2019 Members Update
April - May Edition

Promoting Trade, More Trade & Better Trade

EAGC Service Pillars
Executive Director’s Summary:

Dear Member,

Welcome to the April and May Members’ Update.

I would first like to take this opportunity to welcome our 8 new members who joined the Council in the month of April and May. We look forward to meeting their expectations through the membership value proposition.

Throughout the month of April and May, EAGC continued to pursue its vision of being “the leading voice for the grain industry in Africa” through its four key functions: Structuring grain Trade Systems, provision of market information, trade policy and advocacy work as well as capacity building through the Grain Business Institute with the aim of delivering trade, more trade and better grain trade. As a matter of fact, the month of April marked the 13th Anniversary of EAGC where the Council’s membership celebrated together with the secretariat, thirteen years of remarkable success in the grain sector.

EAGC’s efforts towards promoting regional cross border trade led to several stakeholder engagements to discuss the challenges experienced in cross border grain trade with the most pressing one being cross border grain trade between Kenya and Ethiopia.

As a result of EAGC’s expansive knowledge and expertise in regional Informal Cross Border Trade in the Eastern Africa region, the Council partnered with the United Nations Economic Commission for Africa through the Africa Trade Policy Centre on a project aimed at enhancing the quality of informal Cross Border Trade (ICBT) along the Abidjan Lagos Corridor where a harmonized methodology for ICBT data collection and other key recommendations will be provided to inform trade and policy decision making within the ECOWAS trading bloc.

The Council continued spearheading Structured Trading Systems that saw facilitation of a Trade Mission to South Africa for members of the National Assemblies of Kenya and Uganda’s parliamentary committees for agriculture. Honorable Members of Parliament got exposure to state of the art technology that will largely contribute to sound policy development and implementation in their countries following the lessons learnt from the South Africa Grain Trading Ecosystem.

Promoting market linkages among grain value chain actors was a key focus where the Council in partnership with the Ministry of Agriculture under the ongoing Kenya National Cereal Enhancement Program has facilitated trade in over 20,000 MT of maize and Sorghum at a value of USD 60,000.

Similarly over 234,000MT of grain valued at USD 158M has so far been traded in Kenya, Tanzania and Malawi under the EAGC AIMS partnership with the USDA Global Communities.

More updates on EAGC interventions with various partners within the Eastern Africa Region and beyond are shared in detail in this members update edition for the months of April and May 2019 which we achieved for you members and this could not have been realized without your support and collaboration.

We wish you a Happy Reading!!!!!!!!!!!!!!!!!!!!!!!!!!!
The Eastern Africa Grain Council (EAGC) commemorated its 13th Annual General Meeting on 16th April 2019 at the EKA Hotel, Nairobi Kenya. The meeting was attended by members of EAGC from Tanzania, Kenya, Uganda, Rwanda, Malawi, Zambia, DRC and Burundi. During this meeting, EAGC performance for the year 2018, audited financial accounts and plans for 2019 were presented to the members.

The AGM was superseded by the Annual Members' and Stakeholders' Luncheon which was graced by Dr. Margaret Mwakima, the Principal Secretary, State Department of East African Community in Kenya. Addressing over 150 members and stakeholders at the luncheon, the PS emphasized on the need for institutions such as EAGC to strengthen collaboration with Regional Economic Communities such as the EAC and COMESA to improve the grain trade business environment. Other prominent dignitaries at the event were H.E Erasmo Roberto Martínez - Martinéz—the Ambassador of Mexico to Kenya as well as High Commissioner’s representatives of Malawi and Tanzania. This year’s AGM presented the newly elected Board of Directors who would be taking over the leadership mantle from the previous Board which successfully commissioned the EAGC’s 3rd Strategic Plan 2018-2022 on the Mantra is “Trade, More Trade and Better Trade”.

The two events which called for adoption of climate change among farmers for food security, also hosted the first Grain Trade Business hubs (GHubs) B2B meeting where farmers were linked to financial institutions, equipment suppliers, seed companies and large scale grain off-takers.
EAGC in partnership with the United Nations Economic Commission for Africa (UNECA) through the Africa Trade Policy (ATPC) recently collaborated to execute a short-term project funded by the Afriexim Bank to monitor Informal Cross Border Trade along the Abidjan Lagos Corridor. The project aims at documenting the lessons learnt during cross border trade monitoring to inform trade and policy decision making as well as improving the formal cross-border trade along the corridor.

In March 2019, ATPC carried out a scoping mission to Uganda and Kenya to learn about existing best practice in ICBT data collection in the East African region. Combined with desk research, this informed the preparation of a comparative assessment of existing ICBT data collection methodologies.

An initial border profiling exercise led by EAGC took place along the Abidjan-Lagos corridor on 28 March – 1 April 2019, in order to inform the selection of border points to focus data collection on, and to gain a better understanding of the characteristics of the borders, nearby markets and traders.

A draft methodology and android data collection tool have been developed, which build upon the harmonized East African methodology and the Eastern Africa Grain Council’s (EAGC) Regional Agricultural Trade and Intelligence Network (RATIN) technology, with adaptations for the West African region.

The results of the initial border profiling and the draft methodology for data collection were presented at an Expert Working Group (EWG) meeting on 16-17 April 2019, hosted by the African Development Bank (AfDB) in Abidjan, Cote d’Ivoire.

The draft methodology and data collection technology are now being refined, before being presented to a coordination meeting of National Institutions along the corridor in July 2019. The pilot data collection exercise is to commence in August 2019 and will cover a period of four-months to account for seasonal trends and fluctuations.

The final outputs of the project will include: (a) a comprehensive report detailing the scale, characteristics and challenges of ICBT along the Abidjan-Lagos corridor, and (b) a harmonized manual for ICBT data collection for the ECOWAS region, to feed into the ECOWAS Regional Informal Trade Regulatory Support Programme (RITRSP).
In an effort to promote learning and information sharing especially in agricultural policy development and effective implementation, EAGC facilitated a grain industry experiential trade mission to South Africa from 13th to 17th May 2019 where Members of the National Assembly Departmental Committee for Agriculture and Livestock in Kenya and their counterparts from Uganda’s Parliamentary Committee on Agriculture participated.

The mission exposed the Honorable Members to best international practices in structured grain trading systems especially on technology and innovations and favorable agricultural policies key for food security.

The trade mission’s exposure through interactions with the Johannesburg Stock Exchange and GrainSA will highly contribute to the development of draft regulations for implementation of the Warehouse Receipt System Bill which is about to be enacted in Kenya.

Similarly, the mission will support the Uganda Parliamentary Committee of Agriculture, Animal Industry and Fisheries as they explore competitive agricultural sector policies for investment opportunities in value addition for the grain sector in Uganda which has been for the longest time exporting raw materials to neighbouring countries.

EAGC will continue to facilitate more trade missions to destinations of interest in the grain sector to enhance knowledge of appropriate equipment for efficiency in production which will enhance more trade.

**REGIONAL PROGRAM UPDATES**

**EAGC Facilitates a grain industry experiential trade mission to South Africa**

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EAGC represented by the Trade Policy and Advocacy Manager, Kimwaga Mhando attended two workshops on harmonization of Pesticide Maximum Residue Limits (MRLs) in California, United States during the last week of May 2019.

Maximum Residue Limits enhance food safety by ensuring any pesticides used in foods do not pose a risk to human health in addition to presenting a non-tariff barrier to trade if mishandled.

EAGC’s grain standards make reference to pesticide Maximum Residue Levels as established by the Food and Agriculture Organization/World Health Organization Codex Commission (FAO/WHO Codex Commission) while other parts of the world may have their own more stringent MRLs thus restricting market access.

EAGC keeps abreast on these developments as they may impact the ability of the Eastern Africa grain enterprises to engage in grain trade at international markets levels.

**REGIONAL PROGRAM UPDATES**

**EAGC represented members at the Maximum Residual Limits Harmonization international workshops**

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**Grain stakeholders brainstorm on grain trade challenges between Kenya and Ethiopia corridor**

EAGC convened grain stakeholders on 15th May 2019, to discuss the challenges experienced in cross border grain trade between Kenya and Ethiopia.

The meeting which was held at the EAGC Regional Office in Nairobi was attended by grain traders conducting business between Kenya and Ethiopia to consolidate all the trade and policy related issues to come up with suggestions that can be submitted to Kenya Bureau of Standards (KEBS) for onward action.

The stakeholders pointed out that the Moyale border has been transformed into a One-Stop Border Post as a measure to facilitate cross-border trade between Ethiopia and Kenya. The key recommendation from the meeting was the proposal to have separate Certificates of Conformity (CoCs) per vehicle load instead of per consignment. Additionally, the stakeholders raised concerns on the high cost of CoCs are inclusive of VAT. EAGC shall seek dialogue and make a formal submission to KEBS, KRA and the State Department of Trade on the identified challenges relating to conformity assessment.
EAGC has been implementing a partnership project to link farmers to input and out markets to spur maize, beans and soybean productivity in Iringa and Njombe regions of Tanzania supported by Alliance for a Green Revolution in Africa (AGRA).

The objective has been to strengthen and expand access to output market both domestic and regional markets. So far over 15,000 MT of grain has been traded estimated at a value of 141 million Tanzania Shillings. Additionally, 21,000 farmers have so far benefitted from training in Post-Harvest Handling technologies with 20 AMCOS linked to local buyers and the buyers also being linked to markets in Rwanda, Burundi and DR Congo. Farmer organizations are also inputs and Post Harvest equipment suppliers under this intervention.

Enhancing Cereals production and marketing in Kenya

Over 50,000 Small Holder Farmers of cereals have been trained on Post Harvest Management, Farmer Group Organization Development as well as cereals marketing. This intervention by the Council was made possible through a partnership between EAGC and the Ministry of Agriculture under the IFAD KCEP project. Additionally, trade facilitation of over 20,000MT of mainly maize and sorghum valued USD 60,000 has so far been realised. The Council has also established 180 farmer groups which are now registered as CBOs with over 50,000 farmers who are the primary grain aggregating clusters.

30 business partnerships have been established between smallholder farmers and potential off takers majority being EAGC Members. 200 service providers who are providing grain threshing/shelling services have been linked to the farmers for Post Harvest Management. The Council has Trained a pool of 210 Trainers to provide training to more farmers at grass root levels. Through this partnership, EAGC has increased its interaction levels with 13 Counties in Western, Eastern and Coastal Regions especially in the implementation of County Integrated Development Plans.

Promoting marketing linkages and access to credit within the grain value chain in partnership with the USDA Global Communities

Over 235,000MT of grains has been traded among buyers and sellers in Kenya. Malawi and Tanzania at an estimated value of USD 158M while over 635 Grain SME companies were trained on Agribusiness financial management, Agribusiness marketing, Organizational development, Agribusiness Strategic Planning and Stock and Storage facility management where 20 of these SMEs were mentored on diverse technical areas according to their expressed needs. In order to support the SMEs to access credit, EAGC through the Business Advisory Service Provision supported the companies to develop 15 business plans where two SMEs in Tanzania have already used their business plans to support loan applications to financial institutions.
This process started with National consultations in all EAC Partner States which took place in April and ended in early May. The next step by EAGC will be to host a Regional Harmonisation meeting in July 2019 to develop the draft East African Standards for HSTs. Regional Standards for HSTs will be key as they will help address regulatory gaps for quality of HSTs in all EAC Countries whilst facilitating intra-EAC trade in HSTs considering that most of the manufacturers are based in the EAC.

**Policy advisory for the Kenya Government**

EAGC has been advising the Kenyan Government on food security matters, particularly on availability of maize in Kenya and in the wider East and Greater Horn of Africa region. EAGC has prepared analytical papers and engaged in dialogue with the Government with the intention that trade-enabling and least-disruptive policy interventions are constituted by the government to address concerns around maize availability and food security.

**Participation in international forums for Maximum Residue Limits**

The Council was the sole industry representative from Africa in international forums on pesticide Maximum Residue Limits (MRLs) hosted in San Francisco, USA in late May 2019. These forums discussed the shifting global landscape with regards to pesticide MRLs and potential impact on trade. These discussions are particularly relevant for the grain industry in Eastern Africa considering the region's exports of pulses to international markets, ambitions of greater access to European markets and potentially disruptive MRL policy developments in key emerging markets.

**Resolving Cross-Border Trade challenges affecting Kenya's intra-regional grain trade**

Kenya-based grain importers raised concerns regarding the cost of Conformity Assessment when importing grains through overland ports particularly from non-EAC countries. The most affected trade has currently been between Ethiopia and Kenya whereby Kenyan companies importing soybeans from Ethiopia are required to undertake Conformity Assessment to obtain a Certificate of Conformity per vehicle load and not per consignment, thus making such trade impractical. EAGC is in dialogue with KEBS and KRA to resolve the matter and streamline the Conformity Assessment and customs clearance process.

**Dialogue with Government of Tanzania on removal of input VAT waiver for exports of agricultural commodities**

The Written laws (Miscellaneous Amendments) Act 2017 amended the VAT Act of 2014 by removing input VAT credit for exports of agricultural commodities with effect from 20th July 2019. This means that exporters of commodities such as pulses will no longer be able to recoup input VAT costs incurred in their export operations, thus potentially increasing their costs of doing business and making Tanzania's exports less competitive, especially in international markets. EAGC has jointly submitted a position paper in partnership with the Agricultural Non-State Actors Forum (ANSAF) to the Parliamentary Budget Committee. EAGC was further invited to present the position to the said Committee in partnership with the Tanzania Private Sector Foundation (TPSF).

**Development of Warehouse Receipt Systems Regulations in Kenya**

With the WRS Bill which was ascented into Law by His Excellency President Uhuru Kenyatta, drafting of the WRS Regulations continues spearheaded by the Ministry of Agriculture. EAGC is ensuring that Regulations support structured grain trade in the country.
The Kenya membership in Kenya saw a growth in numbers with five new members joining the Council. These included Bora Food Millers, Sun Logistics Limited, Resources and Allied trading company, Ndanai Umbrella and Eclectics International Ltd.

Additionally, a members meeting was held at the EAGC Regional Head Quarters which was attended by over 20 members. The meeting weighed in on the achievements of the year 2018 and the plans for 2019 for optimum EAGC membership benefits.

This being the same year when EAGC members were also electing their representatives to the EAGC Board, Kenya members held their election to identify their Country Director where Ms Rose Mutuku, the CEO of Smart Logistics Ltd was re-elected to provide Country Program Strategic direction for the next two years (2019-2021).

Smallholder farmers account for around 80 to 90 percent of the grains in Eastern Africa, but many face challenges in accessing markets and fulfilling market demands. In addition, Smallholder farmers often lack the skills and the knowledge to trade effectively, yet most are fully dependent on their farms for their livelihoods.

They are also disadvantaged by the relatively high cost of inputs such as improved seeds and fertilizers, and many have nowhere to store their produce, and as such, they are unable to wait for a better market price for their crops.

For instance in Kenya, traders and processors are not able to purchase grain from individual farmers due to the challenges of economies of scale. As a result, EAGC has sought to enhance the participation of small holder farmers in structured grain trading system through the establishment of the Grain Trade Business Hubs.

In the month of May, the Council engaged in Grain Trade Business Hubs mobilization and activation meetings with 9 Community Aggregation Centres in Nakuru and Laikipia Counties, targeting potential CACs among them Smart Farmers Mathangauta CBO, Chomoza Cooperative Society, and Ndurumo Cereal Bank.
51 Farmer Based Organizations (FBOs) in Lower Eastern region were trained on proper store management and Post Harvest Management techniques. Store Management is a very key aspect in Post Harvest Management as records for elements such as the cost of materials can be easily kept and retrieved for future reference.

Similarly, proper storage of materials is very important to prevent losses from damage, pilferage and deterioration in quality of materials. EAGC has therefore been keen on building the capacity of the farmers on this subject as stores must properly be organized and equipped for the handling of raw materials. Additionally, in North, Central rift and Coastal regions, 114 FBOs working with Anglican Development Services (ADS) under the Canadian Food Grain Bank (CFGB) program and the Kenya Cereals Enhancement Program (KCEP) were trained on the importance on the utilization of GSoko, RATIN, Group dynamics, Grain quality standards and Grain aggregation, marketing and Warehouse Receipt Systems.

EAGC to partner with Kenya Association of Manufacturers to address grain Post Harvest Losses

EAGC represented by the Executive Director, Regional Programs Coordinator and the Regional Market Information Systems Manager met with the Project Managers of an ongoing Danish Industries Project at the Kenya Association of Manufacturers (KAM) to discuss mutually beneficial partnership opportunities under the Danish project currently being implemented by KAM. The partnership will see both organizations developing a Public Private strategy towards reducing grain post harvest losses in Kenya. The two institutions brainstormed on the need to develop a Public Private strategy towards the management of National Cereals Produce Board (NCPB) silos. The deteriorating state of the silos is leading to mega Post Harvest Losses, leading to an artificial food crises and deprived local supply to local manufacturers. The strategy will therefore look in among others possibilities for Build, Own Transfer (BOT) and modernization programs for the grain handling infrastructure. This partnership will be critical in realizing the #Big4Agenda as it will focus on developing a grain sector strategy for reducing Post Harvest Losses in the grain sector through Public Private Partnerships. The strategy will form an advocacy tool for policy changes towards reducing post harvest losses in the grains value chain in Kenya.
One of the key functions of the Agriculture and Food Authority (AFA), is to administer the Crops Act of 2013 which provides for regulation of the agricultural sector in its entirety by repealing previous legislations that were specific for certain agricultural sub-sectors. The Crops Act, alongside AFA that is charged with administering it, is expected to promote growth and development of the agricultural sector in Kenya, particularly the value chains of the Scheduled Crops. AFA drafted several Regulations under the Crops Act in order to operationalize the said Act. One of these sets of Regulations was the Crops (Food Crops) Regulations, 2018, which specifically relates to regulation of food crop value chains, including grain commodities. EAGC reviewed the Regulations and presented the following general observations as members position.

The regulations provide for introduction of Certificates of Produce for consignments above 5 Metric Tonnes and introduction of import and export permits for cross-border or international trade in food commodities which will inhibit free movement of commodities both locally and across the borders.

They also provide for registration and licensing of value chain players, where registration will be at AFA level, while licensing at County level whereby with a condition on being registered by AFA. This increases administrative procedures and cost of doing business as these Licenses are most likely an additional requirement, thus making the business establishment requirements more cumbersome.

The Regulations provide for the Government to set prices of food crops where price-setting has been implemented for many years and has not achieved the usually stated goals of providing farmers with a good return on their produce and stabilizing prices, instead this will only exacerbate existing government intervention in food markets, causing more uncertainty, discourage private sector investment and lead to even less return for farmers. The Regulations also make several provisions that interfere with and duplicate the operations and mandates of other government agencies such as KRA, KEPHIS,KEBS among others. Additionally the regulations focus on “controlling” value chain players and prescribing punitive measures for non-compliance, but do not adequately deliver on the aspect of stimulating development of food crops value chains.

EAGC among other Business Membership Organizations through KAM will be presenting the position to the Ministry of Agriculture as well as lobbying to ensure that the matter is tabled during the next sitting of the Parliamentary Committee for Agriculture.
The Uganda Country Program held its first members meeting for the year 2019 in Kampala Uganda.

During the meeting, the EAGC Country Program Manager, Kiiza Kizito presented the Council’s achievements in 2018 as well as plans for the year 2019.

Additionally, the members elected their Country Director for their representation at the EAGC Board where Dr.Agnes Apea took over the leadership mantle from Dr.Rose Omaria as the new Country Director of EAGC membership in Uganda.

Dr.Agnes Apea committed to work closely with the EAGC team, the membership and potential membership as well as key stakeholders to achieve the vision and mission of the Council in Uganda for the optimum benefit of all the stakeholders.

The Council at the same meeting appreciated and welcomed on board 5 new members namely: Birya United Agencies Ltd, Church of Uganda Diocese Ruwenzori, DAJ Investments Ltd, Golden Growth Ltd and Rolco Corporation (U) Ltd.

The secretariat in Uganda has been engaging with members to map out their expectations and explore partnership opportunities to promote more trade and better trade for the prosperity of their businesses.

Such efforts will enable the Council to provide demand driven membership services and solutions that will meet the expectations of each of the EAGC members in Uganda.
UGANDA COUNTRY PROGRAM UPDATES

Creating awareness on the importance of adopting Standards for Hermetic Storage Technologies in Uganda

The Council’s third Strategic Business Plan (3rd SBP) focuses on more responsive to member needs such as Post Harvest Management technology needs. In line with the strategic plan, EAGC facilitated a National Consultative workshop at the EAGC offices in Muyenga Uganda to review the Draft Standards for Hermetic Storage Technologies in Kenya to enable the stakeholders to develop EAC standards for Hermetic Storage Technologies. EAGC partner in the development and implementation of standards - Uganda National Bureau of Standards (UBS) chaired the meeting.

Hermetic Storage Technologies have increasingly become a popular choice given their proven effectiveness in reducing Post-Harvest losses and maintaining grain quality.

However, this has attracted sub-standard and counterfeit products and is posing as a big challenge to manufacturers and end users. To address these challenges, the review of the Standards for Hermetic Storage Technologies envisaged a National position in HST Standards which will be considered at a future regional harmonization meeting. The development of HST Standards is a ground-breaking initiative considering that there are no HST Standards anywhere in the world. As such, the Standards to be developed are expected to eventually inform East African, African and ISO standards for HSTs.

EAGC exposes grain value chain actors to International Trade Procedures and Processes

The Eastern Africa Grain Council through the specialized Grain Business Institute in partnership with the Agricultural Business Initiative (aBi) held the first International Trade Procedures and Processes training at the GBI Training Centre in Muyenga. The training was attended by 16 participants and consisted of both members and non-members. During the training, the participants were exposed to best practices in grain trading across borders and an on-site interaction with a clearing and forwarding agent to further impart the requisite knowledge and skills.

The training will enhance the growth of formal exports of grains which currently stands at below 15% in Uganda by easing the sophistication of the processes and associated risks in international trade and increase the understanding of the processes.
New Aflatoxin Scrub Technology to improve quality of grains production in Uganda

Grain and Toxin Solution, a EAGC member held a meeting on 4th April at Hotel Africana to introduce the new aflatoxin scrub technology in partnership with EAGC and with support from Agricultural Business Initiative (aBi) and the Royal Danish Embassy.

In attendance were guests from the public sector including Ministry of Trade, Industry and Cooperatives and government agencies like Uganda National Bureau of Standards as well as development partners; USAID, SEATIN and WFP.

Members learnt on the technology use and got the opportunity to network. This intervention in Post harvest management is expected to neutralize the Toxin Scrub, a Mycotoxin found in Grains, improve the quality of the grain produced and reduce rejects in export trade due to aflatoxin contamination. Ideally, aflatoxins are poisonous carcinogens that are produced by certain molds which grow in soil, decaying vegetation and grain.

Speaking at the event, Mr Gerald Masila the Executive Director of EAGC, told the audience that Africa loses an estimated $670 million (Shs2.4 trillion) in rejected export trade annually due to contamination by aflatoxins such technologies will go along way especially in reducing grain losses. Mr Martin Meldgaard, the Managing Director of Grain and Toxins which is the company behind the innovation explained that during the processing the grain is exposed to ozone and this is done in a special and efficient way because ozone is a strong oxidizer that eliminates almost all mycotoxins. The technology use will make it very convenient for users to simply dump the contaminated material in the inlet and receive decontaminated material in the outlet of a buffer bin.
Njombe’s Grain storage facilities set to benefit from the EAGC G-SOKO trading system

30 farmers who are also warehouse operators from the 15 warehouses installed with the EAGC Gsoko system under PiATA TIJA Project-AGRA were trained this month by EAGC.

The G-Soko Platform which a service provided by EAGC to facilitate regional and national grain trade comprises of a network of aggregation/grain bulking Centers linked to certified warehouses, which are installed with a software automating the grain intake, warehousing and the management process, connected to a virtual trading platform with a clearing and settlement process. The training held at Njombe Region, facilitated the increase in knowledge of the G-Soko trading system.

It also covered the technical aspect of filling data into the system in a bid to encourage its use and emphasize on its importance. The members learnt how to use the platform when receiving cereals in the warehouse, weighing, grading, managing inventory, asset, store, and route management.

EAGC convenes pulses exporters to brainstorm on emerging trade issues

The Council convened a pulses exporters meeting at EAGC Conference Hall in Tanzania to discuss recent emerging issues on pulses, more so the new Act on Non VAT Returns to the pulses exporters which will be effected on July 2019. EAGC invited a Tax Consultant from PWC Mr. Jafari Mbaye to explain the pros and cons of the new act and advise the pulses exporters accordingly. His take on the issue was captured in an article of Mr. Jafari Mbaye – the Manager, Tax Services at PwC in THE CITIZEN newspaper.

EAGC is lobbying to the national government for a favorable trade policy environment for pulses trade. In addition, the meeting looked into alternative markets for pulses other than India. It was noted in the meeting that Pakistan and UAE are currently offering lucrative prices on pigeon peas as well as green mung.

On the same subject line, EAGC represented by Gertrude participated in a tripartite meeting in Babati region which was organized by Mviwata, one of the EAGC’s grantees with Ras Office and TCCIA which involved traders, farmers and government representatives seeking to propose the best methods to improve pulses business environment in Manyara region.
EAGC and Tantrade host a Tanzania-Rwanda grain business to business trade meeting

Tantrade in collaboration with EAGC hosted the first Tanzania-Rwanda Business to Business meeting in Dar es Salaam where 12 companies from Rwanda were in attendance, including one of the largest millers in the country: Africa Improved Foods.

The Ambassador of Rwanda to Tanzania Hon Eugene Karura graced the occasion and as a result EAGC mobilized 16 members after a special request from the government of Tanzania as an acknowledgement of EAGC as the leading private sector in the grain industry. Members and participants benefited from networking and building business relationships which will increase trade.

Linking traders to local grain farmers to enhance grain trade

EAGC visited a local trader at Mbauda, and discussed the possibility of linking them to Small Holder Farmers and G-Hubs.

The Country Program team also visited BCA grains Ltd, a member of EAGC where discussions on the utilization of Grain Trade Business Hubs and contract actualization where held, upon which they agreed to organize a meeting to identify and profile their market needs.

Market linkages have provided farmers with easier access to markets promoting ease of grain trade in Tanzania following EAGC’s Structured Trading Systems.

Creating awareness on the grain trade opportunities in Tanzania through Media interviews

The Council participated in a Radio interview represented by the Program Officer-Junior Ndesanjo who shared the existing and emerging opportunities in Tanzania’s grain sector and the role of EAGC in facilitating grain trade in the country. Speaking in a slot in Tanzania’s most famous radio program, the Morning Kiss, Junior informed listeners the position of the grain industry in the region and shared ways of grabbing the potential and existing opportunities. Through the platform, he talked about the upcoming commercial training on Grading and why it was important to attend. Morning Kiss is a morning program on Kiss FM in Tanzania that has a popular and large audience.
Promoting membership interaction in Rwanda at the members meeting

The Council held a members meeting for the first quarter 2019 at the EAGC former offices in Mulindi grain market, Kigali. Present in the meeting was EAGC Executive Director, Mr. Gerald Masila who reminded the members that the Council is there for the members and by the members and they should count on the secretariat for support in their undertakings, within the mandate of EAGC.

He thanked the members for their continued support and encouraged them to own EAGC interventions and support each other for their growth. He also mentioned the Council will help members to seek for support from the ongoing USAID Nguriza Nshore and Hinga Weze calls for proposals.

The Country Program Officer in Rwanda, Ms. Epiphanie Karekezi presented the EAGC main achievements in 2018 for the members as well as the 2019 work plan. Due to the high demand among the EAGC Members in Rwanda, Epiphanie emphasized that the team will focus more on trade facilitation, capacity building of farmers and awareness creation against aflatoxin in Rwanda.

The Country Program team in Rwanda also reported to the membership that much efforts would be geared towards fundraising for strengthened institutional sustainability where additional EAGC solutions like G-Soko and a Symposiums will be introduced in the grain market. Different stakeholders will immensely benefit by showcasing their services and voicing their concerns especially through the symposiums. The Rwanda members further held an election and voted in Mr. Augustin Mutijima, the owner and founder of SARURA Commodities as the new Country Director of Rwanda taking over from Mr. Eugene Rwibasira, the CEO of RGCC and the EAGC Chairman of the Board of Directors.
Promoting membership interaction in Rwanda at the members meeting

EAGC held a meeting with Pingle Group, a Chinese company manufacturing and selling processing facilities. The discussion focused on the involvement of Pingle Group in the upcoming symposium that will take place in Kigali before end of June. The Company has a representation in 40 countries. EAGC was represented in the Bean Alliance Sub-committee meeting to discuss the terms of reference of the alliance and agree on the content of the business case of the alliance. The team also met ITTA to discuss on how EAGC and ITTA can work together on the Aflasafe project in Rwanda. The partnerships will enhance implementation of EAGC activities to its members in promoting structured trading systems and increasing trade.

EAGC Country office in Kigali Rwanda relocated

In order to improve service delivery to EAGC members in Rwanda, the Country Program Office was relocated during the month of May 2019. The office was moved from Mulindi Grain Market to Nyarugunga Sector near the Kanombe International Airport. Members appreciated the relocation as the office is now more accessible and in a more conducive environment for initiatives such as EAGC meetings and trainings in the premise. The new office locations details are as follows:

NEW RWANDA COUNTRY PROGRAM OFFICE

Association of Christian Science, P.O. Box 4497 Kigali, Rwanda, Cell: +250 788821312.
Promoting membership engagements in Burundi

A members meeting was held at the EAGC Burundi Office. In the meeting the 2018 progress report was presented and the 2019 work plan laid out.

Meanwhile the Country Director Elections were held and Mr Olivier Vyuzura was re-elected into office.

At sectoral level Jeans Gilles Dushimirimana was elected as the farmers representative, Thierry Niyonsaba as the processors representative, Philbert Nibitanga traders and René Nditangiye as representative of services providers.

Strengthening Policy Advocacy and Information Sharing in Burundi

The country’s increased focus on strengthening policy and advocacy was directed to National workshops on EAS in which two workshops were held and CET organized. Further, the team submitted the National positions attained to regional meetings.

To increase knowledge management and information sharing, the team embarked on enhancing understanding by the members where three training modules were conducted in French. Efforts to strengthen EAGC as an institution have also been put in place, by carrying out a fundraising in which three proposals were submitted to various potential partners.

MALAWI COUNTRY PROGRAM UPDATES

Strengthening Policy Advocacy and Information Sharing in Burundi

In an effort to link buyers and sellers of grains for trade facilitation, EAGC held a trade meeting on 17th of May in Blantyre. The trade meeting was held between Three farmer groups namely Chilozo cooperative, Khajovo cooperative and Tilimbike cooperative.

Additionally, four bulk volume buyers in Malawi namely Chibuku products, Capital Oil Refining Industries, SWM international and Transglobe, which were beneficiaries of the EAGC Technical Advisory Services (EATS) participated in the trade meeting.

From the trade meeting there about 300 MT of soya was signed in contracts between the farmer groups and the bulk buyers to be traded in the near future, while 250 MT of Maize and 30MT of sorghum contracts were also signed. As of 30th May 60 MT of soya has been traded from the trade agreements signed. The three farmer groups represented about 200 small holder farmer members.
South Sudan welcomes a new member to the Council

The South Sudan Country team has welcomed AA Management and Consultancy Limited to EAGC Membership. The team has also been paying visits to potential members to strengthen the EAGC membership base. The Council looks forward to meeting the expectations of the new member for more trade and better trade in South Sudan as well as in the region where the Council operates.

The grain sector situation in South Sudan

The prevailing market prices for grain products in Juba are high due to the unfavourable current political situation in the country. Relief organizations and the small to medium scale traders serve as the main providers of grain in South Sudan with the WFP policy providing for 10% of relief items to be purchased locally.

However, given the situation on the ground, most of the relief organizations are getting their supply of grains from outside the country via private corporations, particularly Maize, Sorghum, rice and pulses from Uganda. Prices in Uganda shot up and consequently Sudan is experiencing high prices; 10kg of sorghum sells at 1300ssp in May compared to 750ssp in March while 10Kgs of Maize sold at 1500ssp (9.5$) from about 800ssp (5.1$) in March same year. A 50kg beans sells at 14,500ssp in May.

Facilitating Cross Border Grain Trade among South Sudanese, Ugandans and Kenyans

The EAGC team has this month successfully linked an EAGC member from Uganda looking to buy Sesame from South Sudan. The member was linked to several contacts including a general supply company and a sesame farmer in Nimule. The member settled on Ivory Trading and Investment Ltd after several negotiations where EAGC is providing trade facilitation services to the buyer and seller to close on the sale.

EAGC further held meetings with Zodiac exporters, a member of EAGC from Kenya at Hamza Inn -Juba. In the meeting, possibilities of importing white sorghum from South Sudan to Kenya and Supplying finished Agricultural products to South Sudan were discussed. In the discussion, Linkage to relief supply contracts with major relief organizations like WFP and FAO as well as regular market updates also featured as part of the discussions.

South Sudan Country Office changes location

The EAGC Sudan Country Office has officially relocated from Dehavana Lounge to Juba Raha Camp, P. O. Box 373, Juba South Sudan. Juba Raha is located along the Nile next to Jit Supermarket and it hosts NGOs, NNGOs, Corporate entities as well as individuals. The Country Representative can also be reached on Cell+211 925 787 123.
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<td>IGC GRAIN CONFERENCE 2019</td>
<td>UNITED KINGDOM</td>
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<td>POST BUDGET SYNOPSIS</td>
<td>KENYA,UGANDA,TANZANIA, RWANDA</td>
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<td>14TH JUNE 2019</td>
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<td>19 JUNE 2019</td>
<td>REGIONAL GRAIN TRADE-FACILITATION B2B FORUM</td>
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<td>21 JUNE 2019</td>
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<td>8TH AFRICAN GRAIN TRADE SUMMIT</td>
<td>MOMBASA KENYA</td>
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ARE YOU LOOKING FOR A RELIABLE GRAIN TRADING PARTNER?

The USAID East Africa Trade and Investment Hub in partnership with the USAID Southern Africa Trade and Investment Hub, and the Eastern Africa Grain Council (EAGC), in collaboration with the Tanzania Mercantile Exchange invite you to participate at a regional grain trade facilitation B2B Forum on June 19, 2019 in Dar-es-Salaam, Tanzania.

The purpose of the Meeting is to bring together grain traders from the Eastern and Southern African countries namely Kenya, Uganda, Burundi, Tanzania, Rwanda, Malawi, Zambia, Mozambique and Democratic Republic of Congo, to network and forge trade alliances.
The Eastern Africa Grain Council is a regional organization with membership drawn from across the Eastern and Southern Africa. Membership is drawn from grain value chain stakeholders currently with presence in 10 countries across Africa including Burundi, Kenya, Uganda, Rwanda, Tanzania, Zambia, Malawi, South Sudan, DRC Congo and Ethiopia.

EAGC’s key products and services include promotion of structured trading system (STS) through the warehouse receipting systems (WRS), and Regional Grain Trading platform (G-Soko), Market Information Systems (MIS) offered through the Regional Agricultural Trade Intelligence Network (RATIN- [www.ratin.net] and evidence-based Policy Advocacy and Training and Capacity Building through the Eastern Africa Grain Institute (EAGI).