Facilitating Efficient Structured, Inclusive and Profitable Grain Trade in East Africa and Beyond

Service Pillars
Executive Director’s Summary:

Dear Member,

Welcome to the October’s member updates.

This month, EAGC has made notable progress pursuant to 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.

Based on our core mandate to facilitate efficient, structured, inclusive and profitable cross-border grain trade for optimal benefits of grain value chain players and the broader economy,

EAGC organized a Grain Trade Mission for the Kenyan EAGC trader and processor members to Ethiopia. The mission realized, and signed trade contract agreements with Kenyan buyers amounting to 173,950 MT worth over USD 99.3 million.

The role out of the Warehouse Receipt System in Kenya is gradually taking shape with the introduction of the Grain trade business hub model among the Small Holder Farmers. The model shall incorporate the Inventory Financing Concept, that will see farmers benefit from structured trading systems.

The month of October has realized grain aggregation of over 50 MT of grain through the Grain Trade Business Hubs that that have linked farmers to markets. The hubs have further facilitated the aggregation of input demand by the farmers that has reduced the cost of input services leading to increased profits.

The Grain Business Institute has continuously built the capacity of grain value chain stakeholders to uphold documentation formalities and procedures in an effort to ensure all documentary formalities are complied with. The institute conducted an International Trade Procedures and Processes training that impacted the traders with the requisite international trade demands.

The EAGC policy advocacy is seeking to have policy changes that promote intra-EAC grain trade, improve competitiveness of EAC grain sector entities, and deliver affordable and safe food to consumers in the EAC. The Council is supporting the push for harmonization of taxes and levies within the EAC member states as some states are facing discriminatory taxes levied by respective member countries on goods that originate from their fellow member countries within the region, particularly in excise duties and Value Added Tax.

More updates on EAGC interventions through out the month of October are shared in detail in this members update.

We wish you a Happy Reading!
Promoting Africa’s preparedness in meeting future agricultural demand

EAGC has called for regional value integration, access to trade data and information as factors that will increase agricultural production to meet future agricultural commodity demand. Additionally, the Council has called for market support at the Small Holder Farmer level and cohesion in donor-led projects and government policies.

The call was made in a markets and trade experts consultation meeting held in the USA to better understand key trends for supply and demand and the important market dynamics that are at play in meeting future demand for agricultural commodities in Africa.

The market trade experts recognized the role of Small Holder Farmers as critical in assessing the continent’s preparedness to meet this future demand.

EAGC supports climate adaptation to address climate change risks

EAGC has advocated for proper storage facilities, investments in machinery and equipment for smart agriculture, new seed systems and management of new pests as corrective measures to the grain sector in East Africa which is being adversely affected by land degradation and climate change.

Speaking at the Africa Climate Risk Conference (ACRC) 2019 held in Addis Ababa Ethiopia, EAGC, Regional Programs Coordinator, Janet Ngombalu noted that the measures and practices are based on the Intergovernmental Panel on Climate Change (IPCC) special Report on Climate Change and Land, which explores how our land use contributes to climate change and how climate change affects our land.

The report aims to promote appropriate land use actions and climate stability to enhance food security and good environmental conditions.

The Private Sector Grain Industry discussion called for all actors in the grain sector to begin adaptation,

The experts passed recommendations that are instrumental in meeting the future demand whilst maximizing opportunities for SHFs to the Bill and Melinda Gates Foundation which hosted the meeting.

The recommendations include sound policies and appropriate investments that are key in promoting domestic and regional price competitiveness, promoting access to markets and facilitating reasonable price levels that lead to profitable production as well as sound management of domestic price volatility is instrumental in determining smallholder production decisions and value chain competitiveness.
The 8th African Grain trade Summit, held in Mombasa, Kenya from the 3rd to 5th October 2019, successfully delivered key recommendations that are instrumental to the development of the grain sector in Sub-Saharan Africa.

The summit which was attended by more than 250 grain industry leaders, researchers, service providers, innovators and development partners across the globe, featured critical insights into policies and strategies that are driven towards improving the grain sector business environment, facilitating business and environment partnerships as well as driving the growth of the grain sector through sharing knowledge and innovations.

Key Recommendations from the 8th AGTS

- **Improving competitiveness of the Grain Sector in regional and International Markets** through promoting manufacturing of grain based products under customs bond and promoting the use of yellow maize for animal feed through business incentives.

- **Harmonization of National, Regional and International efforts towards food security** through a holistic strategy for private sector-led structured trading systems to facilitate structured grain trade in Eastern Africa.

- **Removal of trade barriers** to promote regional trade

- **Coordinating the generation and management of market information** through tangible collaborations with existing service providers (by EAGC)

- **Promoting collaboration between Public and Private sector**

- **Expansion of Financial support for the grain sector** by expanding the range of financial services

- **Infusing Innovations and labour-saving technologies to attract youth and women** in the grain sector

- **Mitigation of Climate change**

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**Commitments by EAGC**

EAGC as the apex body for the grain sector in Eastern Africa COMMITTED to:

- **Facilitate grain trade and investment opportunities** identified during the Summit for business growth of our members and stakeholders while also supporting government objectives

- **Support members to engage actively to abide by rules-based, structured grain trade**

- **Consolidate policy recommendations and engage policy makers for policy reforms** for and on behalf of the grain sector at continental, regional and national levels in order to improve the business environment for structured grain trade

- **Provide information** to the sector on all areas and issues of interests with respect to their business interests in the grain sector.

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**Commitments by the private sector in the grain industry**

The private sector operating in the grain sector COMMITTED to:

- **Adhere to industry provisions and principles of structured grain trade** and support available instruments for structured grain trade such as compliance with product standards, trade platforms, commodity exchanges, industry-specific trade financing options and other innovative systems to support more and better Grain trade

- **Operate within the grain industry rules of trade** and adherence to the trade contracts committed during the trade facilitation processes in the region.
Boosting intra-Africa agricultural trade for economic development

The Guidelines for the Development of Regional Agricultural Value Chains in Africa and the Framework for Boosting Intra-Africa Trade in Agricultural Commodities and Services has been reviewed. The two intra-Africa trade oriented documents, were reviewed to promote sustainable agricultural value chain development and the harnessing of mutual market opportunities in the continent.

The guidelines assist governments and Regional Economic Commissions to strengthen regional value chain actors and improve relations among actors along value chains, with special focus on smallholder farmers.

The reviewed frameworks will support intra-Africa agricultural trade paying attention to food security by promoting social responsibility and environmental friendliness. The frameworks also seek to move to a more market-centered approach in agricultural activities to trigger economic growth at continental, regional and national levels.

EAGC embraces Africa Continental Free Trade Area (AfCFTA) opportunities

The private sector which is key to sustainable economic growth and development has been sensitized on the opportunities of the Africa Continental Free Trade Area (AfCFTA) in a workshop held by the East Africa Business Council in partnership with the East Africa Community, at EAC headquarters in Arusha.

The workshop addressed the challenges and opportunities in the AfCFTA, tariffs, Rules of Origin and Trade in Services.

90 percent of the firms within the African private sector are small and medium enterprises (SMEs) whose cross-border trade is limited due to tariffs, non-tariff barriers such as complex customs and trade procedures, lack of access to finance, high transportation costs and lack of access to information, among others. The creation of a single continental market by AfCFTA will promote free movement of business persons and investments which will unleash economies of scale and offer incentives.
REGIONAL PROGRAM UPDATES

Regional businesses lobby push for harmonization of taxes across East Africa

Business Associations in East Africa are pushing for the harmonization of taxes and levies which are affecting the potential for intra regional trade within East Africa.

In a two day Regional Private Sector Consultative Meeting held to Harmonize Policy Proposals on Customs and Domestic Taxes, the business associations expressed their concerns in facing discriminatory taxes levied by respective member countries on goods that originate from their fellow member countries within the region, particularly in excise duties and Value Added Tax.

The meeting will come up with proposals on harmonized taxes which will form part of the EABC policy agenda for 2020/2021.

EAGC is seeking to have policy changes that promote intra-EAC grain trade, improve competitiveness of EAC grain sector entities, and deliver affordable and safe food to consumers in the EAC.

KENYA-ETHIOPIA GRAIN TRADE MISSION NETS USD100,000,000 IN TRADE DEALS


The objective of the Grain Trade Mission was to explore business opportunities for grain trade and processing between Ethiopia and Kenya. The trade mission included a courtesy visit to the Kenya Embassy in Ethiopia, business-to-business meeting, a visit to Ethiopian Commodity Exchange (ECX), and a visit to Bir Farm in Amhara region.

During this visit, 14 EAGC members and stakeholders from Kenya met 22 Ethiopian exporters of maize, beans, lentils, oil seed, sorghum, millet and other assorted grains, resulting to signed trade agreements amounting to 173,950 MT worth over US$ 99.3 million. EAGC will facilitate the signing of the sale contracts and payment settlement through EAGC’s G-Soko trading system, the signing of transport contracts and arbitrate in case of any disputes.

Structuring Grain Trade
Engaging farmers in grain aggregation for more and better sales

EAGC has continuously sensitized and encouraged farmers to establish grain aggregation centers and to strengthen the centers where they have already been established. Various farmers through farmer groups have collectively aggregated a total of over 52 MT of grain commodities aggregated as follows; 10 MT of sorghum, 19.4MT of finger millet, 1.8MT of beans and 36.4MT of maize.

EAGC further linked the aggregation centers with certified warehouse for quality grain storage and also linked them to suitable markets trading at competitive prices.

Farmers set to benefit from KCEP’s Post-harvest Management capacity building

A total of 890 farmers have been sensitized and trained on Post Harvest Management. The farmers, organized in their farming groups were drawn from various locations in the country among them Taita Sub County, Mwala sub county, Masinga sub county and Mbooni Sub County.

The training has equipped the farmers with a variety of skills ranging from collective farming to grain aggregation, grain storage, post harvest handling such as use of alternative drying methods to proper on farm grain management, proper agronomic practices and use of technologies to minimise post-harvest losses.

Additionally, the farmers have been equipped with marketing and negotiation skills to enable them sell their produce to the best buyers and in favourable terms.

The training is expected to increase their produce through the reduction of post harvest losses experienced right after harvesting, improve the quality of grain during storage and fetch better prices through the sale of grain when the markets terms are favourable.

Building the capacity of farmers to mitigate the effects of climate change

14 farmers from various FBOs from Makueni County in the lower Eastern, are set to change their farming strategies to mitigate the effects of climate change following a sensitization on the impact of climate change and gender sensitivity. The farmers are expected to adopt climate smart technologies like conservation agriculture, avoid deforestation, manage their waste through the E-waste disposal management and embrace recycling, use the tapping natural energy sources like solar or wind power among other mitigating strategies.
Warehouse Receipt System implementation gains traction at county level

Over 35 committee members of various cooperatives have been sensitized on warehouse and G-Hub business management and operations. The members were enlightened on the G-Hub business model, the Warehouse management structure, Warehouse certification process, receipt system and code of practice as well as the Warehouse business and financial management.

The members were supported in initiating the inspection reports and further sensitized on complying with the basic requirements for Class C certification.

The committee members were further equipped with hands-on experience in Ngarua Cereals Cooperative Warehouse where they learnt practical warehouse processes, daily experiences, challenges and opportunities with specific focus on warehouse certification, operation of WRS, the general management of a warehouse, grain intake process, sampling and quality analysis, stacking, fumigation and pest control, cooperative management and structure as well as G-Hub service provision and plans.

EAGC has supported the members in developing clear action plans on G-Hub operations in which EAGC will follow up and support in implementation.

Facilitating enhanced international trade through capacity building

EAGC’s Grain Business Institute conducted an International Trade Procedures and Processes Training (ITPP) which equipped the participants with knowledge on the procedures and processes involved in international trade. The training also shared existing opportunities and risks involved in the system as well their mitigation measures with an objective of enabling the participants to clear their imports or exports in an easy and efficient manner.

The training looked into the general overview of the international grain trade; the understanding of the role of government agencies such as KEPHIS and KENTRADE in conducting international trade, documented trade procedures, export and import certification systems and the National Electronic Single Window system in automating trade procedures and processes. The traders are expected to reduce the cost in international trade processes while increasing compliance and trade efficiency.
Strengthening EAGC membership through trade facilitation

The country team has welcomed new members in the month; DAJ Investments, Caritas Fort Portal, Ruwenzori Diocese and Plasnet U Limited that supplies hermetic storage technologies in Uganda.

Additionally, the country team paid a visit to Biyinzika Poultry International (BPI), that deals with poultry feeds and purchase of grains for processing into poultry feeds. EAGC guided the organization in the detection of aflatoxin, a key challenge they have been facing and enlightened them on the different types of analysis kits in the market. EAGC will link the firm to suppliers of aflatoxin detection kits for the purchase of the best detecting equipment.

In a membership visit to Grain Buk Handlers, the team established that capacity building on silo operations is instrumental in managing losses incurred during silo storage where losses between 2-5% of the total stored volume are incurred.

Engaging stakeholders in strengthening the grain value chain

EAGC participated in a policy working group meeting to deliberate on the high prevalence of aflatoxin in the country, the weak grain production systems and the enforcement of East Africa Standards as well as the regulation of the movement of grains.

The group raised concerns on the penetration of Kenyan grain traders into the country’s grain market who trade without paying key considerations to the quality of grain bought, only to later claim that the country produces sub standard grains. Further, the team noted an increasing unregulated movement of grain across borders.

The policy group is expected to give recommendations on the issues discussed to promote structured grain trade between Kenya and Uganda. Additionally, the enforcement of East Africa Standards will control the movement of sub standard goods which will increase the competitiveness of quality goods within the region and consequently be the driving force toward quality grain production.

EAGC held a partnership discussion meeting with Altai Consulting Company, a Paris based firm, that majors in global grain trade research. The team brainstormed on investment opportunities for wheat sector in Uganda.

The group is expected to identify measures that will reduce post harvest losses which accounts for 30% of total production arising from the prevalent contamination of mycotoxins.
Promoting the use of technology in eliminating mycotoxins

Grain And Toxin Solutions, an EAGC member, together with its partner iGrains International, held a Toxi scrub demonstration with the EAGC secretariat to show how Toxi Scrub, Mycotoxin Scrubber Line that detoxifies and sterilizes Mycotoxin infested grains, works.

The Toxi-Screen processing line is a complete processing system which includes intake, pre-processing, a scrubbing-reactor, buffer bins, control system, and a complete material handling.

The components of the scrub make it easy and convenient for users to simply dump the contaminated commodity in the inlet and receive decontaminated material in the outlet buffer bin. Packing solutions are optional and include truck delivery bin, big bag solution, bagging solution (25 - 100 Kg bags), or consumer pouch packing, especially designed for nuts and beans.

The Toxi-Screen processing line works on the principle that ozone is used in a patented reactor to detoxify the commodity such as grain, oil seed and beans among others. Ozone is a strong oxidizer and eliminates almost all mycotoxins, as validated by more than 25 scientific papers published over the last two decades.

In the year, aflatoxin contamination has hit high levels of 110ppb and 253ppb which is poisonous. Grain Pulse, an EAGC member, has in the last one year rejected up to 25,000 MT of maize due to aflatoxin contamination which gets to levels above the recommended 10ppb with the major rejections taking place during the MAM harvest season.

EAGC enhances access to markets through direct trade linkages

EAGC facilitated a trade mission for farmers from Nyamahasa ACE, a farmer Cooperative in Kiryandongo District to Grain Pulse Limited. Through the trade mission, the farmers were linked to reliable local buyers for the sale of their grains, particularly maize. Trade deals were signed where the farmers will supply their next harvest to Grain Pulse. Farmers also entered into a contract to procure seeds and fertilizers for next season planting. EAGC will support the farmer group to ensure that the relationship is well nurtured using the G-HuB model.

Additionally, the small holder farmers got to learn about grain quality standards and the importance of maintaining quality standards in a structured trading system. The farmers visited the grain laboratory at Grain Pulse to understand how Aflatoxins is detected and determination of other standard parameters in the Lab.
Promoting soybean value chain in Tanzania

The 1st SADC Regional Value Chain Prioritization meeting, has identified the soybean value chain as one of the most promising value chains with a huge growth potential in the Southern Africa Development Cooperation (SADC) region.

The soybean industry is reinforcing trade opportunities in the region due to an increasing demand for vegetable oil and soybean meal for animal feed as well as the expanding livestock sector which is a driving force for the industry, through the demand for animal feed. Soybeans provide an alternative for producers, raise rural incomes, provide input into a value added activity (crushing), improve soils and have nutritional benefits.

Building on grain qualities in Tanzania for better trade

Millers cutting across from Songea, Makambako, Morogoro, and Moshi have been equipped with knowledge and skills on Milling Operations and Fortification in a capacity building session conducted by EAGC. The millers were enlightened on Goods Manufacturing, Processing and Fortification and got first hand information from a milling expert from Small Industrial Development Organization (SIDO) as well as a Fortification expert from Mill House.

Additionally, the millers visited the Salim Bakhresa Processing Plant in Buguruni to gain hands-on experience and practical skills on Quality assurance, GMP and packaging of wheat flour before distribution and marketing.

In Warehouse Operations & Management training facilitated by USAID NAFAKA, EAGC equipped warehouse operators with knowledge on East Africa Standards on grains commodities, the Criteria for warehouse certification and Export procedures.

Building on the grain industry in Tanzania for better trade

The draft constitutions of JUWANATA, a Grain Processors Association founded by the Minister of Agriculture Hon Japhet Hasunga, in collaboration with grain processors, traders, handlers and transporters was reviewed and passed during the 1st JUWANATA meeting. The constitution will facilitate the formation of a grain processing community that will be instrumental in grain market linkages and the promotion of the grain industry in the country.
The country team paid membership visits to various members to strengthen service delivery on the EAGC value propositions. EAGC linked Dow Elef and Elements, a member in Dar es Salaam to Ruaha Milling and Super Seki members for the supply of 90MT of maize per week. On the other hand, Super Seki Investment reported to have successfully procured 60MT of maize from Njombe and Sumbawanga through EAGC trade facilitation services.

The team also paid a visit to Project Concern International (PCI) in Musoma where the organization is implementing a school feeding program. The team provided recommendations for the program that will enhance the efficiency for continuous quality food supply.

In another membership visit to Inter-Chick, a EAGC member with a high demand for maize, the team deliberated on trade linkages to meet the demand in which EAGC will facilitate the process to ensure the member gets quality maize supplies.

EAGC advocates for prioritizing of better yielding grain value chains

EAGC has called for the prioritization of maize, rice and pulses value chains owing to the current production and exports earnings.

The call was made in a feedback analysis of research findings on the prioritization of value chains under the second phase of the Agricultural Sector Development Programme (ASDP-2). The feedback was shared in a stakeholders meeting organized by the School of Agricultural Economics and Business Studies (SAEBS) under Sokoine University of Agriculture in collaboration with Bureau for Food and Agriculture Policy (BFAP).

Additionally, EAGC proposed a detailed research analysis to be commissioned on Soybean value chain due to its current demand in the animal feeds industries and Agro Ecological soundness.

The prioritization of the value chain will fetch higher incomes not only for the farmers but for the grain value chain stakeholders at large and therefore spur economic development.

Additionally, such value chains will boost food security in the region.

EAGC advocates for sound agricultural policies

The Policy Analysis Group (PAG) has reviewed the effectiveness of policy advocacy in an attempt to weigh the value of the Agricultural policy in the country. Upon completion, the review will be submitted to the Ministry of Agriculture with propositions to improve the service delivery of the Group.

Additionally, the Group has made tentative plans for the 2020 Annual Agriculture Policy Conference (AAPC) that is expected to be held in Dodoma in February.

AAPC is an annual flagship event organized by the PAG.

PAG is an informal and voluntary group with members working on agricultural policy projects and initiatives, academia and local and international policy think tanks. The group has 20 members and provides a platform for sharing information on policy research and activities so as to enhance coordination, collaboration and synergy. PAG also aims at ensuring consistency in policy messaging. EAGC is a member of PAG.
**MALAWI COUNTRY PROGRAM UPDATES**

**Promoting structured grain trade in Malawi**

9 FBOs have been sensitized on grain structured trading and further equipped with the capacity to implement Structured Commodity Trading Systems.

The FBO members are now able to conduct basic assessment of available warehouses in an effort to support structured trading systems of soybeans and groundnuts in Malawi. The training is supported by EAGC in partnership with GIZ Malawi, and Agro Input Supplies Limited, through the Green Innovation Centre for Agriculture and Food Sector (GIAE).

**Reviving the legume sector to boost the grain value chain**

A Legume Development Trust meeting held in Malawi has pointed out the legume sector in the country as a stagnant sector because most legume production is done at subsistence level and most producers lack post-harvest management skills.

The meeting themed “Re-energizing the legume sector: a closer look at 5 years before and after 2019”, organized by the Legume Development Trust and AICC attracted different stakeholders in legume production and trade.

The meeting will provide propositions to revive the sector for more and better quality.

**RWANDA COUNTRY PROGRAM UPDATES**

**Engaging in partnerships towards implementing the Warehouse Receipt System in Rwanda**

EAGC has partnered with the Feed the Future Rwanda Hinga Weze project to implement the WRS in Rwanda.

The two parties signed the contract to perform a feasibility study of the WRS in Rwanda after Cultivating New Frontiers in Agriculture (CNFA), an international non-profit organization that implements the Hinga weze project, conducted an assessment interview to ascertain the feasibility of the program.
UPCOMING GRAIN BUSINESS INSTITUTE (GBI) TRAINING

Do you experience high storage losses in your Silo?
Do you experience high storage losses in your Silo?

The Grain Business Institute (GBI), the specialized Training and Capacity building division of the Eastern Africa grain Council (EAGC) will be hosting a 2 (two) day Silo Operators regional training on 13th – 19th November 2019 : Kampala, Uganda

Course Coverage

- Stock Control Systems: Grain Quality, Control, Assurance
- Silo Operations: Structures and equipment operations, Market Chains, Personnel Skills
- Silo reporting and Communication Systems: Effective Communication Plans for various Business Units
- Silo Handling and Storage Technology: Equipment maintenance, Principles and Concepts

Ready to begin? Register today to become an EAGC Certified Silo Manager with the capacity to:

- Effectively manage Silo Operations
- Eliminate waste in processes and stock
- Manage hazards and waste within the Silo
- Achieve maximum performance in inventory management
- Economic & Financial benefits for silo operation

Your Investment:

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<tr>
<th>Member</th>
<th>USD. 250</th>
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<tr>
<td>Non - EAGC Member</td>
<td>USD. 300</td>
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This covers tuition fees, training materials, meals and a field visit to a grain handling facility.

Note: Trainees will cater for their travels and accommodation costs.
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<thead>
<tr>
<th>DATE</th>
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<tr>
<td>4th –8th November 2019</td>
<td>Central Rift ASDSP value chain meeting</td>
<td>Kenya</td>
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<td>4th November 2019</td>
<td>Data Quality Assessment feedback</td>
<td>Mbeya, Tanzania</td>
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<td>6th-8th November 2019</td>
<td>International Grain Trade Coalition’s (IGTC) Annual General Assembly</td>
<td>Brazil, USA</td>
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<td>7th November 2019</td>
<td>Policy Working Group meeting</td>
<td>Kampala, Uganda</td>
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<td>12th November 2019</td>
<td>Training Needs Assessment meeting</td>
<td>Juba. South Sudan</td>
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<td>12th November 2019</td>
<td>Grain Train Business Hubs EAGC-Yara Partnership meeting</td>
<td>Nairobi, Kenya</td>
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<td>13th November 2019</td>
<td>Digital Food Balance Sheet Meeting</td>
<td>Nairobi, Kenya</td>
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<td>14th November 2019</td>
<td>Ministry of Agriculture and Food Security (MAFS) Workshop</td>
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<td>18th –19th November 2019</td>
<td>Silo Operations and Management Training &amp; Certification</td>
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<td>19th November 2019</td>
<td>Commercial Training on regional exports and trade requirement procedures and processes</td>
<td>Lilongwe, Malawi</td>
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<td>21st November 2019</td>
<td>Food Security Network Working Group</td>
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<td>27th –28th November 2019</td>
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<td>27th –29th November 2019</td>
<td>International Structured Commodity Trade Finance Training</td>
<td>Dar es Salaam, Tanzania</td>
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<td>November</td>
<td>Grain stakeholders workshop to validate EAGC-KAM Kenya’s milling sector study</td>
<td>Nairobi, Kenya</td>
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<td>November</td>
<td>Members Forum</td>
<td>Juba, south Sudan</td>
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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), evidence-based Policy Advocacy and Training and Capacity Building through the Grain Business Institute (GBI).