



USAID | WEST AFRICA

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AGRIBUSINESS AND TRADE PROMOTION (USAID ATP)

EXPANDED AGRIBUSINESS AND TRADE PROMOTION (USAID E-ATP)

OPA Steering Committee Meeting 2011

IMPACT OF USAID ATP STRATEGIES TO REDUCE ROAD HARASSMENT IN AGRICULTURAL TRADE

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Agribusiness and Trade Promotion (ATP) Expanded Agribusiness and Trade Promotion (E-ATP)

1. GENERAL INFORMATION ON THE TWO PROJECTS



Agribusiness and Trade Promotion (ATP)

Expanded Agribusiness and Trade Promotion (E-ATP)

These two regional projects, financed by the U.S. Government through the U.S. Agency for International Development (USAID), seeks to increase the value and volume of the trade of regional food staples from six value chains on corridors in nine countries: Bénin, Burkina Faso, Côte d'Ivoire, Ghana, Mali, Niger, Nigeria, Sénégal and Togo

VALUE CHAINS



USAID ATP focuses on the corn, livestock/meat and onion/shallot value chains.

USAID E-ATP focuses on the rice, millet/sorghum and poultry value chains.



TRANSPORT AND LOGISTICS FOCUS

- **Transport:** Reduction in road harassment in the trade of the food staples
- **Logistics:** Improvement in the efficiency of commercial transactions and access to regional market through reductions in transport costs and improvements to the logistics chain



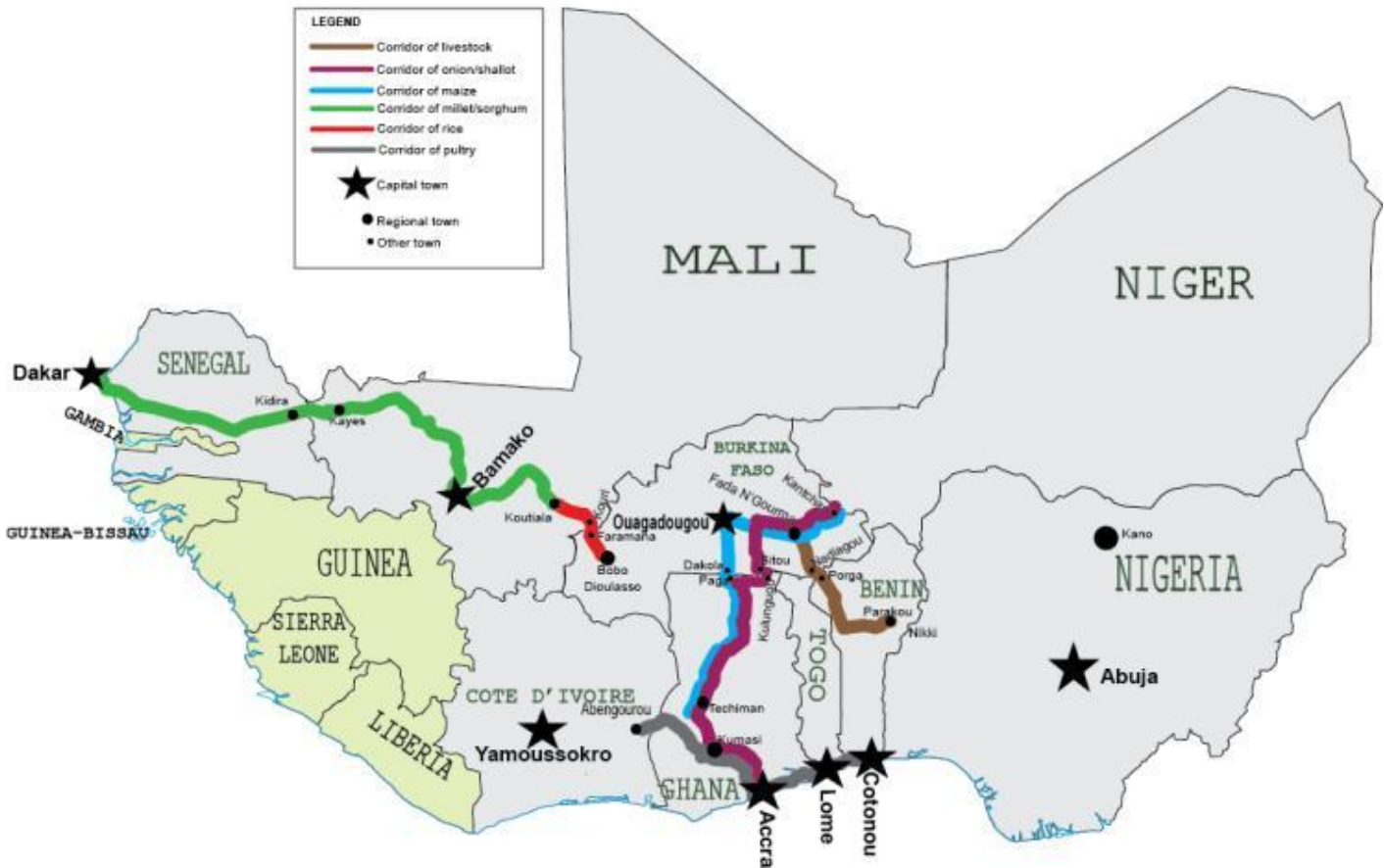
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2. STRATEGY TO REDUCE BARRIERS AND TRANSPORT COSTS

CORRIDOR SELECTION

USAID ATP and E-ATP PROGRAM ROAD HARASSMENT MONITORED CORRIDORS



DATA COLLECTION ON ROAD HARASSMENT

- Identification of data collection points (loading and unloading points, principal markets, border posts, etc.)
- Identification of principal partners (large-scale importers, transporters, conductors, leaders of socio-professional organizations)
- Dissemination of surveys to drivers and traders
- Collection of surveys at arrival at destination

DATA VERIFICATION

- Verification upon reception by agents in the presence of those who collected the data
- Voyage of agents on trucks along corridors
- Verification by transport advisors
- The system in place also permits data traceability via a coding system on the survey forms

INPUT AND ANALYSIS OF DATA

- The data are input in order to generate tables indicating checkpoints, bribes and delays caused by classes of agents operating checkpoints along the corridors
- The data are then sent to the UEMOA OPA data analysis department where they are combined with data collected by the USAID Trade Hub and validated

PUBLICATION OF DATA

- Validated data are published in a quarterly report by OPA in two sections: survey results from data collected by OPA and results from data collected by USAID ATP and E-ATP
- The report is disseminated to policymakers in UEMOA Member States and Ghana. It is also presented to partners at release workshops

DRIVER AND TRADER COACHING

- Information and education of drivers and traders in the required documentation and regional trade procedures for agricultural products
- Information on behavior to adopt when dealing with agents operating checkpoints, on drivers' and traders' rights and responsibilities
- Voyages by agents on trucks to evaluate the training

ROAD SHOWS AND MARKET SHOWS

- Meetings involving police, gendarmes, customs, chambers of commerce, shippers' councils, ministries of road transport, drivers' unions, conductors' unions, traders, NGOs, civil society, media and a large number of drivers of diverse nationalities.
- Raising awareness among traders and drivers on required documentation and professional trucking for agricultural trade.

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3. EXPECTED RESULTS AND RESULTS ACHIEVED

RESULTATS ATTENDUS

- Percentage reductions per 100 km:
 - Checkpoints : - 18% from July 2010 to June 2011
 - Bribes: -23% from July 2010 to June 2011
- Reduction in the average cost of transport and logistics

RESULTS ACHIEVED

Reduction in bribes by country			
	Benchmark	April - June '11	
Senegal	5 422	6 197	14%
Burkina	22 357	9 617	- 57%
Mali	18 999	18 129	- 5%
Ghana	6 120	2 331	- 62%
Benin	37 892	33 888	- 11%
	90 790	70 162	- 23%



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Thank You!