



PERMANENT INTERSTATE COMMITTEE FOR DROUGHT  
CONTROL IN THE SAHEL  
SECRETARIAT EXECUTIF



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## Cross-border trade flows of agricultural and livestock products in the Sahel and West



### Programme Régional d'Appui Accès aux Marchés Regional Support Program of Market Access

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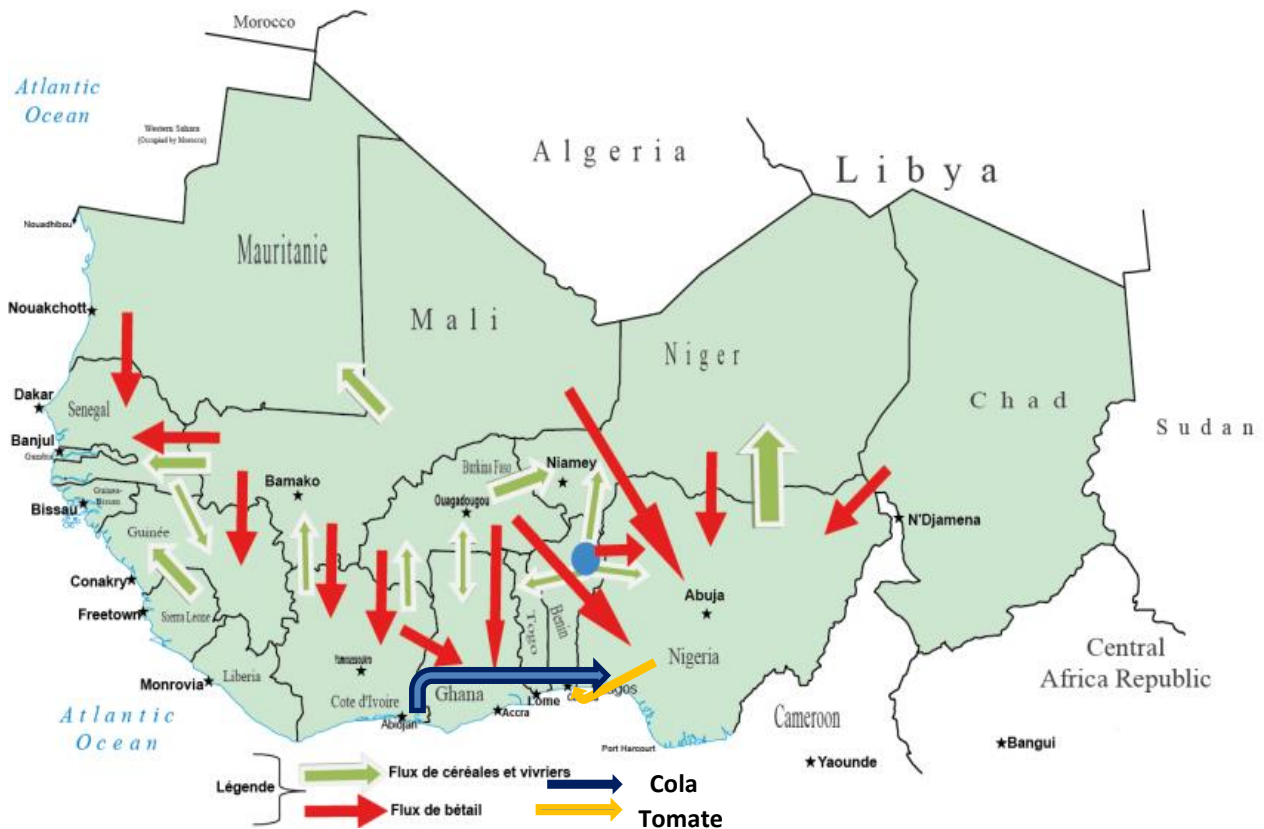
## I. Introduction

Regional agri-food trade plays a key role in regional integration and the fight against food insecurity in the Sahel and West Africa. In addition to livestock, maize, millet, sorghum, parboiled rice and cowpea whose trade has been tracked by CILSS since 2013, other commodities including colanuts, fish, onion, tomatoes, market gardening produce, fruits and vegetables are also monitored. The ongoing promotion of local agri-food value chains enables the regional market to be supplied with products originating from the local industrial fabric. However, the flow of this category of commodities is still hampered by not only the difficulties faced by the regional actors in meeting the needs of national markets but also the requirements of the trade liberalisation scheme.

Volume and value data are collected with the logistical support of professional organisations in a number of countries within the Community. These data are collected at exit points (borders) and in strategic markets in different countries of the region. They are collected daily in each country and transmitted monthly to CILSS.

This monthly newsletter reports on the situation of the flows of products traded and monitored during the month of May 2017 and highlights the major commodities traded along the Ouagadougou-Accra corridor, including tomato. This month marks the beginning of the lean period in the Sahel countries where price tensions are sometimes remarkable. The month of May is often characterised by high rural demand for cereals, modest supply of livestock and low supply of market gardening products. This year, the urban demand for the month of Ramadan can further drive prices upward, especially towards the last days of the month.

NOTE: The Tomato trade flow on the “Ouagadougou-Accra” corridor is not shown on the map below



Map 1: Synoptic map of cross-border trade flows

## II. Importance of trade during May 2017

### II.1 – Volume and value of cross-border food trade

The volume of non-cereal food trade increased by 59% with the resumption of cola and onion trade flows and the recording of tomato flows between Burkina Faso and Ghana (See Table I). The value also increased by 63% due to the combined effects of higher trade volumes and higher prices of certain products such as tomato (+67%), avocado (53%) and pepper (37%) from its last month's level. The prices of the other commodities remained stable, notably cola (-4%) and fish (+2%). On the other hand, the price of onion fell by 15%; but this price reduction did not affect the supply, which increased by 45%. The first supplier countries, as shown in the Table below, are RCI (Republic of Côte d'Ivoire) with mainly cola to Nigeria (exclusive importer on the ALCO corridor), followed by Ghana and Burkina Faso. Nigeria and Benin and Togo are amongst the good importers of local products monitored.

TABLE I: VOLUME AND VALUE OF FOOD PRODUCTS

Products	Volumes April 2017(T)	Volumes May 2017(T)	Difference	Values April 2017 (\$)	Values May 2017(\$)	Difference	Country of origin	Country of destination
<i>Sweet potato</i>	14	99	86	7,861	64,966	88	GH	RCI
<i>Avocado</i>	2	60	96	255	13,966	98	RCI GH	RCI GH
<i>Tomato</i>	570	635	10	242,283	840,509	71	NIG (12.5%) BF (87.5%)	BEN (12.5%) GHA (87.5%)
<i>Colanut</i>	252	1 700	85	179,352	1,161,238	85	RCI	NIG
<i>Fish</i>	99	135	27	291,421	407,265	28	GHA (74%) TG (26%)	TG (74%) BEN (26%)
<i>Onion</i>	252	457	45	173,387	271,251	36	NIG	BEN
<i>Pepper</i>	100	69	- 45	225,608	249,595	10	GHA (45%) TG (17%) BEN (12%) NIG (26%)	BEN (43%) TG (57%)
<b>Total</b>	<b>1,290</b>	<b>3,155</b>	<b>59</b>	<b>1,120,167</b>	<b>3,008,789</b>	<b>63</b>		

NB: The differences are in absolute value

### II.2 – Volume and value of cross-border trade in cereals and cowpea

#### II.2.1.: Volume and value of cross-border trade in Maize

The decline in maize trade flow was mostly observed in Burkina Faso (main re-exporter) and, to a lesser extent, in Côte d'Ivoire (the main supplier) of this commodity. Except in Nigeria, where the price fell slightly by 2.3% (See Table II), prices in other supplier countries increased by 8 to 11% in May 2017 compared with the month of April 2017. This price increase is the cause of the slowdown in demand.

TABLE II: CHANGES IN MAIZE TRADE FLOWS

	Volume (T) April 2017	Volume (t) May 2017	Variance (%)	Value (\$) April 2017	Value (\$) May 2017	Variance (%)
Burkina Faso						
Côte d'Ivoire	8,583	5,471	-56.88	1,418,456	1,019,516	-39.13
Ghana	1,309	1,598	18.11	65,964	361,759	26.48
Mali		20	100		3,757	100
Nigeria	1,455	1,476	1.41	702,930	696,591	-0.91
Togo	66	58	-13.87	8,796	8,756	-0.45
<b>Total</b>	<b>16,654</b>	<b>13,293</b>	<b>-25.29</b>	<b>3,630,521</b>	<b>3,295,334</b>	<b>-10.17</b>

Burkina Faso continues to play the central role of supplier and applicant, with a tonnage of around 1,500 tonnes of imported maize. Côte d'Ivoire remains the main exclusive exporting country with 41% of trade in maize for export. It is followed by Nigeria with 11%. On the other hand, it is Niger as usual which imported most, nearly 40 %; Niger is followed by Burkina Faso and, to a lesser extent, Mali and Senegal (See Table III).

TABLE III: BREAKDOWN OF MAIZE TRADE FLOW, PER COUNTRY

Exporters	Burkina Faso	Côte d'Ivoire	Ghana	Mali	Nigeria	Togo	Total
Volumes	4,670	5 471	1 598	20	1 476	58	13,293
Values	1,204,955	1,019,516	361,759	3,757	696,591	8,756	3,295,334
Average price	258	186	226	188	472	151	248
Importing countries	Benin (16%), Ghana (2%), Niger (76%) Togo (6%)	Burkina Faso (31%), Mali (41%), Senegal (28%)	Burkina Faso (85.90%), Niger (14,10%)	Burkina Faso (100%)	Niger (100%)=	Burkina Faso (100%)	Niger (39%), Burkina (24%), Mali (17%), Senegal (12%), Benin (6%), Togo (2%) et Ghana (1%)

## II.2.2: Cross-border millet trade volume and value

The traded millet volume remained stable (+4%) thanks to a 14% increase in flows from Nigeria to Niger (Table IV). Trade between Burkina Faso and its neighbours slightly declined as a result of a price increase of around 10% compared to the previous month. On the other hand, the price remained stable in Nigeria (-4%) with a downward trend. Price increase in Burkina Faso accompanied by the volume increase in Nigeria led to an 8% increase in value to US\$ 1,359,739. Niger still leads importing countries with almost 80% of trade.

TABLE IV: MILLET FLOW VOLUME AND VALUE

Exporting countries	Volume (T) April 2017	Volume (T) May 2017	Gap (%)	Value (\$US) April 2017	Value (\$) May 2017	Gap (%)
Burkina Faso (52%)	1,769	1,700	4	574,254	610,685	6
Nigeria (48%)	1,364	1,578	14	678,514	749,054	9
<b>Total</b>	<b>3,133</b>	<b>3,278</b>	<b>4</b>	<b>1,252,768</b>	<b>1 359 739</b>	<b>8</b>
Importing countries (%)	Benin ((9.2%), RCI (6.1%), Ghana (4%), Niger (79.9%), Togo (0.9%)					

## II.2.3: Volume and value of cross-border trade in sorghum

Sorghum trade was stable in volume and value of flows during the month of May 2017 compared to April 2017. A slight increase in volume of about 7.5% in Burkina Faso, accompanied by a 5% price increase, allowed an increase in the value of trade to about 13% compared to the previous month. It was the significant increase in volume that allowed for an increase in value in Nigeria, as the price was rather stable (-4%) with a declining trend. Some countries, such as Togo, did not export during the month of May 2017 (See Table V). It is also noted that Niger and Ghana are also the main importers of sorghum during this month.

TABLE V: CHANGES IN SORGHUM TRADE FLOWS

Exporters	Volume (T) April 2017	Volume (T) May 2017	Gap (%)	Value (US\$) April 2017	Value (\$) May 2017	Gap (%)
Burkina Faso (57%)	1,745	1,886	7.47	418,381	479,988	12.84
Nigéria (43%)	1,283	1,420	9.62	565,163	590,185	4.24
Togo (0%)	265	-		70,412	-	
<b>Total</b>	<b>3, 293</b>	<b>3 305</b>	<b>0.38</b>	<b>1 053 956</b>	<b>1 070 173</b>	<b>1.52</b>
Importing countries	Benin (10.29%), Ghana (22.72)%, Niger (57.64%) and Togo (9.38%)					

#### II.2.4: Volume and value of Rice cross-border trade flows

May 2017 is characterised by a resumption of trade in parboiled rice on the Bama (Burkina Faso) –Koury (Mali) corridor and a proportional decrease in trade flows between Benin and its neighbours (Nigeria and Togo). This resulted in stable trade flows in terms of volume and value. Despite a 10% price increase in Benin, rice supplies declined due to the seasonality that characterises the rice production. On the other hand, rice supplies picked up again this month in Burkina Faso after the Government's domestic demand for rice to supply the school canteens has been met. These transactions are being made in an environment of stable prices, however with a downward trend (-0.3%). Mali is leading importers after several months of slowdown in trade (See Table VI).

TABLE VI: CHANGES IN RICE TRADE FLOWS

	Volume (T) April 2017	Volume (T) May 2017	Gap (%)	Value (US\$) April 2017	Value (US\$) May 2017	Gap(%)
Benin (44%)	1,411	698	- 102	785,791	435,929	- 80
Burkina Faso (56%)	130	878	85	63,494	427,104	85
Total	1,541	1 576	2	849,285	863,033	2
Importing countries (% volume)	Nigeria 37%; Mali 57%; Togo 6%					

#### II.2.5: Volume and value of cross-border trade in cowpea

Cowpea was the most traded commodity during this month. With a price increase of 8% and a volume increase of 18%, the value of trade flows was increased to US\$ 1,558,013, i.e., a 25% increase (See Table VII). Ghana was the largest importer with 68%.

TABLE VII: COWPEA TRADE VARIATION

Exporter	Volume (T) April 2017	Volume (T) May 2017	Gap (%)	Value (US\$) April 2017	Value (US\$) May 2017	Gap (%)
Burkina Faso (100%)	2,140	2622.7	18	1,164,564	1,558,013.054	25.25
Importing countries (% volume)	<b>Benin (25%), Ghana (68%), Togo (7%)</b>					



## Conclusion on cereals

The volume of cereals marketed declined by 11% during the month of May compared to its level of April 2017. This decrease is mainly due to the normal seasonal decline in maize trade. Volumes of other cereal products remained stable compared to the previous month, with an upward trend, especially for millet, which is a staple food during Ramadan. The volume of Cowpea increased significantly by 18% (Table VIII). However, the value of cereal products traded is up by 2.4% despite the decrease in the volume of Maize, which also benefited from a 12% price increase compared to the average monthly price of April 2017.

TABLE VIII: VOLUME AND VALUE OF TRADITIONAL COMMODITIES

Product types	Volume (T) April 2017	Volume (T) May 2017	Var (%)	Values (\$) April 2017	Values (\$) May 2017	Var (%)
Maize	16 654	13 293	- 25.3	3 630 521	3 295 334	- 10.2
Millet	3 133	3 278	4.4	1 252 768	1 359 739	7.9
Sorghum	3 292	3 305	0.4	1 053 956	1 070 173	1.5
Local Rice	1 541	1 576	2.2	849 285	863 033	1.6
Cowpea	2 140	2 623	18.4	1 164 564	1 558 013	25.3
<b>Total</b>	<b>26 760</b>	<b>24 075</b>	<b>- 11.2</b>	<b>7 951 094</b>	<b>8 146 293</b>	<b>2.4</b>

## II.3 – Number and value of cross-border trade in Livestock

### II.3.1. – Cattle trade (volume and value)

The volume of cattle trade did not change significantly from the previous month. With the 21% price increase in Burkina Faso, the volume increased by approximately 10% contrary to Niger's exports which are still affected by the fluctuation of the local currencies. For the month of April 2017 to May 2017, the Nigerian currency rose from 313.2 to 321.6 relative to the US\$ while the FCFA declined from 612 to 585.5 against the US\$ (source OANDA). Despite a 9% decline in volume compared to the previous month, the situation in Mali remains stable in value (-5%) thanks to an average price that rose by 3.5% (See Table IX).

TABLE IX: NUMBER OF HEADS AND VALUE OF EXPORT CATTLE

Importing countries	Nb of Heads in April 2017	Nb of heads in May 2017	Variance (%)	Value (US\$) April 2017	Value (\$) May 2017	Variance (%)
Benin	1356	1633	16.96	467 261	564 734	7.26
Burkina Faso	13327	14888	10.48	6 504 110	9 248 953	29.68
Mali	19994	18248	- 9.57	9 318 435	8 824 077	- 5.60
Niger	1266	802	- 57.86	505 108	257 776	- 95.95
<b>Total</b>	<b>35 943</b>	<b>35 571</b>	<b>- 1.05</b>	<b>16 794 914</b>	<b>18 895 539</b>	<b>11.12</b>

The FCFA zone countries remain the preferred countries of destination. Côte d'Ivoire still leads the market with 45% of the imports of cattle marketed on the corridors monitored. It is followed by Senegal (21.5%) and Ghana (18.6%). Guinea and Nigeria follow with 7.67% and 6.85% respectively (See Table X).

TABLE X: BREAKDOWN OF CATTLE IMPORTS, PER COUNTRY

Exporters	Benin	Burkina Faso	Mali	Niger	Total
Volumes	1 633	14 888	18 248	802	35 571
Values	564 734	9 248 953	8 824 077	257 776	18 895 539
Average price	346	621	484	321	531
Importers	Nigeria 100%	RCI 55.42% Ghana 44.44% Togo 0.8%	Burkina 0.01%, RCI 42.86% Guinea 14.96% Senegal 41.99%	Nigeria 100%	RCI 45%, Ghana 18.6 Guinea 7.67% ; Nigeria 6.85%, Senegal 21.54%, Togo 0.34%

### II.3.2. – Export of sheep (ovine animals)

Unlike cattle, Burkina Faso's exports of sheep fell significantly by 38% resulting in a 40% decline in value. On the other hand, in Mali, the number of sheep exported increased by 55% for a 57% increase in value. Mali benefited from a 5.3% price increase while the average price observed in Burkina has a downward trend of 1.26%. However, the overall volume and overall value of sheep trade during this month remained stable (Table XI).

TABLE XI: NUMBER OF HEADS AND VALUES OF EXPORT SHEEP

	Nb of Heads in April 2017	Nb of heads in May 2017	Variance (%)	Value (US\$) April 2017	Value (\$) May 2017	Variance(%)
Burkina Faso	51 242	37 168	- 38	4 724 183	3 383 854	- 40
Mali	8 902	19 796	55	916 529	2 152 061	57
Niger		2 023	100		195 785	100
<b>Total</b>	<b>60 144</b>	<b>58 987</b>	- 2	<b>5 640 712</b>	<b>5 731 699</b>	2

Côte d'Ivoire remains the main importing country, with 79% of the trade observed. Senegal imported almost the same volume of sheep during this month compared to the previous month, as did Guinea. Only Côte d'Ivoire's imports increased significantly by more than 15 000 heads from Burkina and over 11 000 heads from Mali compared with April. It may be noted that Burkina Faso's markets have been privileged by Niger's exports, contrary to Nigeria which is the traditional country of destination for Niger's sheep exports (See Table XII).

TABLE XII: BREAKDOWN OF SHEEP IMPORTS, PER COUNTRY

Exporters	Burkina Faso	Mali	Niger	Total
Nb of heads	37 168	19 796	2 023	60 144
Values	3 383 854	2 152 061	195 785	5 640 711
Average price (\$)	91	109	97	94
Importers	RCI 88%; Niger 0.33% Nigeria 1.04% Togo 9.79%	Burkina 0.99 RCI 67.86% Guinea 12.73% Senegal 17.01%, Togo 1.41%	Benin 6.8%, Burkina Faso 81%, RCI 9.81 and Nigeria 1.48%	Benin 0.23% Burkina 3.14% RCI 79.09%, Guinea 4.27%, Niger 0.21% Nigeria 0.71% Senegal 5.71%; Togo 6.64%

### II.3.3 – Export of goats

Goat trade has decreased significantly in Burkina Faso by 39%. This has resulted in a 23% overall decrease in trade flows in terms of number of goat heads and 11% in value. The number of goats exported by Mali increased by only 8% due to a 9% drop in prices, while the resumption of Niger's exports, triggered by a 22% price increase, did not exceed 5% of the total number of goats marketed (See Table XIII).

TABLE X III: NUMBER OF HEADS AND VALUES OF EXPORT GOATS, PER COUNTRY

	Nb of heads in April 2017	Nb of heads in May 2017	Variance (%)	Value (US\$) April 2017	Value (\$) May 2017	Variance(%)
Burkina Faso	7 655	5 517	- 39	431 776	359 565	- 20
Mali	1 808	1 955	8	129 028	128 051	- 1
Niger	170	378	55	8 469	24 283	65
<b>Total</b>	<b>9 633</b>	<b>7 850</b>	- 23	<b>569 273</b>	<b>511 900</b>	- 11

Burkina Faso supplied 70% of the total number of goats traded while Togo imported 51%. Côte d'Ivoire and Guinea are the other importing countries, with 22.5% and 21.3% respectively (See Table XIV).

TABLE XIV: BREAKDOWN OF GOAT IMPORTS, PER COUNTRY

Exports	Burkina Faso	Mali	Niger	Total
Nb of heads	5 517	1 955	378	7 850
Values	359 565	128 051	24 283	511 900
Average price (\$)	65	65	64	65
<i>Importers</i>	<i>RCI 17% Togo 73%</i>	<i>BF 2.2% RCI 12.3%, Guinea 85.5%</i>	<i>Nigeria 100%</i>	<i>BF 4.7%, RCI 22.5%, Guinea 21.3% Nigeria 0.7% Togo 51.1%</i>

### Conclusion on livestock trade flows

The number of livestock traded decreased slightly by 3.23% while the trade value increased by 8.48% as a result of a general increase in prices, particularly the price of cattle (+12%) (See Table XV). However, it should be noted that the trade in goats did not follow the same trends as the cattle and sheep trade during May 2017.

TABLE XV: LIVESTOCK TRADE VOLUME AND VALUE

Type of livestock	Nb of heads			Value (US\$)		
	Apr-17	May-17	Var (%)	Apr-17	May-17	Var (%)
Cattle	35 943	35 571	- 1.05	16 797 652	18 895 539	11.10
Sheep	60 144	58 987	- 1.96	5 640 711	5 731 699	1.59
Goats	9 633	7 850	- 22.71	569 273	511 900	- 11.21
<b>Total</b>	<b>105 720</b>	<b>102 408</b>	- <b>3.23</b>	<b>23 007 636</b>	<b>25 139 139</b>	<b>8.48</b>

### IX – General conclusion

The volume of trade, all commodities combined, observed during this month of May 2017 on the main corridors tracked by the PRA/Market Access is down by -3.2% (See Table XVI) compared to the month of April 2017. This decline is largely attributable to the number of livestock and the volume of cereals traded. The volume for the



other food products also increased due in particular to the resumption of colanut trade, which was not observed last month. Meanwhile, the value was up by 11% due to the rise in seasonal prices for both livestock and cereals. The sluggish economic situation in Nigeria and Ghana continues to undermine the vitality of intra-regional trade in local agricultural products.

TABLE XVI: COMPARATIVE TRADE VALUES AND VOLUMES IN APRIL 2017

	Volume (Tonnes)			Value (US\$)		
	Apr-17	May-17	Variance (%)	Apr-17	May-17	
Livestock	105 720	102 408	- 3.2	23 007 636	25 139 139	8.5
Cereals	26 760	24 075	- 11.2	7 951 094	8 146 293	2.4
Other	1 290	3 155	59.1	1 120 167	3 008 789	62.8
Total	133 770	129 638	- 3.2	32 078 897	36 294 221	11.61