



**Developing Agri-Inputs Market in Nigeria Project**

**Quarterly Progress Report  
(July-September 2003)**

**Submitted by**

**IFDC**  
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**to**

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## Acronyms List

AFAMIN	African Agri Market Information Network
ARA	Agro Retailers Association
DAIMINA	Developing Agri-Input Markets In Nigeria
FGN	Federal Government of Nigeria
FMARD	Federal Ministry of Agriculture & Rural Development
IFDC	International Fertilizer Development Center (An International Center for Soil Fertility and Agricultural Development)
IITA	International Institute for Tropical Agriculture
MIS	Market Information Services
SPFS	Special Program for Food Security
USAID	United States Agency for International Development

# **Developing Agri-Inputs Market in Nigeria Project (DAIMINA) (IFDC—USAID—FGN))**

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## **Quarterly Progress Report (July-September 2003)**

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### **Executive Summary**

The fourth quarter witnessed a considerable increase in agri-input sales by DAIMINA-trained agro dealers. In September 2003, 225 agro dealers graduated in the states of Kano and Oyo. Research institutes, such as the International Institute for Tropical Agriculture (IITA), enjoyed the patronage of agro dealers, especially in the procurement of improved seeds during the quarter. The project continued its policy reforms dialogue with the government and related stakeholders.

### **Highlights**

- I. A National Agri-Inputs Policy Workshop was held with 152 participants in attendance.
- II. Fourteen workshops on agri-business development, safe and judicious use of agro-chemicals, the Special Program for Food Security (SPFS) farmer/agro-dealer training, and association development were organized.
- III. Collaboration continued on strengthening of the Agri Market Information Services.
- IV. The project database was further improved.
- V. Report on soil samples for testing and analysis was concluded.
- VI. Agro dealers assisted in mobilization of micro finance.
- VII. Policy reform activities were continued.
- VIII. The project collaborated with the National Seed Service to review the Seed Law and Regulations.
- IX. The Bauchi office was launched during this quarter.

A summary of the activities undertaken on three major components is given below.

## **1.0 Policy Analysis and Dialogue**

### **1.1 General Status**

There was a follow-up on the amendment of the fertilizer regulations and quality control system legislation with the Federal Ministry of Agriculture and Rural Development. The Federal Government of Nigeria (FGN) is supporting private sector involvement in input distribution, and action has been initiated to amend the Seed Law and Regulations.

### **1.2 Objectives**

- a. Consolidation of government decision to provide a conducive environment for private sector participation in input distribution.
- b. Evolving sustainable fertilizer regulations leading to quality assurance.
- c. Assessment needed for review of the seed regulations.

## **1.3 Activities in Support of Objectives**

- 1.3.1 The project organized a 2-day national workshop on agri-inputs policy in collaboration with the Federal Ministry of Agriculture and Rural Development to examine the agri-inputs policy in Nigeria. IFDC's President/CEO and the USAID Mission Director attended the workshop.
- 1.3.2 Follow-up activities to expedite the approval of the amended Fertilizer Board Act 1977 submitted by IFDC was undertaken, and several meetings were held with FFD/the Federal Ministry of Agriculture and Rural Development (FMARD) in this regard.
- 1.3.3 Discussions were held with the National Seed Service and private seed companies with a view to study and review the existing seed law and regulations in Nigeria.
- 1.3.4 The Project Advisory Committee meeting of DAIMINA was held to review the progress of various activities undertaken in 2001-2003 and consider the planned activities for Year 2004. The USAID Mission Director and IFDC's President/CEO attended the meeting.

## **2.0 Private Sector Development**

### **2.1 General Status**

The private sector has made good progress in the sale of agri-inputs over the previous seasons. The period recorded increased collective demand of inputs by retail dealers to wholesale dealers/importers. The wholesale dealers have embarked on credit sales to the retail dealers. There was widespread reported shortage of fertilizers during the current season. The private sector in the DAIMINA project area has captured 80% of the input sales.

### **2.2 Summary of Objectives**

- a. Promotion and purchase of agri-inputs through the Agro Retailers Associations (ARAs).
- b. Strengthening of zonal ARAs for better coordination of business activities of retail dealers.
- c. Provisions of technical assistance to agro dealers in the preparation of business plans and follow up for securing the micro finance from banks.
- d. Training of agro dealers in the safe and judicious use of agrochemicals. Pre-graduation training of agro dealers.

### **2.3 Activities in Support of Objectives**

- 2.3.1 One thousand additional copies of the cowpea fliers were printed in the English language during this quarter.
- 2.3.2 Two thousand copies of the agro dealer directory were produced and distributed to agro dealers, agri-input companies, and government institutions.
- 2.3.3 The report of 200 soil samples tested and analyzed was submitted.

- 2.3.4 The Nigerian Agricultural Cooperative and Rural Development bank released a total of N2.92 million for 27 agro dealers in Kano State and N1.35 million for 9 agro dealers in Oyo State. Other applications already submitted to the bank are being processed.
- 2.3.5 Fourteen training and networking activities were continued during the quarter for market level ARAs, wholesale dealers, and retail agro dealers on business development and management in 30 selected markets in Kano, Oyo, and Bauchi States. During these workshops, fertilizer importers, blending units, farmer organizations, senior government officers, and financial institutions were invited to strengthen networking with agro dealers. Summary of the training workshops organized is shown below.

### Training Workshops Conducted During the Quarter

S/N	Date	Title of Workshop	Venue	No. Participants
1	July 23-24	Agribusiness development training	Kano	40
2	July 15-16	SPFS agro dealers/farmers training	Oyo	27
3	July 30-31	Crop chemical training	Kano	38
4	July 29	Crop chemical training	Oyo	30
5	August 7	Association development training	Kano	16
6	August 11-12	Association development training	Oyo	14
7	August 29-30	Association development training	Bauchi	38
8	August 18-19	Agro chemical training	Bauchi	49
9	August 18-19	SPFS agro dealers/farmers training	Kano	57
10	August 19	Training on record/bookkeeping	Oyo	48
11	August 20	Agro chemical training	Oyo	48
12	August 19-20	Agro chemical training	Kano	41
13	August 20-21	Pre-graduation of agro dealers training	Kano	37
14	August 28	Pre-graduation of agro dealers training	Oyo	62
<b>Total</b>				<b>545</b>
16	August 26-27	National Agri-Inputs Policy Workshop	Abuja	215
17	July 22	Sensitization/launching of DAIMINA office	Bauchi	151
18	July 23	4 <sup>th</sup> PAC meeting	Abuja	24

## 3.0 Strengthening of the Market Information System (MIS)

### 3.1 General Status

The MIS activities were strengthened with the establishment of a strong database on directory of trained agro dealers in addition to updating of the African Agri Market Information Network (AFAMIN) web page. Data dissemination through the agribusiness newsletter and mass media continued. Scale up and strengthening of the Agri Market Information Services continued.

## **3.2 Summary of Objectives**

- a. Provision of updated market information on agri-inputs and crop produce.
- b. Improving the stakeholders' access to updated market information to facilitate decision-making.
- c. Consolidation of dealers' database.

## **3.3 Activities in Support of Objectives**

- 3.3.1 The July maiden edition of the joint agribusiness newsletter was launched and posted to the AFAMIN Nigeria web page.
- 3.3.2 The September edition of the joint agribusiness newsletter was finalized.
- 3.3.3 A directory of 275 DAIMINA-trained agro dealers in Kano, Oyo, and Bauchi States was produced and distributed.

## **4.0 Other Activities**

### **Business Facilitation/Enhancement (Networking) Activities**

- a) The blending units are providing short-term credit to wholesale dealers.
- b) As a result of DAIMINA's training, linkages, and networking, agro dealer associations in Oyo, Shaki, and Ogbomosho conducted training for 445 farmers, of which 142 (32%) were women.
- c) Agri-input sales increased by 45% in Oyo, 30% in Shaki, and 35% in Ogbomosho zones during the quarter.
- d) Sale of improved cowpea seeds by a trained agro dealer in Wudil market, Kano State, increased from 1,000 kg in the third quarter to 3,000 kg in this quarter.
- e) Dealers were connected with a chartered accountant for drawing up of business plans to enable them get macro loans.
- f) Agro dealers in Bauchi have purchased most of their crop chemicals from CANDEL and ordered seeds from PREMIER Seeds.
- g) Wholesale dealers in Oyo, Kano, and Bauchi States continued extending credit to DAIMINA-trained agro dealers.

## Details of Credit Sales Made by Wholesale Dealers to Retail Dealers

S/N	Wholesale Dealer	Input	Amount (N)	Beneficiary	Payment Mode
<b>Oyo</b>					
1	Farmers shopping plaza, Ibadan	Agrochemicals	928,100	Oyo Zonal ARA; Fitsco Retail outlet	30 days credit
2	Collins Groupe Ltd	Agrochemicals	937,500	Ogbomosho zonal ARA	“
3	Moafak Ltd, Ibadan	Agrochemicals	630,000	Oyo zonal ARA	“
4	Fitsco Ld	Agrochemicals	2,047,000	Farmers shopping Plaza	“
5	INSIS Ltd	Agrochemicals	500,000	Farmers support shop	“
6	C-ZARD	Agrochemicals	200,000	Farmers support shop	“
7	Premier Seeds	Improved seeds	360,000	Gbenga Ajani	“
8	Sunday Olatunde	Fertilizers	2,805,000		“
<b>Kano</b>					
9	Shafiu Ahmed	Fertilizers	6,540,000	Kano city ARA	1 week credit
10	Musa Baba	Fertilizers	4,440,000	“	Consignment stock
11	Shuaibu Akarami	Fertilizers	3,900,000	“	“
12	Sani Baba	Fertilizers	2,640,000	“	70% down payment, balance on consignment
13	Yusuf Dala	Fertilizers	1,950,000	“	Installment–Retail dealers pay before new allocation is made
14	Mallam Mai Dusa	Fertilizers	1,260,000	“	“
15	Abdulrahman Musa	Seeds	30,000	“	“
16	Shehu Idris	Agrochemicals	575,000	“	“
17	Lawal Alaramma	Agrochemicals	500,000	“	“
18	Ashura Ali	Agrochemicals	1,250,000	“	“
19	Engr. Abdullahi	Agrochemicals	117,500	“	“
20	Murtala Ahmed	Fertilizers	15,000,000	Bichi ARA	“
21	Musa Biyu	Fertilizers	7,080,000	Garko ARA	“
<b>Bauchi</b>					
22	Alh. Babayo Moh'd	Agrochemicals	21,995,080	Western zone	50% down payment
23	Alh. Babayo Moh'd	Seeds	47,250	“	“
24	Tanko Mohammed	Fertilizers	7,889,500	“	“
	Yusuf Musa	Fertilizers	8,075,800	“	“
25	Ilyasu Abdullahi	Fertilizers	6,145,900	“	“
26	Dass Women MCU	Fertilizers	2,003,450	Central zone	“
27	Ibrahim Go -slow	Fertilizers	4,298,500	“	“
28	Nuhu Maitaki	Fertilizers	6,690,000	“	“
29	Alh. Ada S/Fulani	Fertilizers	6,380,000	Northern zone	“
30	5 SKY MS Nig. Ltd.	Agrochemicals	629,475	“	“
31	5 SKY MS Nig. Ltd.	Seeds	26,000	“	“
32	Karamba A. Abba	Agrochemicals	1,269,000	“	“
<b>Total</b>			<b>119,140,055</b>		

## 5.0 Collaboration With Related Agencies/Projects

DAIMINA has secured collaboration of the following:

1. Special Programme on Food Security SPFS (implemented by the Food and Agriculture Organization of the United Nations and the Special Coordinating Unit) in the establishment of agro dealers in SPFS sites to improve input supply and crop marketing.
2. Soil sampling and fertilizer recommendations jointly with ADPs.
3. Sale promotion of seeds in Kano State jointly with Premier Seeds, IITA–Kano, and the Seed Association of Nigeria.

4. Study and review the Seed Law and Regulations jointly with the National Seed Service.
5. Safe use of agrochemicals jointly with the Agrochemical Association of Nigeria, the Federal Ministry of Environment, and chemical companies.

## **6.0 World Bank-Funded Fadama II Project**

The Federal Government of Nigeria has invited the IFDC-DAIMINA project as one of the service providers in input supply, private sector development, and farm advisory services. In a meeting attended by DAIMINA, FMARD proposed the implementation strategies of the National Fadama Development Office and explained the concept of Community Driven Development. Modalities for implementation are yet to be worked out.

## **7.0 Future Activities**

1. Continuation of capacity-building activities.
2. Launching of AFAMIN/Nigeria.
3. Sustenance of collaborative activities.
4. National seed sub-sector stakeholders' workshop.
5. Continuation of the strengthening of the MIS.
6. Sustenance of soil sampling and analysis activities.
7. Encouragement of crop marketing by agro dealers.
8. Consolidation of policy activities.
9. Consolidation of database management.
10. Continuation of training on the safe use of agrochemicals.