easier to transport maize or millet grain packed in bags than to pour the grain into the lorry truck.

- Packaging provides protection to produce. Packing of produce protects it from direct sunlight, rain or other bad elements that may destroy the quality and/or reduce the quantity of the produce. For example, it is important to pack maize flour in very good bags so that it does not get into contact with sand, which badly compromises its quality.

- Packaging is also an important way of dividing produce into convenient units for sale. For example packing of maize or beans in 100kg bags is convenient for wholesalers who want to buy produce in known quantities while packing it in smaller units is appropriate for retail sellers. Furthermore, packing of produce or other products makes it attractive to consumers.

### **2. Handling costs**

Another important cost, which may however be overlooked, is the handling cost. As produce moves from the farmer through the wholesaler to the retailer and finally to the consumer, it is loaded, unloaded, packed and repacked a number of times. This activity of loading and unloading, packing and unpacking is what we referring as the handling of produce. At wholesale buying centers in urban areas, labourers usually charge a fixed fee for each sack of produce loaded or unloaded from a truck and the people packing or repacking produce in bags also charge a fee for the service. The greater the activity, the higher the handling cost of produce.

### **3. Transport costs**

Transport costs are incurred by the farmers when they take their produce to the market and by traders as they move produce down the marketing chain. In most cases transport costs are a direct financial outlay from the farmer/trader to the truck owner. However, in other instances

especially in rural areas, transport costs are indirect or hidden. For example when a farmer or trader uses his own bicycle to transport produce himself to the market. People may think that there is no transport cost involved, however, the cost is there and it ranges from the wear and tear on the bicycle used, the energy used to ride/push the bicycle, the time spent transporting your own produce. When all these indirect costs are monetised they can be substantial.

So it is important for our farmers and traders to understand these indirect transport costs for them to be able to effectively calculate the likely transport costs they may incur in the process of transporting their produce for sale.

In most cases, it is the transport costs that have hindered the farmers from transporting the produce from the homes to the major wholesale markets in urban areas and cities and instead prefer to sale their produce at their home/farms. The best way farmers can be able to use motor vehicle transport is for the them to transport their produce as group. Where farmers come together as a group of 10 or 20 farmers a hire one truck to transport their produce. In this way the cost of transport is divided among the group which become easy to pay.

Next week we shall talk about other costs that we have not been able to cover because of time. So you can see that time is also a cost to us because we cannot continue with our program.

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**Appendix 4**

**15 Minutes Radio Program**

Duration: 15 Minutes

Date: 8/2/2001

Author: Okoboi Geofrey

**Theme: Marketing costs continued**

**Background**

Today's program is a continuation from last where we talked about how marketing costs influence the selling price of produce. Last week we were able to see how the produce preparation and packing costs, handling costs and transport costs affect the farmers ability to sell his/her produce to better markets than at farm-gate.

In this programme we are going a step further to look at other marketing costs that a farmer or trader may incur in the process of selling his/her produce.

**1. Product loss**

One of the many reasons why traders charge very high prices for produce is that they incur high product losses during the marketing chain as produce moves from the farmer through various markets before it finally reaches the consumer.

A simple question to ask ourselves is, if a trader buys 100 kilograms of produce from the farmer, how much of that 100 kilogram will he actually end up selling? Take an example of a trader buying 100kg bag maize grain from Kapchorwa with the intention to sell it to Lira millers in Kampala.

- During the packing, some grains may spill to the ground hence reducing the weight. Also while loading the maize grain bag to the truck for transporting, the bag may be unintentionally punctured, leading to further spillage of the grain on the truck.
- The maize grain bought in Kapchorwa may be half dry and yet Lira millers want maize grain that is dry with moisture content of not more 13-15%. Hence this trader has to spread the maize grain under the sun to dry it to the required standard. But while drying, goats, poultry, etc. may also eat away some grain. This of course reduces the kilograms. But worse of all, by the time 100kg maize grain dries to the required moisture content, our trader may have lost well over 10kgs. Therefore what should the profit seeking trader do? He simply has to add all the marketing costs he incurred (which includes the number of kilograms that have been lost from the original 100kg bag) to the purchase price, and then he has to set the buying price of the remaining main grain at a price such that he also gets a profit after all his struggle. This is why the selling price of a trader is far different from his buying price of the farmers produce.

In the above example of a maize trader, we have seen a little about how product loss can occur consequently leading to higher prices for produce.

Now let us look at some of the causes of product loss that a trader may face.

- One of the biggest causes of product loss is when traders buy more than they can sell to the buyers. When there is surplus, physical losses will be high and traders will have to sell at a loss. For example when traders buy more perishable (cabbages) than they can sell, the cabbages may rot or wither depending on the weather conditions hence a loss.
- Also the way agricultural produce is harvested and handled means a lot to the eventual loss that a trader may face when he buys that produce. For example suppose a banana, is badly harvested whereby some fingers are cut and thereafter it is badly handled leading to further bruising of other fingers, then such a bunch may take long before it rots. Also when the banana is kept all day in the sun, then it will ripen quickly. What does this mean? It means that the bananas that rot and ripen cause a high loss to the trader so he has to hike the price of the one that are okay in order to get a return on his capital.
- Another reason why traders may incur high product loss is due to bad packing of their produce. For traders to transport their produce, they usually hire a truck for a fixed amount from one location to another. These traders usually overload the truck hoping to save on the transport costs. However, let us again consider an example of the banana trader. Suppose a TATA lorry is overloaded with Matooke, how good will the first bunches on the floor of the truck be? Badly bruised. Loss in quantity and quality.

Another scenario is where the truck owner charges a fixed amount per bag. In this case traders over pack the bags hoping also to save on the transport costs. However, the damage that the produce will sustain may lead to product loss that exceeds the false transport cost savings the traders anticipated.

The nature of the transport system that the traders use may also inflict heavy damage to produce thereby leading to losses of produce. Take an example of bad roads. If the road is very bad, vehicles carrying produce may get stuck or breakdown for many days. This may lead to the ripening of the entire consignment of bananas or the rotting of fresh potatoes, etc. This will be a very huge loss of produce by the trader.

- Bad storage and over storage of produce will also lead to product loss. Produce that is stored needs to be fumigated to control it from pests. Also produce needs to be stored in a place to infestation from rodents and thieves. However, if produce is not stored well it will be attacked by pests, rodents or stolen by thieves leading to a big loss. Take an example of maize grain; if it is put in bags and stored without fumigation, it is likely to be destroyed by maize weevils, which affect the quality and quantity of maize grain.

Storing produce for a long time may also affect its quality. For example, storing millet grain for a long time makes it appear black i.e. different from its normal colour. The millet does not also germinate therefore unsuitable for seed and making yeast. Therefore a trader or farmer who stores produce a long time may end up selling it at a loss.

## Appendix 5

### 15 Minutes Radio Program

Duration: 15 Minutes  
Date: 14/2/2001  
Author: Okoboi Geoffrey

#### Theme: storage of produce

- Why people store produce
- Advantages of storing produce
- Costs of produce storage

#### 1 Why people store produce

Farmers and traders store produce for various reasons.

The farmers normally store their produce with long term motives while traders store produce for short-term periods.

- Farmers store produce for future consumption during the period of scarcity (food security).
- Farmers also keep/store produce for future use as seeds for planting
- In the short-term, farmers mainly store produce to guard it against bad elements of weather like excessive heat or rain; thieves; rodents; insects and pests.
- Some farmers also store produce for economic gain. That is store produce with expectations of selling at higher prices.
- However, it is the traders who mainly store produce for economic gain. Usually, the trader will buy large quantities of produce during the harvesting time and stocks (he just puts this produce in the store). Because of the speculative nature of traders, he will keep this produce expecting to sell it during times of scarcity when produce prices are high.

- At the agro-industrial level, processors store produce to guarantee regular and continuous supplies of raw materials for their industries.

### **What are the advantages of storing produce?**

As I have mentioned above why farmers and traders store produce, it means that there are advantages of storing produce.

Storage is a very important component of food security both at family and national level.

Families store produce to ensure that there are adequate supplies of food for the family all year around. It known that there is either one or two seasons for growing crops in Uganda but consumption is a continuous activity. So for a family to balance its consumptions needs with its production capacity, it has to store the excess out put to be consumed in periods where there is no production.

Furthermore, in the past years the family was socially respected according to the number of granaries of various produce that the family possessed. Therefore in the village even if the family had money to buy food the members of the community despised such a family if it lacked food stores.

At the national level, it is important for country to have it own food reserves to guard against famine during periods of drought. We have seen situations where a certain district is faced with famine and the government disaster ministry and relief agencies have to send relief supplies to that district. Now if our country had no food reserves, the country would spend foreign exchange to import food for its population and it would take long before the food arrives.

Traders storing produce to sell at a later time when produce is scarce and prices are high has advantages to the consumer and the trader himself.

To the consumer, the advantage is that he will be able to get a regular supply of the commodity although at a higher price.

To the trader, the advantage is that he will be able to get a return to his investment.

### **Are there any storage costs involved?**

Yes there are various costs that are associated with storing produce up to the time that that produce is sold.

- To store produce, you may hire a store/warehouse or use own facility. For a hired facility, the cost is the rent you pay the owner. However, for a farmer or trader using his own facility as a store, the cost is less direct but involves such factors as income foregone if the facility was to be rented out, the depreciation on the building, utility costs and maintenance of building.
- The other cost of storing produce is the expense incurred to maintain the quality and quantity of produce. For example an amount will be incurred to hire security to keep off thieves, buying pesticides and chemicals to check off rodents and pests that destroy the quality and quantity of produce.
- Now suppose the farmer or trader storing produce did not use security to guard his store, pesticides and chemicals to check off the rodents and pests; then if the produce is not stolen, rodents and pests may destroy it. The loss of quality and quantity while produce is in store is also classified as a cost. In some cases it may be considerable especially for fresh produce however, in other incidences, it is negligible once precaution is sought.
- Let me also talk about the financial cost, which may be mostly understood by the traders. Once a farmer or trader store produce, it means that all the money that was used to purchase that produce is now locked up in the store. If that money was got from the

bank as a loan, then the loan amount is attracting interest in the bank when no transaction is taking place. If the trader fails to sell the produce at a profit, then he may not be able to pay off the loan and the accumulated interest. This is a serious loss, which may lead to the seizure of the mortgaged property of the trader.

Therefore, people who think that buying and storing produce for economic gain is a simple activity should rethink again. Like any other business, buying and storing produce to sell in future is a risky business, which should be undertaken with caution.

Any trader in produce should have up to date market information about the demand and supply trends of produce in the whole country. For example, a trader may buy from an expensive source before getting all the required market information and after a few weeks, cheaper produce comes to the market from another district. In this case the trader who bought produce expensively stands to lose.

That is why in our first radio broadcasts; we said that market information is very important for traders. It makes them aware of the prevailing prices of various commodities in different districts and it further helps traders to forecast the likely prices in the near future.

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## **Appendix 6**

### **15 Minutes Radio Program**

Duration: 15 Minutes

Date: 21/2/2001

Author: Okoboi Geofrey

### **Theme: quality and quantity requirements of the major produce buyers**

- Who are the major buyers we are talking about?
- What are their quality and quantity requirements?
- Where do they buy their produce and who do they supply?

#### **1 Who are the major buyers we are talking about?**

In one of our past radio program we talked of the existence of a big market for the farmers produce which however, is not easy for our farmers to penetrate.

Apart from the small-scale village traders, we said there are other large-scale buyers of agricultural produce. These are divided into two, that is;

- International relief organisations like World Food Program, Catholic Relief Services, International Red Cross, etc
- International commodity traders like Magric (U) Ltd, Afro-Kai, Commodity trading International, Commodity Export Import, etc.

#### **What are their quality and quantity requirements?**

Because of the large-scale relief operations that international relief agencies handle, which may extend for several months, they usually procure agricultural produce in very large quantities. This in turn forces their regular suppliers to stock huge volumes of produce.

This means that most of these big companies buying agricultural produce only do business with individuals and companies that can supply them in several tones at one time

Another issue is that of quality. Because most relief agencies are international, they buy only high quality produce that is deemed fit for human consumption on international standards.

This means that for one to supply such a big market, he/she has to fulfill the attributes of high quality produce such as the following.

- **Moisture content:** there are internationally recognized maximum levels of tolerance as far the amount of moisture in produce (grains, legumes, etc) is concerned. This is what most international commodity buyers require. For example the Codex standard for the moisture content of maize 15.5%.

To be able to determine the level of moisture in agricultural produce, you need a moisture analyzer. This machine costs over a million shillings, which makes it very expensive for our small-scale farmers and traders to purchase.

There are reasons why commodity buyers require lower percentages of moisture (drier) in produce. One reason is that when say maize grain is stored when it is not very dry, it (respires) sweats later forming moulds on the grain. First of all these moulds can be toxic and secondly, they contaminate the flour, compromise the taste, aroma and colour of the flour.

- **Foreign matter:** international commodity buyers are also very strict on the percentage content of foreign matter that may be contained in grains. The foreign matter is classified into three, that is of;

-Animal origin- domestic animal excrete, rodent excrete, insects and their products, etc.

- Vegetable origin- straw, weeds, seeds, dust, micro-organisms/toxins.

- Mineral origin- stones, mud, dust, glass, metals, oil products, pesticide residues.

When agricultural produce is mixed with such foreign elements as mentioned above, it reduces the value of the produce, may render it fit for human consumption. The likely health threat is from micro-contamination with the bacterial products of poor hygiene (e.g. from human and animal excrete), with toxins and pesticide residues.

- **Infested and infected produce:** international commodity traders are not willing to buy agricultural produce that may be infested by micro-organisms such as moulds, weevils. For example, when grain is infested with weevils, it reduces the mass and therefore the yield of flour from the grain. Furthermore, micro-organisms such as fungi (mould) may be toxic to health.
- **Damaged produce:** major commodity buyers are very specific when sending out tenders to be supplied with produce. They are also particular about the percentage of produce that would be considered as damaged.

Among the produce they consider as damaged is;

- Broken produce.

- Shriveled produce
  - Produce attacked by pests
  - Old/unsound produce.
- **Mixed varieties:** big commodity traders and relief organizations are not interested buying multicolored/multi-variety produce, unless it is dictated by their end consumers. For example most traders do not easily buy mixed variety/color beans.

#### Summary table on the codex standard for maize Codex Stan 153-1985

Maximum tolerances (% m/m)	Percentage
Abnormal or foreign odour	0
Moisture content	15.5
Blemished grain	7
Of which	
Diseased grain	0.5
Broken kernels	6
Other grains	2
Foreign matter	2
Of which	
Inorganic matter	0.5
Filth	0.1
Toxic and noxious seed, heavy metals	Free from
Micro-organisms or poisonous	Amounts hazardous
Deleterious substances	To health

#### Source: Codex Alimentarius Commission

##### Where do they buy their produce and whom do they supply?

Few farmers and small-scale traders may have ever heard of these organisations and companies and indeed very few may have ever sold their produce directly to them. Because of the volume and quality of produce they may require to buy, most of the small-scale farmers and traders have not been able to sell to them.

Therefore most of these big produce buyers buy their produce through middlemen, agents. These agents of course have to add a margin (profit) to the price they quote for the big buyers. This profit would be part of the price that small-scale farmers and traders would obtain from the big buyers if they were able to supply them.

So, the main categories of business people who can sell to these organisations are wholesale traders, farmers' groups traders groups and their agents.

Commodity buying companies mostly supply the produce they buy to international relief agencies while international relief agencies mainly supply agricultural commodities as food and seed to people or communities in distress of hunger due to say war and drought.

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## Appendix 7

### 15 Minutes Radio Program

#### The NEW Market Information Service

Duration: 15 Minutes

Date: 02/03/2001

Author: Namanya Moses/ Matovu Enoch

#### Introduction.

Dear Listeners,

We welcome you once again to “**Market News**” bringing you information about new developments from the Marketplace. This **Market information service** is brought to you by the FOODNET project, sponsored by USAID and the Ugandan National Farmers Association.

#### General News.

Market prices this week have been relatively stable with significant price changes of most commodities over the last week mainly in Arua markets. Signs of a rainy season are beginning to show especially in the Eastern and Northern parts of the Country. Notably, Gulu markets had their prices at the rock bottom and Arua’s prices seemed to be so high.

Kanyebwa beans this week have been selling lowest at 350/= in Gulu and highest at 700/=per kilogram at wholesale in Soroti. Maize grain has also been lowest in Gulu at a price of 170/= and was highest at 300/= per kilo at wholesale in Arua markets. At a meagre 180/= one would attain a kilogram of cassava chips in Tororo, yet the same was going for 370/= in Arua

In regional news, , the Kenya Agricultural Commodity Exchange (KACE) identified a client who is in want of 5 metric tons of Kampala bananas(bogoya) on a weekly basis, buying each kilo at 600 Uganda shillings. In a related development, KACE has a stock of over 3 metric tons of dry maize grain as well 225 metric tons of grams with a ton going for 560,000/= Uganda shs, all available in Eldoret.

#### District Market news

##### Arua

Price increments of most commodities have been experienced over the past week due to the additional demand from Moyo markets. Prices of fresh cassava and cassava flour increased despite a reduction of cassava chips. Beans at wholesale in Arua have been at 50,000/= for a 100 kg sack, well as maize grain has been at 30,000/= for a 100kg sack at wholesale. The price of sorghum grain at wholesale also reduced from 400/= a kilo last week to 330/= this week.

##### Gulu

High transport costs still mar farmers from bringing their produce from the rural areas to the towns thus limiting their profit margin. This is due to the high prices of fuel whereby a litre goes for over 1500/= , besides the number of transporters is also small. On a general note, Gulu had the lowest prices country wide in most commodities like, fresh cassava (100/=), kanyebwa beans (350/=), groundnuts (750/=), maize grain (170/=), Rice (600/=), simsim (520/=) and soya bean (300/=); prices are per kilo at wholesale.

##### Iganga

Some parts of the district have started to receive rains prompting farmers to do some sowing. Areas that received earlier rains now have their maize at about 1 foot above soil level. Traders in Iganga speculated increments in maize price and so hoarded the stocks. The price of beans continued to increase due to a reduced supply on the market yet demand continues to rise.

### **Lira**

Supply of commodities in Lira markets has been good throughout the week with wholesale prices of commodities like simsim (700/=) and millet (380/=), kanyebwa beans (550/=) remaining relatively stable.

Supply of matooke has gone up but the farmers are selling at high prices. A bunch weighing about 23 kilograms now costs about 5000/= thus affecting consumption which has gone down due to lack of effective demand. Cassava prices have gone up from 13,000/= to 14,000/= for a 120kg sack over the past week.

Traders all the way from Busia are purchasing a lot of simsim, millet and soya beans from Lira in good quantities.

### **Kampala**

There has been minimal regional trade in Kampala markets both, buying and selling probably attributing to this to the hot campaign for the forth coming elections .The prices of most commodities in Kisenyi, Owino and Nakawa markets haven't changed much save for a few, like maize grains and flour which over the last week, increased by 100 shs from 500 shs unlike from retail .On the contrary, the price of maize flour at retail reduced from 500 shs to 450 shs a kilo gram in Nakawa Markets .A bag of beans weighing 100 kg now gives for 55,000/= in Kisenyi markets up from 50,000/= and the same quantity is at 50,000/= in Owino market up from 50,000/= shs .There has been no change in the price of beans in Nakawa over the past week and remained at 55000 shs whole sale. Main source of beans are Kisoro, and Mbarara. Matooke prices remains in the markets as those of last week that is 4,500/= shs to 5000 shs per bunch of 15 kg.

Cassava chips price remains constant in the week.

### **Luwero**

Prices for most commodities have remained constant. There has been a reduction in the number of buyers in the market as a result of many parents taking back their children to school. Due to the prevailing weather conditions, prices for fish have continued to go up to 1,800/= this week at retail level.

### **Masindi**

Very hot, dry and dusty conditions continued to be experienced in most parts of the district, however farmers continued to prepare their gardens for the first planting season. In Kibanda County the farmers are using ox-ploughs and tractors in opening the fields. The trading centres of Kyatiri, Kigumba, Kiryandongo and Katulikire have very little business in the produce trade, except for Bweyale trading centre, which had brisk business in maize, with farm gate price as low as 150 to 160/= only. Beans were scarce in most markets leading to a price rise to 600/= a kilo at retail level for the last two weeks. The retail price for the yellow beans has reached 700/=, and are highly demanded as seen stock for planting purposes.

### **Masaka**

The prices of foodstuffs continued to fall except for fresh cassava whose price was unstable due to a decline in supply. The price of kanyebwa beans reduced from 480/= last week to

450/= per kilogram this week. Maize grain and groundnut prices also slumped and this week their prices are at 250/= and 1100/= respectively, at wholesale. Cattle steak Chicken and goat's meat all had their prices increase due to a fall in their supply.

**NB: For various commodity prices please check on the attached spreadsheet.**

## Appendix 8

### **15 Minutes Radio Program**

#### **The NEW Market Information Service**

Duration: 15 Minutes

Date: 09/03/2001

Author: Namanya Moses/ Matovu Enoch

#### **Introduction.**

Dear Listeners,

We welcome you once again to “**Market News**” bringing you information about new developments from the Marketplace. This **Market information service** is brought to you by the FOODNET project, sponsored by USAID and the Ugandan National Farmers Association.

#### **General News.**

There has been relative stability of prices this week with minimal fluctuations of most commodities. Kabale experienced a drastic increment in the price of beans from 470/= to 600/- per kilo, with anticipation of further price hikes due to a bad season. Arua still experiences high price indices this week with most of the commodity prices being the highest in the Districts under our consideration. Soroti districts still has the highest prices of beans with a kilogram at wholesale going for 700/=, well as Rakai and Masaka had the lowest price with a kilo at wholesale costing 450/=. Maize grain prices remained at a constant price in Kitgum, with a 100 kilogram sack going for 15,000/= which was the lowest price recorded this week, and the highest price was 30,000/= for the same quantity in Arua markets.

#### **District Market news**

##### **Arua**

Prices continued to be stable with slight changes for a few commodities like goat meat, which increased to 2,500/= this week from 2,200/= at retail level. This has been attributed to increased demand from Moslems as they prepared for the Idd day that fell on Monday. However, the retail price of chicken dropped to 4,000/= from 4,500/= due to supply that exceeded demand. Beans continued to retail at 600/= a kilo and maize grain at 350/= this week. Some places received few rain showers that were seen as signs of the beginning of the rainy season.

##### **Kampala**

Supply of most commodities this week has been hit by the Presidential campaigns. Demand has also been impressive because regional players especially from Kenya have kept away probably due to the political situation of the country. Beans in Kampala markets is supplemented by suppliers from Tanzania and Rwanda.

A sack weighing 100 kgs of Kanyebwa Beans in Kisenyi have been going for 53,000/=, 58,000/= in Owino market and 55,000/= in Nakawa market. Maize grain this week has been uniform in all the three markets under our consideration with a 100 kg sack costing 22,000/= at wholesale.

**Iganga**

This week has generally been dry, which has disappointed farmers who attempted to plant early because their crops have started to weathering. The price for beans remained to be high at a retail price of 700/= this week due to reduced supply on the market coupled with high demand. Prices of most other commodities remained stable, and their supply was moderate.

**Mbarara**

The food situation remained fair in Mbarara district, with matooke being plenty in the market. An average bunch was wholesaling at about 2,800/=. Some rains were received and farmers in some places have started the first season's planting of mainly maize, beans and groundnuts. The price for maize is expected to rise following the increase in farm gate price from 150/= to 180/= a kilo this ending week. No major price changes were reported for other commodities.

**Kabale**

This week the prices of Nambale beans continued to rise. This week a kilo was wholesaling at 600/= up from 470/= last week. There is abundant supply of sorghum on the market due to the harvesting that has been taking place in Kabuyanda and Mbarara areas. However, the price remained stable at 420/= a kilo at wholesale level. Most of the sorghum on the market in Kabale is exported to Rwanda. The weather has been sunny and wet this week, and farmers are still busy harvesting maize.

**Soroti**

Both retail and wholesale prices of matooke have continued to drop due to increased supply from Mbale coupled with low demand. A big bunch now on average costs 6,000/=. Fresh cassava is back on the market after an absence of about 3 months, and a 150 kg bag now costs 12,000/=. The quantity of sweet potatoes available on the market decreased this week leading to a rise in wholesale price to 117/= a kilo up from 93/= last week. As student numbers in schools increased as a result of senior one intake, so did the demand for maize grain. This lead price at wholesale level to increase to 210/= a kilo this week, up from 200/= last week. The wholesale price of rice has gone up to 790/= this week from 750/= last week due to the Idd Adhuha festivities by the Moslem community.

**Lira**

Prices for grains and beans remained stable this ending week. Matooke were in scarce supply because sellers were reluctant to buy since most bananas were ripening up due to the prevailing hot conditions. This lead to price increase to about 3,800/= this week from 2,900/= last week for a bunch of 20kgs. There has been a decrease in the price of beans kanyebwa from 550/= to 500/= at wholesale level due to decreased demand. A 120 kg sac of sweet potatoes was this week selling at between 12,000/= and 14,000/=: while the same quantity of fresh cassava ranged from 11,000/= to 12,000/=: and was mainly supplied from Minakulu in Apach district. This week the weather remained sunny and dry.

**Masindi**

Some rain has been received in several parts of the district giving speculation that the first rains could have actually begun. Most farmers are busy doing final preparations of their fields. This week the demand for groundnuts and beans, especially for planting purposes has increased greatly leading to an increase in wholesale price to 850/= and 600/= respectively from 830/= and 550/= this week. Some consumers interviewed said that they were stocking food in case of any disturbances in the forthcoming elections. Milk is in short supply as a result of the dry spell. Therefore as a result the consumer price of pasteurised milk in town has gone up to 600/= per litre from 500/=.

**NB: For various commodity prices please check on the attached spreadsheet.**

## Appendix 9

### 15 Minutes Radio Program

Duration: 15 Minutes  
Date: 15/3/2001  
Author: Okoboi Geoffrey

#### Theme: market prices of agricultural produce in selected districts

This week's weather must be encouraging to farmers in most parts of the country because it is reported that rainfall has been received in many areas of the country. This means that most farmers are now busy with preparing their gardens and planting new crops.

So as farmers prepare to plant different crops, they should remember that to get good yields they should use good treated seeds. Although the seeds may appear to be expensive, the yield is better for a farmer who uses hybrid seeds than the one using local seeds. Good luck to all our farmers!!

#### So how are the prices for some farm seeds like?

Variety of Seeds	Price range per Kg	Where found
Uganda Hybrid	2,200-2,500/=	In Farm supply shops like -Sukura Produce in Mbale, Iganga And Kapchorwa -AT (Uganda) shops
Longe 1	1,200/=	
Zimbabwe Hybrid	3,000-3,200/=	
Sorghum-Sekedo	1,000/=	
Rice-Upland	1,000/=	
Millet-PESE 1	1,000/=	

Now let's talk about commodity prices. How have the markets performed in the week?

Although this has been week of elections, our data collectors have been able to get us data pertaining to the price conditions in various district markets.

#### Maize Grain

This week, the wholesale price of maize grain in different districts is as follows

**Read from the attached wholesale price page**

Comparing this weeks' prices with that of last week, it shows that the wholesale price of maize grain has slightly increased by 5/= per kg in Jinja and Iganga. In Jinja, the wholesale price is now 220/= per kg up from 215/= per kg last week. And in Iganga it is 215/= per kg up from 210/= per kg last week. While in Soroti, the wholesale price of maize grain this week has increased by 20/= per kg from that reported last. That is from 210/= last week to 230/= per kg this week. The increase in the price of maize grain in these eastern districts is attributed to scarce supplies from farmers amidst increasing demand from educational institutions.

On a good note, maize grain wholesale prices in the districts of western Uganda have either decreased or remained stable. In Masaka, the price has reduced from 230/= per kg last week to 200/= per kg this week. While in Mbarara, it has stabilised at 200/= per kg. All this has been due to increasing supply from the farmers' harvests.

**Millet:** the wholesale price of millet grain in various parts of the country is as follows;

**Read the wholesale prices per Kilogram from the price list**

Kasese district has reported a stable and lowest price of 250/= per kg of millet followed by Kabale and Mbarara at 300/= The price is low because these areas have just harvested millet. Other districts with comparatively low prices are, Arua at 330/= per kg, Gulu at 350/= per kg, and in Lira at 380/= per kg.

In the districts where millet was harvested in the first season, there are little stocks left with the farmers mainly for seed, hence the wholesale price of millet is high. Like in Iganga the price is 450/=, in Jinja it is 430/=, in Mbale it is 410/=, Soroti and Tororo it is 420/=.

**Groundnuts:**

**Price:** The wholesale price of groundnuts in most parts of the country is high. The price recorded in some districts is as follows;

**Read the wholesale prices per Kilogram from the price list.**

The wholesale price is reported lowest in Gulu at 770/= per kg followed by Arua at 850/= per kg.

**Read the wholesale prices per Kilogram or 100kg for a commodity from the price list for various districts. Then analyse where the lowest and the highest price was recorded this week, give the districts which nearly had average prices and using your basic knowledge try to show the listeners the direction of the trend during this time of the year in the farming calendar.**

## Appendix 10

### 15 Minutes Radio Program

#### The NEW Market Information Service

Duration: 15 Minutes

Date: 23/03/2001

Author: Namanya Moses/ Matovu Enoch

#### Introduction.

Dear Listeners,

We welcome you once again to “**Market News**” bringing you information about new developments from the Marketplace. This **Market information service** is brought to you by the FOODNET project, sponsored by USAID and the Ugandan National Farmers Association.

### **General News.**

According to the FEWS Network this month’s report, the first and major rainy season has effectively begun for the lake Victoria basin, western, central and southern districts, and is expected to extend to early June, and peak in April or early May. In most parts, therefore, the first season cultivation has begun with farmers in the south of the country actively preparing fields and sowing seed. Farmers in the northern districts have already dry-sown millet. It was also reported that the national food security continues to be satisfactory as most households have staple crops and food security crops in sufficient quantities.

FEWSNET further reports that there has been a decline market supply of maize since January due to the high demand to meet local institutional and relief requirements as well as regional exports. Nonetheless, only minimal increases in the price of dry maize grain have been observed since February although further rises are expected in the coming months as supply dwindles. By the end of February, the wholesale price of maize ranged between 170/= to 190/= in the growing areas, while it cost between 200/= to 220/= in wholesale markets located near consumer centres. Arua and Masaka recorded the highest price for dry maize grain, at an average of 300/= during February. The price of beans continues to rise following normal seasonal trends when supply is low. This week the highest wholesale price was recorded in Jinja at 750/= a kilo, the lowest being recorded in Gulu at 400/=.

### **District Commodity News**

#### **Arua**

Following the onset of the rainy season, there has been increased demand for agricultural inputs like seeds and hoes. Hoes are now selling between 5,000/= to 5,200/= apiece, compared to about 2,600/= before the rains started. The food situation continued to be stable. However, cassava chips remained expensive at 380/= at wholesale level, maize grains continued to be scarce and maintained the wholesale price of 300/= a kilo. Wholesale price of soybeans increased to 700/= this week up from 650/= last week due to scarcity.

#### **Gulu**

Due to increased supply from Mbale and Kampala, prices of matooke have increased to about 6,000/= from 6,800/=, for a 15kg bunch. Increased supply of smoked fish from Lake Kyoga has also lead to a rise in fish price from about 3,200/= to 3,000/= this week. Wholesale price of beans increased to 400/= this week from 350/= a kilo last week due to increased demand not only for planting purposes but also by traders from outside the district. Price increases were also recorded this week for groundnuts, maize grains, rice, simsim and soybeans mainly because of increasing transport costs. To transport a sac of produce from Gulu to Mbale or Kampala now costs 5,000/=, in addition to transport charges levied on internal routes as produce comes in from the villages. The weather has now changed from hot and dry to moderately cool, following the onset of the rainy season.

#### **Iganga and Jinja**

Farmers are underway planting especially annuals like beans and maize, with the early-planted maize being about 6 inches above the ground. Wholesale price of maize grain dropped to 190/= this week from 220/= last week due to a slight decrease in demand. Fresh cassava continued not be available on the market, which has led to an increase in the retail price the closest substitute-sweet potatoes to about 25,000/= for a 120kg sac. Last week, the same quantity was selling at about 23,000/=. The wholesale price of cassava flour has also increased this week to 300/= from 180/= last week, which indirectly is attributed to the scarcity of fresh cassava.

### **Kampala**

This week trade has flourished more than last week after the presidential elections. However some commodities like simsim and groundnuts were in short supply by Wednesday, but were reimbursed by Friday and the prices stabilised.

Regional trade also resumed this week with traders from Kenya buying maize grain and soya beans, those from Rwanda have been buying maize flour well as traders from Tanzania have been supplying cassava chips and beans to the Kampala markets.

Commercial traders have also intensified buying of foodstuffs especially maize grains and beans. Afro-Kai limited, Commodity Trading International, Commodity Export International and Lira Millers, have this week been offering 220/= to farmers/local traders, for a kilogram of maize grain off lorry well as Saad Trading Company offered a cool 250/= for the same and 600/= for a kilo of beans off lorry.

Maize grain has this week been mainly supplied from Mubende, Kasese, Masindi and Lira to Kisenyi, Owino, Nakawa and Commercial markets with its off lorry price ranging between 220/= and 250/= per Kilogram.

### **Kabale**

The district received heavy rain downpours, which have already started causing flooding in some places. Besides planting of maize and beans, weeding of sorghum was the prevailing farming activity this week. The wholesale price of beans remained 600/= a kilo, however it is anticipated to increase as supplies become scarce due to the off season, and demand increases, especially from Rwanda. In fact, there is a looming famine situation in Rwanda, in the neighbouring district of Byumba where big quantities of maize flour are being taken. Consequently, price of maize flour has increased to 300/= this week from 250/= last week.

### **Kasese**

The weather has been cool with occasional but persistent rains. The prices of sorghum, millet grain, cassava chips and matooke rose this week due to a rebel attack on Kasese town over the weekend. This has scared the traders, especially those who supply goods from outside the district. Sorghum grain increased to 330/= from 280/=: millet grain to 330/= from 300/= and cassava chips to 300/= from 270/= all at the retail level. However, this price increase is perceived as a temporary situation as supplies are expected to increase, which will bring down the prices.

### **Lira**

Rains have kept on in Lira for almost the whole week prompting farmers to prepare their fields for the coming season. Most of the grain prices remained stable this week with maize going for 240/= and millet for 380/=: sorghum at 150/= and simsim cost 700/= a kilogram at wholesale. Kanyebwa beans have this week been at 500/= per kilogram at wholesale and 600/= at retail. The supply of matooke this week is fair with its prices being fairer than those of last week. The wholesale price of a 20-kilogram bunch of matooke in Lira markets has this

week been around 3100/=. Markets in Lira have also been hit by scarcity of sweet potatoes with a 120 kilogram sack costing about 15,000/=. Fresh cassava was however not available in the markets this week.

### **Luweero**

Wholesale price of smoked fish increased this week to an all time high of 1,600/= due to decrease in supply on the market as the bulk of it is being taken to the fish refrigeration stores at the landing sites on lake Kyoga. Prices of beans and maize increased slightly respectively to 700/= and 360/= this week from 650/= and 250/= due increased demand from farmers preparing for the first planting season of the year. Prices of fresh cassava and sweet potatoes decreased due to increased local supply.

### **Masaka and Rakai**

Rakai was generally wet this week, and prices of matooke and fresh cassava increased slightly. The wholesale price of maize grain also fell slightly to 170/= a kilo this week from 180/= last week due to the recent bumper harvest in the district. In Masaka the price of maize and matooke fell considerably due increased supply. Maize grain dropped to 180/= a kilo this week from 230/= last week. However, price of maize flour increased slightly to increased transport and processing charges.

**NB: For various commodity prices please check on the attached spreadsheet.**

## **Appendix 11**

### **15 Minutes Radio Program**

#### **The NEW Market Information Service**

Duration: 15 Minutes

Date: 30/03/2001

Author: Namanya Moses/ Matovu Enoch

#### **Introduction.**

Dear Listeners,

We welcome you once again to “**Market News**” bringing you information about new developments from the Marketplace. This **Market information service** is brought to you by the FOODNET project, sponsored by USAID and the Ugandan National Farmers Association.

#### **General News.**

In general news this week, Farmers nation wide are busy in the fields planting seeds, following the start of the rainy season. Simsim prices have gone down in the major producing areas especially Lira, Tororo, Apac and Gulu. Beans this week have been trading lowest in Gulu markets with a kilogram going for 400/= and have been highest in Jinja at a wholesale price of 800/= for a kilogram. On the other hand, Iganga recorded the lowest maize grain prices well as Arua had the highest of 300/= per kilo at wholesale.

CANADIAN and US compounders seeking to build a multimillion-dollar feed plant in Uganda to manufacture cattle feed supplements are facing increased opposition from local

environmentalists lawyers who have warned of health consequences if the project is implemented hastily without involving local stakeholders. They also complained that they had been left out of the negotiations.

GERMAN coffee trading giant Neumann Kaffee Gruppe has been licensed to produce coffee in Uganda as part of Kampala's ongoing programme to boost direct sales to end users. In the first phase of the project, the firm will buy 2,200 square km of land in Mubende, where it will establish a coffee plantation and a coffee roasting facility. Their local name will be "Kaweri Coffee Company".

UGANDAN agricultural officials have begun training farmers on new methods to control the dreaded coffee wilt disease that has wreaked havoc on their crop over the last three years. The European Union (EU) and the Common Fund for Commodities (CFC) have provided the \$9.1m towards the project. Until 1997, Uganda was Africa's largest coffee grower, producing 4.4m bags over the 1996/97 seasons. However, since then, diseases and bad weather have depleted harvests, reducing last year's crop to just 3m bags.

Uganda's aid donors have stepped up pressure on Kampala to scrap plans to build a \$60m vegetable oil processing plant in Bugala Island on Lake Victoria by Bidco saying it will damage the country's fragile ecosystem.

Ugandan authorities expect cotton production for the 2000/01 marketing year to reach 150,000 bales. Officials from the regulatory Cotton Development Organization (CDO) said that the yield was set to be the highest in over two decades. Last season, the country's output stood at 117,000 185 kg bales.

Coffee producing countries across East and Central Africa have formed an alliance called the East Africa Fine Coffees Association (Eafca) to co-ordinate their production and marketing activities.

## **District Commodity News**

### **Jinja and Iganga**

This week there has been a drop in the price of milk to 380/= a litre down from 400/= last week due to increased supply from Budondo in Kagoma county. There also has been a drop in the wholesale price of maize grain to 210/= down from 215/= last week due to decreased number of traders from Kampala, who have resorted to buying maize from Kamwengye where it is cheaper than In Busoga. In Iganga there has been increased supply of matooke on the market due to increased supply from Mbale and Mbarara.

### **Gulu**

Business has relatively slackened in Gulu markets this week because most farmers are now engaging themselves in the fields preparing for early planting of the first season. This has therefore led to a reduction of supply of produce from the rural markets and the demand has also remained low due to the transport costs from the district which according to the traders are still very high. For instance transporting a bag of produce from Gulu to Mbale would cost someone 5000/= and about 3000/= for the same to Kampala.

Commodity prices for this week have been fairly stable save for a few commodities like groundnuts, maize grain and soya beans whose prices shot up due to increased demand for seeds for planting and domestic consumption during the planting season. Over the past week,

Groundnuts rose from 800/= to 900/=, maize grain from 180/= to 200/= and soya beans from 300 to 350/= all at wholesale. Simsim however recorded lower prices this week of 500/= compared to last week's 550/= per kilogram at wholesale due to increased supply from neighbouring districts especially Kitgum and Apac.

### **Lira**

Sunflower trade has this week been a major spotlight in Lira with Mukwano trailers loading a good quantity off to their Kampala factory. Businessmen from Kampala and Busia have this week participated in the buying of beans, millet grains and simsim. This increased demand of beans prompted their prices to increase from 500/= to 580/= and that of millet grain from 380/= to 420/= per kilo at wholesale. Simsim however had its price reduce from 700/= per kilo at wholesale citing the increased supply from neighbouring districts.

Cassava chips are also finally back in the markets around Lira with a kilogram at wholesale going for 154/=

### **Masindi**

Most marketing centres visited remained closed due to low volumes of produce currently available for sale. Other than Bweyale trading center, the centers of Kiryadongo, Katuliikire, Diima and Kigumba had little to offer for sale. A high demand for dry maize grain has been registered and traders from as far as Koboko have been coming to the district, buying a kilogram of maize at 220/= wholesale. On the other hand, petty traders dealing in maize flour have struck a fortune in the drought stricken areas along L. Kyoga in Nakasongola District where they have been ferrying the same for sale especially in the sub-counties of Lwampanga and Nabiswera. Commodities like simsim, Sorghum flour and grains, soya beans, sunflower and millet flour, continue to be available in very small quantities and only at retail level.

### **Tororo**

According to sources in Tororo, the supply of most commodities is now irregular with traders selling what they had in stock. However only beans and soybeans had their wholesale prices per kilo go up from 500/= to 550/= and 600 to 650/= respectively, due to zero supply over the past week. Like other districts in the North, simsim prices in Tororo markets also decreased from 950/= to 750/= per kilo at wholesale

### **Kabale**

This week the district received even more rain, and the weeding of sorghum continued. Business activity was low because Rwandan traders were stopped from crossing into Uganda due to political reasons. This has led to scarcity in the supply of kanyebwa beans causing wholesale prices to increase this week to 650/= a kilo, up from 600/= last week. Prices of most other commodities remained fairly stable.

### **Mbale**

The consumer price for matooke rose by 23/= from 187/= a kilo last week to 210/= this week. This is because matooke is becoming scarce as the season is winding up. The consumer price of sweet potatoes rose by 20/= from 125/= last week to 145/= a kilo this week because in Teso, the major sweet potato supplier, the season is almost over.

**NB: For various commodity prices please check on the attached spreadsheet.**

## Appendix 7b

**Table 2: Retail prices (Shs. per Kg) for selected commodities for week 9 (Feb 26 - Mar 2, 2001)**

Commodities	Matoke	Fresh Cassava	Sweet Potatoes	Beans	Beans Other	Cassava Chips	Cassava Flour	Groundnuts
<i>Kisenyi</i>				700	600	250	400	1,200
<i>Owino</i>	400	300	350	700	600		500	1,200
<i>Nakawa</i>	400	300	350	800	600		400	1,200
<i>Arua</i>	300	270	270	600	700	400	550	1,050
<i>Gulu</i>	450	110	105	400	350	280	750	800
<i>Iganga</i>	240		190	700	700	300	400	1,300
<i>Jinja</i>	229		210	700	750	250	350	1,200
<i>Kabale</i>	500	450	400	600	450	330	500	1,100
<i>Kasese</i>	200	250	250	600	600	270	380	1,000
<i>Lira</i>	178	121	175	600	700	300	600	1,500
<i>Luwero</i>	325	325	175	600	700		400	1,600
<i>Masaka</i>	214	213	227	600	600		500	1,200
<i>Masindi</i>	350	200	150	600	700	300	600	900
<i>Mbale</i>	175	190	125	700		240	350	1,100
<i>Mbarara</i>	150	150	140	600	500	350	450	1,200
<i>Rakai</i>	183	199	132	600	650	350	450	1,350
<i>Soroti</i>	256		93	800	500	300	300	1,200
<i>Tororo</i>	220		125	700	600	350	300	1,300
<i>Min</i>	150	80	93	400	350	240	300	800
<i>Mean</i>	289	226	200	653	594	305	452	1,205
<i>Max</i>	500	450	400	800	750	400	750	1,600

**Table 3 Wholesale prices (in Shs. per Kg) for selected commodities for week 9 (Feb 26-Mar 2, 2001)**

Commodities	Matoke	Fresh Cassava	Sweet Potatoes	Beans	Beans Other	Cassava Chips	Cassava Flour	Groundnuts
<i>KOL Kisenyi</i>				530	450	230	290	800
<i>KOL Owino</i>	300	170	160	580	480		350	870
<i>KOL Nakawa</i>	300	140	170	550	480		300	90
<i>Arua</i>	250	250	250	500	600	370	500	900
<i>Gulu</i>	380	100	90	350	300	250	700	750
<i>Iganga</i>	220		160	600	600	200	290	1,150
<i>Jinja</i>	217		145	570	600	225	240	1,000
<i>Kabale</i>	450	400	350	470	420	300	400	1,000
<i>Kasese</i>	150	180	200	530	530	230	300	900
<i>Lira</i>	136	115	160	550	650	280	500	1,200
<i>Luwero</i>	215	190	110	500	600		300	1,300
<i>Masaka</i>	190	195	210	420	450		420	1,100
<i>Masindi</i>	245	125	125	550	600	250	450	830
<i>Mbale</i>	145	165	100	600		220	275	970
<i>Mbarara</i>	130	130	125	500	380	300	400	1,000
<i>Rakai</i>	172	163	123	450	550	265	370	900
<i>Soroti</i>	240		60	700	420	250	250	850
<i>Tororo</i>	160		100	600	550	180	200	1,050
<i>Min</i>	130	100	60	350	300	180	200	90
<i>Mean</i>	229	179	155	537	501	255	363	926
<i>Max</i>	450	400	350	700	650	370	700	1,300

## Appendix 7b continued

**Table 4: Retail prices (in Shs. per Kg) for selected commodities for week 9 (Feb 26 - Mar 2, 2001)**

Commodities	Maize Grain	Maize Flour	Millet	Millet Flour	Rice	Simsim	Sorghum	Sorghum flour	Soya beans	Milk (1Ltr)
<i>Kisenyi</i>	350	500	500	600	800	1,000	300	500	600	
<i>Owino</i>	400	600	500	600	800	1,000	350	600	800	
<i>Nakawa</i>	450	600	500	800	1,000	1,000	350	500	800	
<i>Arua</i>	350	600	350	800	1,000	650	350	500	700	700
<i>Gulu</i>	220	550	370	580	700	550	200	500	350	800
<i>Iganga</i>	350	600	500	800	900	1,000	300	500	500	500
<i>Jinja</i>	350	500	500	700	800	1,000	400	500	600	500
<i>Kabale</i>	250	300	350	600	1,000		450	600		300
<i>Kasese</i>	250	500	300	550	950		280	450	500	500
<i>Lira</i>	250	700	400	1,000	1,000	800	200	500	500	500
<i>Luwero</i>	250	600	500	600	800	1,000	400		600	400
<i>Masaka</i>	350	500	550	800	900		400		900	500
<i>Masindi</i>	200	600	450	500	1,000	800	350	500		600
<i>Mbale</i>	250	450	500	1,000	900	800	250	400	600	600
<i>Mbarara</i>	300	400	400	600	1,000		600	700		200
<i>Rakai</i>	190	300	600	650	1,000				700	400
<i>Soroti</i>	250	500	450	600	800	800	250	300	600	600
<i>Tororo</i>	300	500	500	800	900	800	250	300	600	500
<i>Min</i>	190	300	300	500	700	550	200	300	350	200
<i>Mean</i>	293	526	454	688	908	843	327	484	616	507
<i>Max</i>	450	700	600	1,000	1,000	1,000	600	700	900	800

**Table 5: Wholesale prices (in Shs. per Kg) for selected commodities for week 9 (Feb 26 - Mar 2, 2001)**

Commodities	Maize Grain	Maize Flour	Millet Grain	Millet Flour	Rice	Simsim	Sorghum	Sorghum flour	Soya beans	Milk (1Ltr)
<i>KOL Kisenyi</i>	220	360	340	500	650	600	220	340	450	
<i>KOL Owino</i>	220	380	380	520	700	600	230	450	500	
<i>KOL Nakawa</i>	220	400	400	550	850	800	240	350	600	
<i>Arua</i>	300	500	330	750	800	600	330	450	600	500
<i>Gulu</i>	170	480	300	520	600	520	150	450	300	600
<i>Iganga</i>	210	350	470	650	700	800	200	400	400	400
<i>Jinja</i>	215	370	430	600	730	850	350	450	500	400
<i>Kabale</i>	230	250	300	500	900		420	500		250
<i>Kasese</i>	200	400	250	450	850		230	330	400	
<i>Lira</i>	200	600	380	950	900	700	150	450	450	400
<i>Luwero</i>	200	450	450	450	760	950	300		550	300
<i>Masaka</i>	250	450	450	600	830		330		800	250
<i>Masindi</i>	190	380	400	450	880					500
<i>Mbale</i>	225	370	410		800	700	220	350	500	500
<i>Mbarara</i>	200	350	350	500	900		500			150
<i>Rakai</i>	180	250	450	600	820				550	350
<i>Soroti</i>	200	400	420		750	650	160	250	500	500
<i>Tororo</i>	200	370	420	650	700	700	180	220	500	300
<i>Min</i>	150	250	250	450	600	500	130	220	250	150
<i>Mean</i>	209	395	381	578	784	690	255	384	491	386
<i>Max</i>	300	600	470	950	900	950	500	500	800	600

## Appendix 8b

Table 6: Retail prices (in Shs. per Kg) for selected commodities for week 10 (Mar 5 - Mar 9, 2001)

Commodities	Matoke	Fresh Cassava	Sweet Potatoes	Beans	Beans Other	Cassava Chips	Cassava Flour	Groundnuts
<i>Kisenyi</i>				700	600	250	400	1,200
<i>Owino</i>	400	300	350	700	600		500	1,200
<i>Nakawa</i>	400	300	350	800	600		400	1,200
<i>Arua</i>	300	280	280	600	650	400	500	1,050
<i>Gulu</i>								
<i>Iganga</i>	245		200	700	700	300	400	1,300
<i>Jinja</i>	233	250	210	700	800	250	350	1,300
<i>Kabale</i>	450	500	500	650	500	320	500	1,100
<i>Kasese</i>	200	250	250	600	600	270	380	1,050
<i>Lira</i>	191	133	126	600	700	300	600	1,500
<i>Luwero</i>	300	350	175	650	750		400	1,600
<i>Masaka</i>	221	210	227	600	600		500	1,200
<i>Masindi</i>	350	200	200	600	700	300	600	900
<i>Mbale</i>	175	190	125	700		240	350	1,000
<i>Mbarara</i>	150	150	140	600	500	350	450	1,100
<i>Rakai</i>	177	172	127	600	650	320	450	1,350
<i>Soroti</i>	256		93	800	500	300	300	1,200
<i>Tororo</i>	250		140	700	700	300	300	1,300
<i>Min</i>	150	133	93	600	450	240	300	900
<i>Mean</i>	281	244	217	669	624	304	432	1,225
<i>Max</i>	480	500	500	800	800	400	600	1,600

Table 7: Wholesale prices (in Shs. per Kg) for selected commodities for week10 (Mar 5-Mar9,2001).

Commodities	Matoke	Fresh Cassava	Sweet Potatoes	Beans	Beans Other	Cassava Chips	Cassava Flour	Groundnuts
<i>Kisenyi</i>				530	450	230	290	800
<i>Owino</i>	300	170	160	580	480		350	870
<i>Nakawa</i>	300	140	170	550	480		300	90
<i>Arua</i>	250	250	250	500	550	380	450	850
<i>Gulu</i>								
<i>Iganga</i>	210		102	600	600	200	290	1,100
<i>Jinja</i>	204	210	110	600	650	225	240	1,000
<i>Kabale</i>	400	450	400	600	450	300	450	1,000
<i>Kasese</i>	150	180	200	530	530	230	300	930
<i>Lira</i>	149	90	95	500	600	280	500	1,200
<i>Luwero</i>	200	200	110	500	650		320	1,300
<i>Masaka</i>	200	190	210	450	450		450	1,100
<i>Masindi</i>	275	150	150	550	650	250	450	850
<i>Mbale</i>	145	165	100	600		220	280	950
<i>Mbarara</i>	130	130	125	550	380	300	400	1,000
<i>Rakai</i>	168	161	117	450	550	250	350	950
<i>Soroti</i>	200	100	100	700	420	250	250	850
<i>Tororo</i>	170		100	600	600	240	250	1,100
<i>Min</i>	130	90	95	450	350	200	240	90
<i>Mean</i>	216	185	156	558	520	260	348	938
<i>Max</i>	400	450	400	700	650	380	500	1,300

## Appendix 8b continued

Table 8: Retail prices (in Shs. per Kg) for selected commodities for week 10 (Mar 5 - Mar 9, 2001)

Commodities	Maize Grain	Maize Flour	Millet	Millet Flour	Rice	Simsim	Sorghum	Sorghum flour	Soya beans	Milk (1Ltr)
<i>Kisenyi</i>	350	500	500	600	800	1,000	300	500	600	
<i>Owino</i>	400	600	500	600	800	1,000	350	600	800	
<i>Nakawa</i>	450	600	500	800	1,000	1,000	350	500	800	
<i>Arua</i>	350	600	350	800	1,000	700	400	550	700	700
<i>Gulu</i>										
<i>Iganga</i>	350	600	500	800	1,000	1,000	300	500	500	500
<i>Jinja</i>	350	500	500	750	800	1,000	450	600		500
<i>Kabale</i>	250	300	300	600	1,000		450	600		300
<i>Kasese</i>	250	500	330	550	950		280	450	500	500
<i>Lira</i>	250	700	400	1,000	1,000	800	200	500	500	500
<i>Luwero</i>	320	600	600	600	900	1,000	400		600	400
<i>Masaka</i>	330	500	550	800	900		400		900	500
<i>Masindi</i>	250	600	500	500	1,000	875	350	500	500	600
<i>Mbale</i>	250	500	500	1,000	900	800	250	400	600	600
<i>Mbarara</i>	300	400	350	600	1,000		600	700		250
<i>Rakai</i>	190	300	600	650	1,000				650	400
<i>Soroti</i>	250	500	450	600	800	800	200	300	600	
<i>Tororo</i>	300	500	500	800	900	900	300	350	700	500
<i>Min</i>	190	300	300	500	800	600	200	300	450	250
<i>Mean</i>	299	528	460	697	931	883	340	490	627	481
<i>Max</i>	450	700	600	1,000	1,000	1,000	600	700	900	700

Table 9: Wholesale prices (in Shs. per Kg) for selected commodities for week10 (Mar 5-Mar9,2001).

Commodities	Maize Grain	Maize Flour	Millet	Millet Flour	Rice	Simsim	Sorghum	Sorghum flour	Soya beans	Milk (1Ltr)
<i>Kisenyi</i>	220	360	340	500	650	600	220	340	450	
<i>Owino</i>	220	380	380	520	700	600	230	450	500	
<i>Nakawa</i>	220	400	400	550	850	800	240	350	600	
<i>Arua</i>	300	750	330	600	800	600	650	500	650	500
<i>Gulu</i>										
<i>Iganga</i>	210	350	470	650	450	800	250	400	400	400
<i>Jinja</i>	215	370	450	650	720	800	350	500		350
<i>Kabale</i>	230	250	250	550	900		450	500		200
<i>Kasese</i>	200	400	260	450	850		230	330	400	0
<i>Lira</i>	240	600	380	950	900	700	150	450	450	400
<i>Luwero</i>	250	450	450	500	780	950	300		550	300
<i>Masaka</i>	230	450	450	600	830		350		700	250
<i>Masindi</i>	220	400	400		880					500
<i>Mbale</i>	230	370	410		800	700	210	350	500	500
<i>Mbarara</i>	200	350	300	500	900		500			200
<i>Rakai</i>	180	250	450	600	820				500	350
<i>Soroti</i>	210	400	410		790	650	150	250	500	500
<i>Tororo</i>	220	370	430	650	700	750	200	300	550	300
<i>Min</i>	150	250	250	450	450	480	150	250	350	
<i>Mean</i>	219	406	381	591	784	703	289	393	507	339
<i>Max</i>	300	750	470	950	900	950	650	500	700	500

## Appendix 9b

Table 10: Retail prices (in Shs. per Kg) for selected commodities for week 11 (Mar 12 - Mar 16, 2001)

Commodities	Matooke	Fresh Cassava	Sweet Potatoes	Beans	Beans Other	Cassava Chips	Cassava Flour	Groundnuts
<i>Kisenyi</i>				700	700	290	400	1,200
<i>Owino</i>	400	300	300	800	700		500	1,200
<i>Nakawa</i>	400	300	300	800	750		400	1,200
<i>Arua</i>	280	220	220	600	700	400	500	1,050
<i>Gulu</i>	450	140	100	450	330	280	780	800
<i>Iganga</i>	280		200	700	700	300	400	1,300
<i>Jinja</i>	270		210	750	800		400	1,200
<i>Kabale</i>	500	450	500	700	500	330	450	1,100
<i>Kasese</i>	200	230	230	680	680	270	380	1,050
<i>Lira</i>	190		200	600	700	300	600	1,500
<i>Luwero</i>								
<i>Masaka</i>	205	208	217	600	600		500	1,200
<i>Masindi</i>	350	250	250	600	800	300	600	1,000
<i>Mbale</i>								
<i>Mbarara</i>	150	150	140	700	600	350	450	1,100
<i>Rakai</i>								
<i>Soroti</i>	267		117	800	500	350	350	1,200
<i>Tororo</i>	240		125	700	600	350	300	1,300
<i>Min</i>	150	140	100	450	330	270	300	800
<i>Mean</i>	332	245	224	686	629	318	463	1,181
<i>Max</i>	800	450	500	800	800	400	780	1,500

Table 11: Wholesale prices (in Shs. per Kg) for selected commodities for week11 (Mar 12 - Mar 16, 2001)

Commodities	Matooke	Fresh Cassava	Sweet Potatoes	Beans	Beans Other	Cassava Chips	Cassava Flour	Groundnuts
<i>KOL Kisenyi</i>				600	550	270	300	800
<i>KOL Owino</i>	330	220	180	700	600		350	870
<i>KOL Nakawa</i>	350	220	240	700	650		360	900
<i>Arua</i>	250	200	200	500	550	380	450	850
<i>Gulu</i>	410	120	91	350	280	250	720	770
<i>Iganga</i>	250		110	600	600	200	290	1,100
<i>Jinja</i>	230		140	650	700	235	260	1,000
<i>Kabale</i>	450	400	400	600	450	300	450	1,000
<i>Kasese</i>	150	150	160	600	600	220	300	930
<i>Lira</i>	155		150	500	600	280	500	1,200
<i>Luwero</i>								
<i>Masaka</i>	185	190	205	400	450		450	1,000
<i>Masindi</i>	300	200	220	550	650	250	460	900
<i>Mbale</i>								
<i>Mbarara</i>	130	130	125	600	500	300	400	1,000
<i>Rakai</i>								
<i>Soroti</i>	233		80	700	420	250	270	850
<i>Tororo</i>	170		90	600	500	230	250	1,100
<i>Min</i>	130	120	80	350	280	200	250	770
<i>Mean</i>	257	203	171	584	525	263	387	951
<i>Max</i>	450	400	400	700	700	380	720	1,200

## Appendix 9b continued

Table 12: Retail prices (in Shs. per Kg) for selected commodities for week 11 (Mar 12 - Mar 16, 2001)

Commodities	Maize Grain	Maize Flour	Milletgrain	Millet Flour	Rice	Simsim	Sorghum	Sorghum flour	Soya beans	Milk(1 Ltr)
<i>Kisenyi</i>	350	500	500	600	800	1,000	300	500	600	
<i>Owino</i>	400	600	500	600	800	1,000	350	600	800	
<i>Nakawa</i>	400	600	500	800	1,000	1,000	350	500	800	
<i>Arua</i>	330	500	350	850	1,000	700	400	550	700	600
<i>Gulu</i>	200	550	400	540	650	580	200	540	300	800
<i>Iganga</i>	300	600	500	800	1,000	1,000	300	500	500	500
<i>Jinja</i>	300	500	500	750	800	1,000	450	450	600	600
<i>Kabale</i>	250	300	350	600	1,000		500	600		300
<i>Kasese</i>	250	500	300	500	950		280	450	500	500
<i>Lira</i>	250	700	400	1,000	1,000	800	200	500	500	500
<i>Luwero</i>										
<i>Masaka</i>	300	500	550	800	900		400		900	500
<i>Masindi</i>	250	600	500	600	1,000	800	350	600	600	600
<i>Mbale</i>										
<i>Mbarara</i>	300	400	350	600	1,000		600	700		250
<i>Rakai</i>										
<i>Soroti</i>	250	500	450	600	900	800	200	300	600	600
<i>Tororo</i>	300	500	500	800	900	800	300	350	700	500
<i>Min</i>	200	300	300	500	650	580	200	300	300	250
<i>Mean</i>	293	528	441	690	919	840	336	496	614	521
<i>Max</i>	400	700	550	1,000	1,000	1,000	600	700	900	800

Table 13: Wholesale prices (in Shs. per Kg) for selected commodities for week11 (Mar 12 - Mar 16, 2001)

Commodities	Maize Grain	Maize Flour	Milletgrain	Millet Flour	Rice	Simsim	Sorghum	Sorghum flour	Soya beans	Milk(1 Ltr)
<i>KOL Kisenyi</i>	220	360	340	500	650	600	220	340	450	
<i>KOL Owino</i>	220	380	380	520	700	600	220	450	500	
<i>KOL Nakawa</i>	220	400	400	550	850	800	240	380	600	
<i>Arua</i>	300	500	330	800	800	600	350	500	650	500
<i>Gulu</i>	150	480	350	500	570	520	150	450	250	600
<i>Iganga</i>	213	350	450	650	750	800	250	400	400	400
<i>Jinja</i>	217	360	430	600	680		350	400	500	400
<i>Kabale</i>	200	250	300	550	900		450	550		250
<i>Kasese</i>	200	400	250	430	850		230	330	400	
<i>Lira</i>	240	600	380	950	900	700	150	450	450	400
<i>Luwero</i>										
<i>Masaka</i>	200	420	450	600	820		330		700	300
<i>Masindi</i>	220	400	400		880					500
<i>Mbale</i>										
<i>Mbarara</i>	200	350	300	500	900		500			200
<i>Rakai</i>										
<i>Soroti</i>	230	420	420		800	650	160	250	500	500
<i>Tororo</i>	220	370	420	700	700	700	200	300	550	300
<i>Min</i>	150	250	250	430	570	500	150	250	250	200
<i>Mean</i>	216	403	372	604	783	647	263	400	488	395
<i>Max</i>	300	600	450	950	900	800	500	550	700	600

## Appendix 10b

Table 14: Retail prices (Shs. per Kg) for selected commodities for week 12 (Mar 19 - Mar 23, 2001).

Commodities	Matoke	Fresh Cassava	Sweet Potatoes	Beans	Beans Other	Cassava Chips	Cassava Flour	Groundnuts
<i>Kisenyi</i>				700	700	290	400	1,200
<i>Owino</i>	400	300	250	800	700		500	1,200
<i>Nakawa</i>	400	300	250	700	700		400	1,300
<i>Arua</i>	300	250	250	600	700	400	500	1,000
<i>Gulu</i>	430	120	100	500	350	280	780	850
<i>Iganga</i>	260		210	700	700	300	400	1,300
<i>Jinja</i>	260		240	800	700	250	350	1,300
<i>Kabale</i>	450	400	500	700	550	330	500	1,000
<i>Kasese</i>	230	230	230	680	680	300	380	1,050
<i>Lira</i>	190		200	600	700	300	600	1,500
<i>Luwero</i>	300	300	175	700	800		400	1,500
<i>Masaka</i>	175	213	222	600	600		500	1,300
<i>Masindi</i>								
<i>Mbale</i>	187	150	125	800		230	400	1,200
<i>Mbarara</i>	150	150	150	600	550	350	450	1,100
<i>Rakai</i>	182	186	124	600	600	330	400	1,400
<i>Soroti</i>	360		93	800	500	300	300	1,200
<i>Tororo</i>	240		125	700	800	350	300	1,300
<i>Min</i>	150	100	93	500	350	230	300	850
<i>Mean</i>	299	225	199	682	631	308	442	1,233
<i>Max</i>	566	400	500	800	800	400	780	1,500

Table 15: Wholesale prices (in Shs. per Kg) for selected commodities for week12 (Mar 19 - Mar 23, 2001).

Commodities	Matoke	Fresh Cassava	Sweet Potatoes	Beans	Beans Other	Cassava Chips	Cassava Flour	Groundnuts
<i>KOL Kisenyi</i>				600	550	270	300	950
<i>KOL Owino</i>	380	250	170	750	650		380	1,100
<i>KOL Nakawa</i>	330	250	100	700	640		360	1,000
<i>Arua</i>	250	200	200	500	600	380	450	850
<i>Gulu</i>	400	100	91	400	300	250	720	800
<i>Iganga</i>	222		108	600	600	200	300	1,200
<i>Jinja</i>	220		155	750	600	235	260	1,100
<i>Kabale</i>	400	350	450	600	500	310	450	970
<i>Kasese</i>	170	150	160	600	600	230	300	930
<i>Lira</i>	155		150	500	600	280	500	1,200
<i>Luwero</i>	210	190	100	500	650		320	1,300
<i>Masaka</i>	160	190	210	450	450		450	1,100
<i>Masindi</i>								
<i>Mbale</i>	156	135	100	700		210	270	400
<i>Mbarara</i>	130	130	130	550	500	300	400	1,000
<i>Rakai</i>	166	166	113	500	550	250	350	950
<i>Soroti</i>	300		60	650	440	250	260	
<i>Tororo</i>	150		90	600	700	230	260	1,100
<i>Min</i>	130	100	60	400	300	200	260	400
<i>Mean</i>	237	192	149	586	543	260	372	997
<i>Max</i>	400	350	450	750	700	380	720	1,300

## Appendix 10b continued

Table 16: :Retail prices (in Shs. per Kg) for selected commodities for week 12 (Mar 19 - Mar 23, 2001).

Commodities	Maize Grain	Maize Flour	Millet	Millet Flour	Rice	Simsim	Sorghum	Sorghum flour	Soya beans	Milk (1 Ltr)
<i>Kisenyi</i>	350	500	500	600	800	1,000	300	500	800	
<i>Owino</i>	400	600	500	600	800	1,000	350	600	800	
<i>Nakawa</i>	400	600	500	800	1,000	1,000	350	500	800	
<i>Arua</i>	350	600	400	850	800	750	500	600	750	500
<i>Gulu</i>	230	550	420	550	650	600	200	540	350	800
<i>Iganga</i>	300	500	550	800	900	1,000	500	600	600	500
<i>Jinja</i>	350	500	600	700	900	1,000	300	500	650	600
<i>Kabale</i>	230	350	350	600	1,000		450	600		300
<i>Kasese</i>	250	500	330	500	950		330	450	500	500
<i>Lira</i>	250	700	400	1,000	1,000	800	200	500	500	500
<i>Luwero</i>	350	500	600	600	900	1,000	400		650	400
<i>Masaka</i>	300	600	500	700	900		350		800	500
<i>Masindi</i>										
<i>Mbale</i>	250	500	460	1,000	900	700	250	400	700	600
<i>Mbarara</i>	300	400	350	500	1,000					200
<i>Rakai</i>	180	300	550	650	800				500	400
<i>Soroti</i>	250	500	450	600	900	800	200	300	600	600
<i>Tororo</i>	300	500	500	800	900	800	250	300	700	500
<i>Min</i>	180	300	330	500	650	600	200	300	350	200
<i>Mean</i>	294	522	464	692	894	850	321	478	634	493
<i>Max</i>	400	700	600	1,000	1,000	1,000	500	600	800	800

Table 17: Wholesale prices (in Shs. per Kg) for selected commodities for week12 (Mar 19- Mar 23, 2001).

Commodities	Maize Grain	Maize Flour	Millet	Millet Flour	Rice	Simsim	Sorghum	Sorghum flour	Soya beans	Milk (1 Ltr)
<i>KOL Kisenyi</i>	220	360	400	500	680	750	250	370	600	
<i>KOL Owino</i>	250	450	450	540	750	850	300	500	750	
<i>KOL Nakawa</i>	220	400	450	550	850	900	280	380	750	
<i>Arua</i>	300	500	350	750	700	700	400	500	700	400
<i>Gulu</i>	170	480	360	500	600	550	160	450	300	600
<i>Iganga</i>	190	300	470	650	800	800	350	400	500	350
<i>Jinja</i>	215	370	450	650	700		220	380		400
<i>Kabale</i>	220	300	300	550	900		420	550		250
<i>Kasese</i>	200	400	270	430	850		250	350	400	
<i>Lira</i>	240	600	380	950	900	700	150	450	450	400
<i>Luwero</i>	250	450	450	500	780	950	300		600	300
<i>Masaka</i>	180	450	400	550	820		300		600	300
<i>Masindi</i>										
<i>Mbale</i>	235	380	420	800	850	650	220	350	650	500
<i>Mbarara</i>	200	350	300	500	900					150
<i>Rakai</i>	170	250	400	550	700				450	350
<i>Soroti</i>	230	420	440		820	650	180	250	500	500
<i>Tororo</i>	220	400	430	700	700	950	200	250	600	300
<i>Min</i>	170	250	270	430	600	500	150	250	300	150
<i>Mean</i>	217	404	393	604	782	746	258	398	547	369
<i>Max</i>	300	600	470	950	900	950	420	550	750	600

## Appendix 11b

**Table 18: Retail prices (in Shs. per Kg) for selected commodities for week 13Mar 26- Mar 30, 2001).**

Commodities	Matoke	Fresh Cassava	Sweet Potatoes	Beans	Beans Other	Cassava Chips	Cassava Flour	Groundnuts
<i>Kisenyi</i>				700	700	290	400	1,200
<i>Owino</i>	350	300	250	800	750	0	500	1,300
<i>Nakawa</i>	350	300	250	900	700	0	400	1,300
<i>Arua</i>	250	200	200	600	700	400	500	1,100
<i>Gulu</i>	430	120	100	500	350	280	780	1,000
<i>Iganga</i>	235	0	250	700	700	250	400	1,300
<i>Jinja</i>	255	350	250	800	750	300	350	1,300
<i>Kabale</i>	300	350	400	700	550	330	500	1,100
<i>Kasese</i>	250	230	230	700	700	270	380	1,050
<i>Lira</i>	184	167	200	600	700	300	600	1,500
<i>Luwero</i>	300	300	175	700	800	0	400	1,500
<i>Masaka</i>								
<i>Masindi</i>	350	200	200	700	800	300	600	1,000
<i>Mbale</i>	210	125	145	800	0	230	350	1,200
<i>Mbarara</i>	160	150	125	700	600	350	450	1,200
<i>Tororo</i>	225	0	125	700	600	350	300	1,300
<i>Min</i>	160	0	100	500	0	0	300	1,000
<i>Mean</i>	275	199	207	707	627	243	461	1,223
<i>Max</i>	430	350	400	900	800	400	780	1,500

**Table 19: Wholesale prices (in Shs. per Kg) for selected commodities for week 13Mar 26- Mar 30, 2001).**

Commodities	Matoke	Fresh Cassava	Sweet Potatoes	Beans	Beans Other	Cassava Chips	Cassava Flour	Groundnuts
<i>KOL Kisenyi</i>				600	550	270	300	950
<i>KOL Owino</i>	250	200	130	700	620		350	1,000
<i>KOL Nakawa</i>	250	190	100	700	640		360	1,000
<i>Arua</i>	200	150	150	500	600	370	450	1,000
<i>Gulu</i>	400	100	91	400	300	250	720	900
<i>Iganga</i>	195		100	650	600	200	300	1,300
<i>Jinja</i>	225	291	160	730	650	245	270	1,100
<i>Kabale</i>	250	300	350	650	500	310	450	1,000
<i>Kasese</i>	190	150	160	630	630	200	300	930
<i>Lira</i>	147	154	130	580	650	280	500	1,200
<i>Luwero</i>	210	190	90	500	650		320	1,300
<i>Masaka</i>								
<i>Masindi</i>	200	150	150	650	700	250	450	900
<i>Mbale</i>	185	105	120	700		210	260	1,140
<i>Mbarara</i>	140	130	100	630	500	300	400	1,050
<i>Rakai</i>								
<i>Soroti</i>								
<i>Tororo</i>	140		80	650	550	230	250	1,100
<i>Min</i>	140	100	80	400	300	200	250	900
<i>Mean</i>	213	176	137	618	581	260	379	1,058
<i>Max</i>	400	300	350	730	700	370	720	1,300

## Appendix 11b continued

Table 20: Retail prices (in Shs. per Kg) for selected commodities for week 13Mar 26 - Mar 30, 2001).

Commodities	Maize Grain	Maize Flour	Millet	Millet Flour	Rice	Simsim	Sorghum	Sorghum flour	Soya beans	Milk (1Ltr)
Kisenyi	350	500	500	600	850	1,000	300	500	800	
Owino	400	600	500	600	900	1,000	350	600	800	
Nakawa	400	600	500	800	1,000	1,000	350	500	800	
<i>Arua</i>	330	600	450	850	900	850	500	600	800	500
<i>Gulu</i>	250	700	400	550	760	600	220	540	450	800
<i>Iganga</i>	300	500	550	800	900	900	350	500	500	500
<i>Jinja</i>	250	500	600	700	850	900	350	500	600	500
<i>Kabale</i>	250	350	350	650	950	0	450	600	0	250
<i>Kasese</i>	250	450	330	500	950	0	300	450	500	500
<i>Kitgum</i>										
<i>Lira</i>	250	700	450	1,000	1,000	800	200	500	800	500
<i>Luwero</i>	350	500	600	600	900	1,000	400	0	650	400
<i>Masaka</i>										
<i>Masindi</i>	250	600	500	600	1,000	800	350	600	600	600
<i>Mbale</i>	250	500	460	1,000	900	850	300	400	700	600
<i>Mbarara</i>	300	450	350	600	1,000	0	600	700	0	250
<i>Tororo</i>	300	500	500	800	900	900	250	300	700	500
<i>Min</i>	250	350	330	500	760	0	200	0	0	250
<i>Mean</i>	299	537	469	710	917	707	351	486	580	492
<i>Max</i>	400	700	600	1,000	1,000	1,000	600	700	800	800

Table 21: Wholesale prices (in Shs. per Kg) for selected commodities for week 13Mar 26 - Mar 30, 2001).

Commodities	Maize Grain	Maize Flour	Millet	Millet Flour	Rice	Simsim	Sorghum	Sorghum flour	Soya beans	Milk (1Ltr)
<b>KOL Kisenyi</b>	220	360	400	500	750	600	220	340	600	
<b>KOL Owino</b>	220	380	430	520	800	600	220	450	700	
<b>KOL Nakawa</b>	220	400	450	550	850	800	230	380	700	
<i>Arua</i>	300	500	400	800	800	800	400	500	750	400
<i>Gulu</i>	200	500	350	500	650	500	170	450	350	600
<i>Iganga</i>	190	300	470	650	800	650	250	350	430	350
<i>Jinja</i>	210	380	550	650	750	700	300	380	450	380
<i>Kabale</i>	230	320	280	600	900		420	550		200
<i>Kasese</i>	200	350	270	430	850		230	330	430	
<i>Kitgum</i>										
<i>Lira</i>	220	600	420	950	900	600	180	450	750	400
<i>Luwero</i>	250	450	450	500	780	950	300		600	300
<i>Masaka</i>										
<i>Masindi</i>	220	400	400		880					500
<i>Mbale</i>	230	380	430	800	850	750	250	360	950	500
<i>Mbarara</i>	200	400	380	500	900		500			200
<i>Rakai</i>										
<i>Soroti</i>										
<i>Tororo</i>	220	400	430	700	700	750	200	250	650	300
<i>Min</i>	190	300	270	430	650	500	170	250	350	200
<i>Mean</i>	222	408	407	618	811	700	276	399	613	375
<i>Max</i>	300	600	550	950	900	950	500	550	950	600

**Appendix 12****Table 22: Market Information Dissemination through Radio**

<b>Radio</b>	<b>Language</b>	<b>Time Start</b>	<b>Sponsor</b>	<b>Coverage</b>
Uga. Red Channel	English	Sunday 9:45 pm	MIS, UNFA	All districts
Uga.Butebo Channel	Lumasaba	Sunday 5:30 pm	MIS, UNFA	Eastern Uganda
Uga.Butebo Channel	Lusoga	Saturday 12:30 pm	MIS, UNFA	Eastern Uganda
Uga.Butebo Channel	Kupsabany	Saturday 2:00 pm	MIS, UNFA	Eastern Uganda
CBS 88.8 FM	Luganda	Sunday 7:00 pm	MIS,	Central, eastern & southern Uganda
CBS 88.8 FM	Luganda	Sunday 8:00 pm	MIS	Central, eastern & southern Uganda
Radio Paidha	Lugbara, Madi & English	Monday 1:45 pm	MIS	West Nile, Masindi & N. Uganda
Radio Lira	Luo	Tuesday 2:15 pm	MIS	Apac, Lira, Kitgum
Radio West	4Rs	Monday-Fri	MIS	Western & Central
Voice of Teso	Ateso	Saturday	SDDP	Teso

**Appendix 13****Report on One Day field Trip to Verify and Quantify the Stocks of Maize Grain Held by the Farmers:**

Compiled by Okoboi Geofrey, IITA-ESARC/MIS

Date: 3<sup>rd</sup> April 2001**Introduction**

After a market survey conducted by the MIS unit of IITA-ESARC in the districts of Jinja and Iganga between 19<sup>th</sup>-23<sup>rd</sup> of March 2001, it was found that a number of farmers' groups had sizable quantities of maize grain in their stores. Furthermore it was noted that these farmers wanted to sell their maize to a buyer who is willing to take all the produce at once, such as World Food Program (WFP).

Bearing in mind that WFP has initiated a project that is interested in supporting farmers by buying from them provided they have minimum of 50 tonnes of maize and fulfil the minimum requirements of the tender, I was able to contact Dorothy Kanyomozi, an officer in the marketing division of WFP about a field trip to these farmers.

### **The Trip**

On 3<sup>rd</sup> April 2001 we made a trip to Jinja and Iganga districts with the objective of:

- Identifying the groups of farmers that had maize grain for sale.
- Verifying and quantifying the stock of maize that the farmers groups had
- Checking on the quality of maize that the farmers had and where the stores were located.
- Informing the farmers the basic procedural steps involved in the application and award of the tender to supply WFP.
- And answering any queries that farmers may raise about the possibility of selling to WFP.

In our trip we first moved to Jinja district offices to get Muganza James, the IITA-MIS field agent who was to take us to these group farmers. In our trip we were to visit Buwenge Youth Group and Budondo Bwavu Kabi Society in Jinja and Nasenye farmers group in Iganga.

### **Buwenge Youth Group**

The first farmers group to meet was the Buwenge Youth Group found in Buwenge town council. The group is legally registered. During our interaction with the chairperson of the group, we found out that the members of the group who are farmers do farming on their individual basis but after harvesting they store and market their produce jointly as a group.

We found that this group had two stores that they were using to store their produce. The first store was in Buwenge town (Jinja district) and it was estimated that it had about 50 tonnes of maize, while the second store was in Nawanyago Parish, in Luuka County (Iganga district) and it estimated to have between 10-20 tonnes of maize. Therefore in total, Buwenge Youth Group have over 50 tonnes of maize in their stores.

The quality of maize grain was found to be good. The stored maize was of the second season harvest (December-January) and it had been fumigated to rid of weevils.

After being satisfied with the minimum quantity and quality requirements, the WFP official explained to the chairperson of the group the necessary steps that the group is to go through if it was interested in supplying WFP.

The WFP official encouraged the group to take its first step by writing an application to WFP as an interested party in supplying the organisation with maize grain.

The chairperson of the group promised to undertake the initiative of applying as quickly as possible.

### **Nasenye Farmers' Group**

Our next destination in our tour was to be to Iganga Town to meet members of Nasenye farmers who would take us to various locations of their stores to verify the existence and quantify the amount of maize grain that they had.

However, before we could proceed, we called Mr Balikowa Moses the group leader of Nasenye farmers with whom we had a lengthy conversation about what they had in their

stores. But earlier, Dorothy Kanyomozi the WFP officer had informed me that in fact her (WFP) and Peter of IDEA project had spent a whole day in the past week inspecting the stores and were satisfied with the quantities and quality. So Dorothy and Peter persuaded the group to apply to WFP for consideration as a maize supplier.

Therefore when Balikowa Moses informed us that they still had the same quantity of maize as Dorothy and Peter had verified before, we did not go there to confirm again what was known. Consequently, we again appealed to consider applying to WFP.

**Budondo Bwavu Kabi Society**

Before we could return to Kampala, we passed through Budondo sub-county where we checked on the members of Budondo Bwavu Kabi Society.

One of the members of this society informed us that they had over 60 tonnes of maize in their stores but because there was a burial ceremony in the area, we opted not to antagonize the ceremony so we did not check the stores.

Nonetheless we gave the WFP leaflet (about procedures of supplying WFP) to Mr. Muganza James the IITA-MIS field agent who will help the farmers who are interested in supplying WFP with maize and beans.

Thereafter we retraced our journey back to Kampala in the evening.

## Appendix 14

**Table 23: Agenda for the farmers/traders workshop held in Butagaya Sub-county, Jinja district on 6<sup>th</sup> April 2001.**

Number	Activities	Presenter	Time
1	Arrival of participants		9:00-10:00 AM
2	Introduction of Members and Welcome from Chairperson	Muganza James	10:00-10:20 AM
3	Presentation on Farming as Business	Turakira Hilda	10:20-10:50 AM
<b>Break Tea</b>			
4	Presentation on Importance of Group/Associations in Farming & Marketing and they can be formed	Balikowa Moses of Nasenye farmers group	11:05- 12:00 AM
5	Presentation of experience/benefits gained in group farming & marketing	Kalogo Jane Bogere Hakimu	12:00- 1:00 PM
<b>Lunch Break</b>			<b>1:00-2:00 PM</b>
6	Presentation of experience/benefits gained in group farming & marketing	Nsiyona Thomson	2:00-2:30 PM
7	Presentation on Book keeping and costing in farming & marketing for competitive pricing	Nkutu Grace Jinja District Co-op officer and Auditor	2:30-3:00 PM
8	Presentation on Market information Service	Muganga A.K Okoboi G - MIS	3:00-3:30 PM
9	Question and Answer time on all Topics Presented	All participants	3:30-4:30 PM
10	Introduction & Registration of participants who wish to be in the MIS listeners group	Muganga A.K Okoboi G -MIS	4:30-4:45 PM
11	Chairperson closes the meeting	Muganza James	4:45-5:00 PM

**Table 24: List Of Attendance To The Farmers/Traders' Workshop Held On 30/3/2001 At Farmers' Hall In Budondo Sub-County, Jinja District**

	<b>Names</b>	<b>From</b>	<b>Designation</b>
1	Okoboi Geoffrey	IITA-MIS, Kampala	Co-ordinator Micro-MIS
2	Muganga Andrew .K	IITA-MIS, Kampala	Co-ordinator Macro-MIS
3	Muganza James	MIS field agent, Jinja	MIS Field Agent, Jinja
4	Turakira Hilda	Agric. Dept, Jinja	Agricultural Officer
5	Nkutu Grace	Trade. Dept, Jinja	Co-operative officer
6	Balikowa Moses Menya	NALG, Iganga	Co-ordinator NALG
7	kalogo Jane	NALG, Iganga	Storekeeper, Farmer NALG
8	Bogere Hakim	NALG, Iganga	Farmer, NALG
9	Nsiyona Thomson	NALG, Iganga	Farmer, NALG
10	Obiida Swaibu	Budondo	Sec. For Security LC 3
11	Balaba Silvester	Budondo	Sec. For Education LC 3
12	Musene Daudi Isabirye	Budondo	C/man Investment
13	Innya .S.M	Budondo	Incharge Agriculture
14	Wansagi Charles Isabirye	Budondo	Sec. Youth LC 3
15	Kasadha Irene	Budondo	Sec. Women/Health LC 3
16	Mukasa Salim	Budondo	C/man Prod. Committee LC 3
17	Gubagaana Lovisa	Budondo	Councillor LC 3
18	Tenywa Moses	Kibibi	Farmer/trader
19	Buyinza Musa	Buwagi	Farmer/trader
20	Waiswa Badru	Buleeba	Farmer
21	Baligea Betty	Buwagi	Farmer/trader
22	Tenywa Sulaiman	Namizi	Farmer
23	Kasolo Williams	Kyabirwa	Farmer
24	Ssebowa Simon	Nawangoma	Farmer
25	Mugabo Nathan	Kagela	Farmer/trader
26	Ibanda Wilson	Budondo	Farmer/trader
27	Idondo Robert	Buwagi	Farmer/trader
28	Kamanya Wilson	Buleeba	Farmer
29	Taliire Henry	Buleeba	Farmer
30	Isiko Margret	Kagela	Farmer
31	Kyaliki Beatrice	Budondo	Farmer
32	Namuwaya Hadijja	Buwagi	Farmer
33	Tenywa Jane	Buwagi	Farmer
34	Mubiru Betty	Buwagi	Farmer
35	Kyaliki Specioza	Buwagi	Farmer
36	Nalumansi Kamiati	Buwagi	Farmer
37	Namulondo Annet	Buwagi	Farmer
38	Nangobi Safia	Buwagi	Farmer
39	Mulinda Margaret	Buwagi	Farmer
40	Mulinda Samuel	Buwagi	Farmer/trader
41	Nambavu Richard	Nawangoma	Farmer
42	Isiko Samuel	Kagera	Farmer

43	Byakika Foebe	Namizi	Farmer
44	Byakika Samson	Namizi	Commercial Farmer
45	Mumira Fred	Kagera	Commercial Farmer
46	Mubiri Richard	Budondo	Commercial Farmer
47	Bawalanswa Peter	Buwagi	Farmer/trader
48	Mugabi Ali	Buwagi	Farmer
49	Butante Godfrey	Budondo	Farmer/trader
50	Kakande Hamuza	Budondo	Farmer
51	Mbago Hamuza	Budondo	Farmer
52	Miitega Fred	Budondo	Farmer
53	Takwana Nelson	Buwagi	Farmer
54	Batwaula Grace	Buleeba	Farmer
55	Mukova Moses	Buleeba	Commercial Farmer
56	Namadega .A	Buleeba	Farmer
57	Kadama .S	Buwagi	Farmer
58	Kabega John	Kyomya	Farmer
59	Wambi Jackson	Buleeba	Farmer
60	Mulinda .M	Buleeba	Farmer
61	Nabirye Racheal	Kibibi	Farmer
62	Nangiya Victo	Buwagi	Farmer
63	Isabirye Peter	Budondo	Farmer/trader

### Summary of the Activities in the Workshop

All the people to attend the workshop arrived at the proposed venue (Budondo Sub-county Farmers' Hall) in time. The workshop facilitators and participants were seated by 9:00 A.M and registration started ending at 10:00 AM. Then all the participants were given notebooks and pens to take notes of the workshop presentations.

As per the agenda, the first facilitator on the floor was Mrs. Turakira Hilda, an Agricultural Economist with Jinja district who presented a talk on "Farming as a Business". In her presentation like for all others, Hilda involved all the participants in the discussion through a systematic analysis of what is farming and what is business. In this way, all the participants were able to actively participate and follow the presentations. The presenter challenged the farmers to consider farming as the best business in Uganda at present as it attracts no taxes. She compared a farmer who can plant any acreage of maize, harvest and sell tonnes of maize grain without paying any cent in taxes with a kiosk trader who pays various taxes.

The main message in her presentation was for farmers to consider farming like any other business with the underlying principle of earning a profit while not forgetting that losses are also part of the business. To drive the point across, the presenter gave the participants the task of comparing a farmer and a tailor. That each to exist, must consider certain requirements like capital; have a plan; have a simple feasibility study to whether the activity is viable, there is a market for output, look at government policy; keep records; diversify in production; etc. just as the tailor may not make products that are not marketable, the presenter also argued the farmers to grow crops that they are sure of the market. In this way the farmers would be taking farming as a business by focussing at the market first.

Second on the floor to steer the workshop forward was Balikowa Moses, the Co-ordinator of Nakisenye Adult Learning Group (NALG).

Using a participatory approach he involved all the participants to give reasons why a group activities are important, how to start a group and what makes a good group.

Then he talked about the activities carried out by NALG that include; farming, marketing, training and employment of members.

The presenter briefly talked about how the group members are using modern techniques of farming, but being a workshop interested in how farmers can improve their incomes through group marketing, the presenter took ample time explaining how the group handling issues related to the marketing of their produce following their manual below.

### **Training manual for Nakisenye Adult Learning Group (NALG) Storage centres**

#### **1. Introduction**

Nakisenye adult learning group (NALG) Storage center program. Was started 1998 Season B with 3 tonnes of maize grains. Moses Balikowa, Paul Barclay and three women in Nakisenyi Village started it.

#### **2. Objective**

To create marketing strategies increase household income by maintaining quality control of the produce for export and marketing.

#### **3. Storage Centre:**

Is a place or store where farmers collect their produce together for some time when they are looking for a better market? The produce must be of high quality and low moisture content.

#### **4. Quality Control**

Quality is the degree of excellence for eating or selling; High quality control grains must be dry, not damaged by insects, no stones. Not broken, no discard, not shriveled, rotten, no insects, and no mould.

Below is the standard quality of maize.

- a) Dry 14% moisture content.
- b) Damaged by insects less than 2%.
- c) Stones and foreign matters less than 0.5%.
- .d) Live insects 0%
- e) Shriveled, diseased and discard less than 4%
- f) Other colored grains less than 3%.

#### **5. Good Quality Control**

Good quality control starts with harvesting. a) The first things to consider in quality control is to keep grains clean and dry.

b.) You have to harvest maize as soon as it is mature, do not wait for maize to dry in the gardens or field.

c) Don't pile your maize in the field when you are harvesting to avoid grain damages and to maintain quality of the maize.

d) Dry cob maize after harvesting because the greatest enemy of the grains is high moisture

e) Dry the maize after harvesting at least from moisture content of 30% to 18%. When it is 18%. That can be good for shelling. Don't dry the maize on the ground in a dirty place.

**6. Shelling:**

Shell the maize by using your hands, hands Sheller, pedals. Operated maize Sheller, or shelling machine. After shelling you have to sieve and sort every thing, which is not maize grain before storage.

**7.Storage:**

- a) You have to dry the maize before it is stored. It must be no more than 14% moisture content to avoid grain rotting and easily attacked by the weevils in the store.
- b) We can check the moisture by biting, feeling or pinching.
- c) Make sure, that the grain going to be put in the store is dryclean and graded. In this we are interested in maize grade. We can take grade B but our priority is maize grade
- d) Treat the irains with the recommended drugs to avoid weevil and insect attack.
- e) Put the grains in the bag and sow.

**8. Grading**

Grading maize before storage is a problem to many farmers Produce buyers in Uganda and most especially in Iganga district have made the price go down each season. Grading means, to determine the particular class of an item or product ie-maize grade A, B and others.

- b) Don't put any grain, which is not graded, in the store. If you mix bad grains with the good ones you will get enemies from out side of the store, which will cause problems.
- c) When you are grading, make sure to samples from each bag by using sampling spears. Don't get samples from one place you must get samples from different parts of the bag, you can get at least I kg from 10 bags.
- d) Pile into small piles from each of the following categories.
  - i) Good grains
  - ii) Broken
  - iii) Damaged by insects
  - v) Shriveled, discard and diseased
  - ii) Foreign matter

**9. Store**

Storage is the biggest problem for farmers and produce buyers most especially in rural areas. Choose a store by renting or constructing your own, choose the size according to the tonnes that you want to store in that store. The store itself must be

- a) Leaking
- b) Have strong doors and windows
- c) Well protected from rats, rodents, chickens and any other animals which can affect the produce.
- d) Well protected from thieves (don't choose the store in bad communities).
- e) The store must be clean; you must remove everything, which is not supposed to be in the store, e.g. anything, which can help an enemy to hide.
- f) You have to put good, damages before putting in bags of the produce (Don't put the bags of produce on the floor. If you do so the moisture will increase, leading to rotting of the produce).
- g) Do not put bags of the produce against the wall. At least 3 feet or I metre, from the wall.
- h) Do not heap or pile the bags up to the roof
- i) After storing keep your store locked, keep monitoring supervision and when supervising go around all corners of the store by checking, looking and hearing, if there is any enemy in your store.
- j) If you identify any enemy in the store make sure you destroy it, immediately. Try to look

for more enemies because if you identify one it means there could be more enemies.

k) Keep monitoring at least once per week.

### **When To Sell**

Farmers and store managers have to decide when to sell the produce, especially after targeting the good price. They have to sell at the price targeted before. When they fail to sell at the targeted price they have to sell at good price compared to the local price.

### **Marketing**

The programme officer is the one to look for a better market for the farmers produce. After selling the produce, all charges for the programme will be deducted.

### **Record Keeping:**

In this programme, record keeping is the systematic way of dealing with transactions in the business.

- 1) Why do we keep records?
- ii) We keep records for better running of the business.
- iii) For future reference
- iv) Easy auditing and supervision.

Types of records to be used in this programme.

- a) Inventory stock card.
- b) Assets stock card.
- c) Cash book.
- d) Delivery note.
- e) Payment vouchers.
- f) Certificate
- g) Report forms

### **Inventory stock card. !**

This is to show what is in the store.

### **Assets stock card.**

This is to show the assets of each business that have been acquired for each individual store and the group.

### **Transfer form.**

This form will show what quantity of the produce has been picked who has picked it from where and the registration number of the vehicle that has picked the produce. The store manager must sign on it plus the driver of that vehicle and there must be three copies. One for the office, the second to the place of delivery and the third to the store.

### **Cash book**

This should be prepared to show what is brought in and taken out and the balance showed in terms of cash.

### **Delivery Note.**

This shows what is taken from the head office to the store. There are to be two copies and all signed by the head office and the store managers.

### **Payment vouchers.**

This is to deal with payment in terms of Cash. One who receives must sign. One must be authorised and it must be checked.

### **Certificates**

It will show what quantities the farmer has put in the store; it has to be signed by the store manager and the farmer. It has to show all charges that will be deducted after selling the produce. It will also show the grade of the produce. There must be a provision space if a farmer wants to sell his produce before the targeted price. (Transfer to somebody else who has bought the produce)

#### **Report form**

This is from the officer who has gone to supervise the stores and he must ascertain what quantity is in the store. How many farmers have stored the produce. and whether the assets sent to the store reached there?

Three members (farmers) of NALG each presented a summary account of their how they joined the group, when they joined, why they joined, their status before joining the group and their status now after two years working with the group. Their accounts reveal that before joining NALG, the farmers used to plant between 1-2 acres of maize, using local seeds, without fertilizer and agro-chemicals and would harvest about 5-7 100kg bags per acre. But now with NALG, they have gardens ranging from 10-15 acres each all the farmers use improved seeds, fertilizers and weed management chemicals all provided by the group on credit and the farmers now harvest between 15-20 100kg bags per acre.

After lunch, Nkutu Grace involved the participants in a lively discussion about “Book keeping and costing in farming and marketing for competitive pricing”. Using a real case scenario, the participants costed all the activities that are involved in planting of one acre of maize. That is from renting the land to the point selling the harvest. The expected total revenue from the harvest of one acre were compared to the likely costs and it was not surprising to know that they would get a loss at end of it all. The costing exercise warmed up the participants who promised to consider book keeping and costing as an important ingredient in their farming and marketing activities.

Muganga Andrew had a presentation on “market information service” and later Okoboi Geoffrey invited the participants who are interested in joining the MIS listeners group to register. The people who registered are the following.

**Table 25: Members in the MIS listeners group, Budondo Sub-county, Jinja District**

	<b>Name</b>	<b>From</b>	<b>Production activity</b>
1	Byakika Samson	Namizi East, Budondo S/C	Farmer
2	Isiko Samuel	Kagera, Budondo S/C	Farmer
3	Buyinza Musa	Buleeba, Budondo S/C	Farmer
4	Mumira Fred	Kagera, Budondo S/C	Farmer
5	Mugabi Ali	Buleeba, Budondo S/C	Farmer
6	Isabirye Racheal	Buwagi, Budondo S/C	Farmer
7	Nangiya Victor	Buwagi, Budondo S/C	Farmer

The chairman closed the workshop at 5:00 PM.

## Appendix 15

### **Report on the monitoring tour that covered the districts of Jinja, Iganga, and Mbale (pilot site 1) and Lira (Site 3)**

Compiled by Okoboi Geoffrey, IITA-ESARC/MIS

Date: 26<sup>th</sup> March 2001

Period of tour: March 19-23, 2001.

Members on trip were, Okoboi Geoffrey of IITA-ESARC Micro-MIS project and Harriet Nsubuga of IDEA Project

Purpose of trip was, market information survey and monitoring of activities in pilot sites

#### **Jinja and Iganga districts**

In Jinja district, we first met Mr. Muganza James, our field agent who later took us to the field to meet various farmers, trader and processors in the area.

Along the way while going to meet the members of Nawapanda farmers group in Budondo County, we noticed that the major activity in the area was garden clearing, preparation and planting. However, a few farmers who had planted earlier in the mid February rains had started weeding maize and beans. Another major activity we noticed is most families in Budondo sub-county were engaged in Zero grazing and milk sales was one of the major sources of income to the farmers. Of course the other source of income was maize grain sale.

Our first stop over was at Nawapanda Awabi Wetolwa Namani Farmers' group stores where they had about one tonne of maize just poured on the floor of the store. We exchanged ideas about farming, marketing and market information.

The next destination was to Lubanyi Tuyambagane Mubizibu Farmers Association. This association is found in Butagaya sub-county, Jinja district. This association started as a burial group, then graduated to a Savings and credit group and it also handles the marketing of farmers produce (maize, beans & coffee). When we visited the group, they had over 50 tonnes of maize in their store, which they expected to sell between April –May 2001.

The members of the association concurred that in a good season, the members can harvest about 100 tonnes of maize and purchase over 50 tonnes from non-members. Therefore they have the capacity to supply over 150 tonnes of maize in this first season especially for the fact that the commissioner of forestry is going to give them more land from the forest reserve to grow food and plant trees.

To cap up the conversation with the members of this association, they informed us that they do listen to our market information programmes both on radio Uganda Butebo Channel and on CBS. However, they requested that we provide with other information on better farming practices and markets for their produce.

In Iganga we first visited a maize plantation stretching over 150 hectares. Originally, this plantation was for coffee before the expulsion of Indians in Uganda. After the expulsion of

Indians, the coffee plantation collapsed and the land remained vacant until recently when the owners (Indians) returned and started leasing land to the indigenous at 40,000/= per hectare per season (we have two seasons in a year). Now all this land is cultivated with maize.

Destination two in Iganga was to the Nakisenye Adult Learning Group (NALG). This group acts like a model group in the whole of Iganga due to its innovative ideas of farming, marketing and training. This is now supported by IDEA project that mainly encourages farmers to grow for export. The group has its own agricultural inputs supply shop where members are given all required inputs on credit and pay back after harvesting their crops. The inputs and services that members of NALG can access on credit include; improved seeds, fertilizers (DAP, SSP & UREA), agro-chemicals, storage bags, storage and fumigation of produce, etc.

When it comes to farming, we found that most of the members of NALG had cultivated between 5-20 acres of maize or beans, use fertilizers to improve soil fertility and agro-chemicals to manage the weeds. We also found some farmers were testing a new method of farming they termed as zero tillage whereby the farmers mix two agro-chemicals (Roundup and Lasso) to spray the weeds. This mixture is said to kill all the weeds plus their seeds in the soil rendering the garden free of weeds for three months, by which time either maize or beans is ready for harvesting.

On the marketing aspect, NALG is again ahead in the game. The group has developed system whereby the members who bring their produce to the group stores are issued with certificates that indicate the quantity of produce the member has brought store, all the costs they were involved for the produce to reach the store, when then member is willing to dispose his produce and at what price range. The interesting idea behind these certificates is that they are transferable. The member holding the certificate can transfer ownership of his produce by selling his paper (certificate) to another member or to the group.

NALG has a training component among their activities and they boast of a training centre in Nakisenyi village where the group had its humble beginning. The group now charges a fee for a institution that would like to use their training centre and/or training in group framing or marketing.

### **Mbale**

While in Mbale district our first meeting was with Mr. Charles Twikirize, the District Commercial Officer (DCO) of Mbale District. He shared with us a lot of information about the Uganda Co-operative Alliance Agricultural Extension (UCA-AE) project and the Oxfam Food Security survey conducted by the Moving Mountains Mission in the district.

About the UCA-AE project funded by Swedish Cooperatives through SIDA, Charles informed us that the project has been successful in Bugobero and Buyaga sub-counties where it was launched and it has transformed some of the pioneer farmers from struggling peasants to successful commercial farmers.

The DCO told us that success of the UCA-AE project has been due to the close working relationship of the agricultural extension officer and the farmers.

The extension officer helps the farmers in the selection and procurement of good quality seeds, demonstrates to the farmers on line spacing, planting using the rope, use of fertilizers and herbicides in plant health and weed management, etc. At the end of it all, the farmers who were helped by the UCA-AE project had yields 5-7 times better than the traditional

farmers. That is farmers under UCA-AE project were able to harvest between 15-20 100kg bags per acre while farmers using the traditional methods were able to get only 3-5 100kg bags per acre.

Because of the remarkable difference in yield that the farmers under UCA-AE project were getting compared to farmers outside the project, those outside the project have copied some of the UCA-AE project farming techniques and overall, their yields have also improved.

Further in our conversation, the DCO also talked about the Oxfam Food Security survey conducted by the Moving Mountains Mission, a Christian NGO operating in Mbale district. This food security survey was conducted in the rural area of Bugobero sub-county and it involved 400 village respondents. In this study Mr. Twikirize Charles, the DCO of Mbale was involved as a consultant. The study is in the final stages of report writing and the DCO promised to avail us a copy when the report is out.

**Nonetheless, the DCO being part of the report writers disclosed that in their analysis, they found out that a great majority of the 400 respondents interviewed revealed that they listen to market information broadcasts. On whether the farmers use market information in their production and marketing decisions, the DCO said most respondents answered that they do not use it. Thus the DCO challenged us and any other organisations that are providing market information to the farmers to see to it that the farmers are sensitised know the importance of market information and interpret it the way we the providers interpret it, if they are to positively utilise it to their benefit.**

Asked on his view why the farmers may not be utilising market information in their decision-making, Mr. Twikirize Charles said that:

- First of all, the market information providers should know whether the market information they are broadcasting to the farmers is what they need and whether it is relevant to their market information needs.
- Are the farmers aware that the information is being targeted to them? He said that although the farmers are rational, they are not as sophisticated to take advantage of any information.
- Is the information timely?
- The information providers should understand the farmers' outlook. That is how can a peasant farmer in a village in Bugobero sub-county (Mbale district) relate the price of beans in Owino market in Kampala with the price of beans in his village when takes many years without even stepping in his district town of Mbale.

In his concluding talk with us, Mr. Twikirize Charles noted that in Uganda, a peasant farmers face many challenges that force them sell their agricultural produce without even considering what they heard on the radio (market information). These challenges include the cost of medical care, lack of storage space for their produce, top-bottom fixing of the prices by the traders through the trading chain (i.e. no negotiation capacity of the farmer), excessive leisure of men (boozing, smoking and taking on more women), etc.

Still on our tour of Mbale district, we were able to meet the District coordinator of IDEA project for Mbale district, Mrs. Makabayi Matilda. She informed us about her activities with the farmers, how farmers have adopted have the use of quality seeds (Zimbabwe Hybrid, Uganda Hybrid, Longe 1, Kenya Hybrid, etc.), fertilizers (DAP, SSP and UREA) and herbicides (LASSO and ROUNDUP) in their farming.

We also visited the two main agricultural input suppliers in Mbale. That is Sukura Produce and El Shadai International. These two companies are the major suppliers of seed inputs, agro-chemicals and fertilizers to the districts of Mbale, Kapchorwa, Kumi, Pallisa, Iganga, Tororo and Soroti. These companies also work closely with IDEA project the main promoter of high-value and low-value agricultural exports in Uganda.

To cap up our tour of Mbale district, we visited the Industrial area to talk to wholesale traders of maize grain and flour. We talked to several traders who gave us their contacts. We were able to get their side of the story about the general business climate for agricultural produce in Mbale, sources of supply for maize (from districts of Kapchorwa, Busoga and Lira), demand for flour (mainly institutions in district and traders from other districts) and about market information broadcasts.

In the trail of our tour in all the above places we also collected wholesale and retail prices on agricultural inputs and commodities.

### **Lira District.**

Our market survey in Lira was brief. First we met our Field agent in Lira with Gordon Bell the proprietor of Lira radio, which broadcasts our market information. Toured the new facilities in the radio station and then headed for the markets. We surveyed and collected market information from the main produce traders in Lira town and the surrounding centres. However, because of the time element and the insecurity scare, we were unable to the rural areas like we heard done for the districts of Jinja, Iganga and Mbale.

That marked the end of our tour and we made our journey back to Kampala through the eastern route and north as usual.