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Resources

THIS CHAPTER CONTAINS LISTS of organizations and websites devoted to improving marketing of agricultural produce in Africa, references cited in the text and further reading on commodity markets, and contact details of the participants who contributed to this book.

We have replaced long web addresses with a shorter equivalent - the tinyurl addresses in the lists below.

Organizations and websites

AfricanTrade.com

www.AfricanTrade.com

This site provides businesses, governments and international organizations with an electronic platform and content to facilitate trading.

AGOA

www.agoa.gov

The US African Growth and Opportunity Act offers incentives for African countries to open their economies and build free markets.

COMESA

www.comesa.int

The Common Market for Eastern and Southern Africa promotes regional economic integration through trade and investment. Members are Burundi, Comoros, Democratic Republic of Congo, Djibouti, Egypt, Eritrea, Ethiopia, Kenya, Libya, Madagascar, Malawi, Mauritius, Rwanda, Seychelles, Sudan, Swaziland, Uganda, Zambia and Zimbabwe.

Doing Business

www.doingbusiness.org

A World Bank project to provide objective measures of business regulations and their enforcement around the world.

East African Grain Council

www.eagc.org

A non-profit membership-based organization in Kenya that prepares disseminates

and promotes the exchange of information on the regional grain industry.

FAO Linking Farmers to Markets

tinyurl.com/4f5o5b

Food and Agriculture Organization of the United Nations (FAO) website that provides case studies of ways in which farmers have linked with markets, through their own efforts and with assistance from others. It also has links to other FAO information on agricultural marketing.

GAPTO

www.gapto.org

The Ghana Agriculture Producer and Traders Organization is a non-government organization that aims to improve the agricultural marketing system in Ghana and West Africa. See page 108.

IFC Small and Medium Enterprises

www.ifc.org/sme/

An overview of the work of the International Finance Corporation (the arm of the World Bank that supports the private sector) to support small and medium-sized enterprises in developing countries.

KACE

www.kacekenya.com

The Kenya Agricultural Commodity Exchange facilitates agricultural trade in Kenya. See page 159.

KIT Value Chains for Development

portals.kit.nl/Value_Chains_for_Development

Portal of the Amsterdam-based Royal Tropical Institute (KIT) on value chain development. Provides access to electronic documents on pro-poor value chains, newsletters, discussion groups, websites, bibliographic databases, and directories of organizations and projects on value chains.

MISTOWA

www.mistowa.org

The Regional Market Information Systems and Traders' Organizations project (MISTOWA) was an USAID-initiated project to increase regional agricultural trade and food security by improving and linking existing regional efforts to generate, disseminate, and make commercial use of market information. The project focused on removing key obstacles to trade in West Africa including lack of access to timely information on prices and market opportunities; inadequate business skills of producers and traders to respond to production and market opportunities; and unfavourable trading environment, including tariff and non-tariff barriers (e.g., harassment at national borders). The project came to an end in September 2007. The International Fertilizer Development Center continues to support activities.

RATES

www.ratescenter.org

The Regional Agriculture Trade Expansion Support programme, funded by USAID East Africa, aims to increase value of agricultural trade within the East and Southern Africa region and between the region and the rest of the world. It focuses on developing commodity-specific regional trade initiatives through innovative private/public sector alliances and partnerships. It works primarily through regional trade flow

leaders such as regional trade associations, national-level trade organizations, private companies and individual entrepreneurs. It currently supports activities in specialty coffee, maize and pulses, cotton/textiles and dairy.

RATIN

www.ratin.net

The Regional Agricultural Trade Intelligence Network was developed to help reduce food insecurity in East Africa by strengthening the ability of markets to provide access to affordable food to poor households and improve food availability through providing adequate incentives to producers. Its main task is to supply traders with improved early warning marketing and trade information to lead to more efficient and competitive transactions in food trade between surplus and deficit regions in East Africa.

TIPCEE

tinyurl.com/40lv2e

The Trade and Investment Programme for Competitive Export Economy is a CARE project that targets smallholder farmers in Ghana that already have begun to integrate into commercial marketing chains. It links large- and medium-size agricultural enterprises to foreign buyers and joint-venture partners in overseas markets, and links smallholders to modern supply chains for agro-processing and exporting using traders, trader organizations, large commercial farms and business development services.

Tradeafrica.biz

www.tradeafrica.biz

An online market place that provides maize prices, enquiries to buy, and offers to sell maize, beans, rice and other agricultural commodities in eastern and southern Africa.

Tradenet.biz

www.tradenet.biz

A private company based in Accra, Ghana, whose website allows farmers and traders worldwide to share market information via mobile networks and the internet. See page 111.

Uganda Commodity Exchange

www.uce.co.ug

An exchange that facilitates the trading of graded produce, including beans, coffee, maize, rice and soybeans.

West African Trade Hub

www.watradehub.com

The West Africa Trade Hub is a USAID-funded centre to boost West Africa's trade competitiveness. It helps West African businesses to sell to the US market, in many cases taking advantage of increased trading opportunities provided through the African Growth and Opportunity Act. The Trade Hub is a central point where West Africans, US government agencies and bilateral and multilateral donors can get information on trade enhancement, investment, and business development activities in West Africa, including training opportunities. It also provides technical assistance to West African countries, including the region's private sector and civil society organizations.

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Isaac holds a PhD in organizational development and planning. His experience includes teaching, NGO training, curriculum design and organizational development. He provides consultancy services on strategic planning, participatory monitoring and evaluation, project design and proposal writing. He specializes in participatory development approaches and organizational development.

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Edwin has been a dairy milk trader for 5 years in the Chepkorio area. With his one employee, he sells over 100 kg of milk a day. He is a member of the Milk Traders' Association of Chepkorio.

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Lyle holds an undergraduate degree in agriculture and a masters degree in development studies. He has worked in sub-Saharan Africa and Southeast Asia since 1980, predominantly in agrarian and rural development. His expertise covers the implementation and project management

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Daniel attended Solusi College, Bulawayo, and graduated with a BBA degree in accounting awarded by Andrews University, Michigan, in 1995. He worked as an internal auditor, accountant and business development officer targeting livestock trading for cold storage commission from 2000 to 2004. He later had short stints with private abattoirs in Harare. Since 2000, he has been buying and selling cattle as a private business. In addition to being a finance and administration consultant, he trades livestock, mainly in Mbire district.

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Musa is a Member of the Chartered Institute of Purchasing & Supply, and has 5 years of experience spanning market information system development, capacity building, group development and restructuring,

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