



# GRAIN FARMERS

Economic bulletin on cereals markets in West Africa

Issue 43 – February 2020 – Contact [roacwagn@hotmail.com](mailto:roacwagn@hotmail.com) – blog: <https://roac-wagn.blogspot.fr>

RESEAU OUEST AFRICAIN  
DES CEREALISERS (ROAC)



WEST AFRICAN GRAIN  
NETWORK (WAGN)

En partenariat  
avec

**n'kalô**  
information  
et conseil

## Key facts:

## Summary:

|                                |       |
|--------------------------------|-------|
| Market situation in a nutshell | 1     |
| Key facts                      | 2     |
| Rice market                    | 3-4   |
| Maize market                   | 5-6   |
| Millet market                  | 7-8   |
| Sorghum Market                 | 9- 10 |
| Tracking local stocks          | 11    |
| Wholesale sales and purchases  | 12    |

## Editorial: Continuation of the process of developing regional standards

Since the launch workshop of the main dynamics relating to proximity storage from May 13 to 17, 2019 in Ouagadougou, ECOWAS through the food security storage support project has organized four (4) meetings of the drafting group and two meetings of the orientation committee of regional reference systems in terms of proximity storage for West Africa.

The production of these "regional repositories" is inspired by the simple idea that there is a set of good practices, which can be a very solid point of support for strengthening local storage systems, if they are capitalized. And better these good practices can be integrated into the global storage approach promoted by ECOWAS through the Regional Storage Strategy, obviously in partnership with the States (national security stocks) and professional organizations of agricultural producers, pastoralists and breeders.

It is expected at the end of this process, the production of a good governance charter, a regional storage framework and some twenty technical modules relating to the management of local stocks covering various specific and transversal themes. The Niamey meeting from February 19 to 25 was devoted to finalizing these various documents.

For more information, contact the ROAC headquarters ([roacsiege@gmail.com](mailto:roacsiege@gmail.com))

## Executive secretary

## Market situation in a nutshell:

During the month of February 2020, the marketing of new cereal crops continued and made it possible to stabilize or even lower prices in certain markets. At the same time, price increases following speculative storage operated by the players as a prelude to state purchases and the lean period were even noted on several maize markets in African countries. In the rice and maize markets where imports are noted, the coronavirus epidemic has also contributed to disrupt the functioning of these markets.

By country and by sector, the trend recorded during the month can be summarized as follows:

**For rice:** Price stability has been observed in all the markets monitored in Senegal, Guinea, Mali, Côte d'Ivoire, Burkina, Ghana, Togo, Benin and Niger, but prices markets are on the rise and could impact the local market in March.

**For Maize:** price increases have been noted on the markets of 4 countries, namely Senegal, Guinea, Burkina Faso, Niger. On the other markets, prices are stable.

**For Millet:** Apart from Guinea where slight price decreases were noticeable and from Niger where the trend was upward, the trend was towards stability in all the other markets.

**Sorghum:** the trend has been for price stability in almost all of the markets monitored with the exception of Niger.

A publication of the West African Grain Network, produced with the technical support of the Service n'kalô ([www.nkalo.com](http://www.nkalo.com)) and the financial support of the Technical Center for Agricultural and Rural Cooperation (CTA), the Alliance for Green Revolution in Africa (AGRA) and nitidæ.



## Key facts:

During the month of February 2020, it should be remembered that:

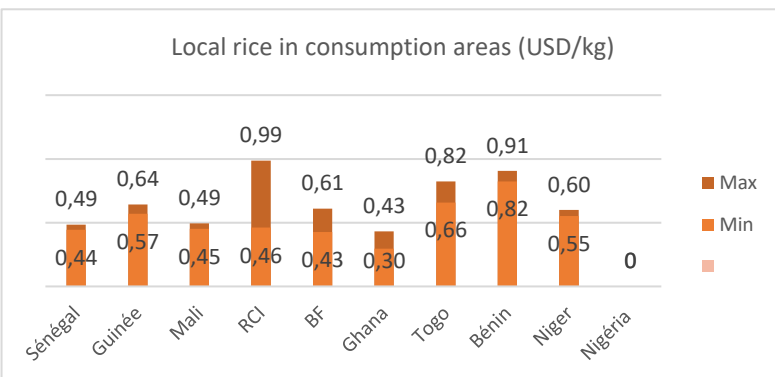
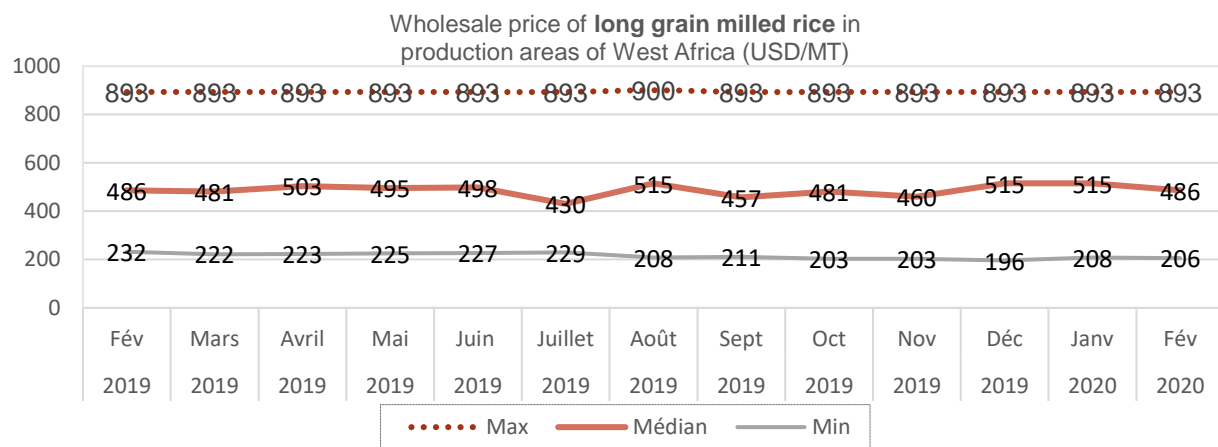
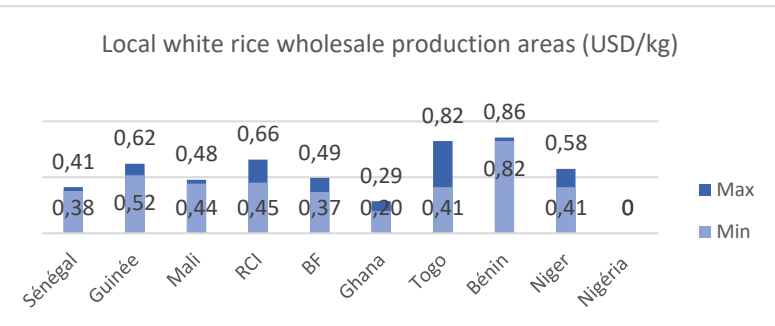
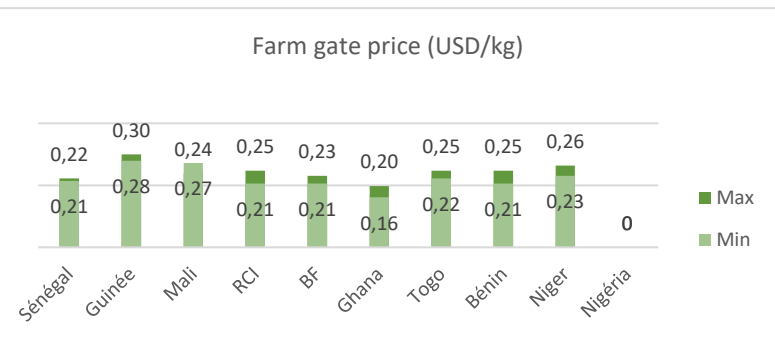
- ⇒ Availability remains very good and we have witnessed a good build-up of cereal stocks;
- ⇒ The markets were well supplied with cereals; the response to demand made it possible to stabilize prices in many markets. However, the speculative storage operated by the players on the maize markets as a prelude to institutional purchases and during the lean period has already started to cause price increases. This is the case of Niger, for example, where prices have started to rise moderately, especially for important products (maize, millet and sorghum) due to the disruption of flows following the closure of the border and security problems;
- ⇒ The increase in cereal production announced last month in Mali was confirmed and this made food availability favorable despite the security incidents, which affected transactions towards the Center and North areas.
- ⇒ Market disturbances also persisted in the regions in conflict, in particular in the Great Lake Chad basin, in the Tibesti region and the Liptako-Gourma region. Also, the closure of Nigeria's land borders which has been raging for a few months continues to strongly disrupt internal and regional trade, mainly with Niger, Benin and Togo;
- ⇒ Monitoring of local stocks continued in 9 countries (Benin, Togo, Ghana, Côte d'Ivoire, Guinea, Niger, Burkina, Senegal, Mali). For 246 rice stores monitored, global availability is estimated for this month of February 2020 at 13,555 T, for 346 corn stores monitored, availability is estimated at 49,748 T, for 237 millet stores monitored, availability is estimated at 9,892 T and for 152 sorghum stores monitored, availability is estimated at 9,093 T.

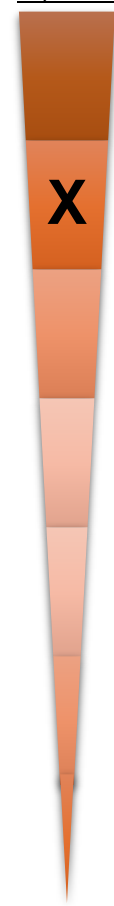
| Expected evolution of average prices in the sub-region | Next weeks      | Next months     |
|--|-----------------|-----------------|
| <b>Rice</b>  | Slight increase | Slight increase |
| <b>Maize</b>   | Slight increase | Slight increase |
| <b>Millet</b>  | Stability       | Stability       |
| <b>Sorghum</b>   | Stability       | Stability       |

# The Rice Market in West Africa

## Recent evolution of average prices of rice

| Sénégal        | Guinée         | Mali           | RCI            | BF             | Ghana          | Togo           | Bénin          | Niger          |
|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Stability<br>➡ | Stability<br>➡ | Stability<br>➡ | Stability<br>➡ | Stability<br>➡ | Stability<br>➡ | Stability<br>➡ | Stability<br>➡ | Stability<br>➡ |

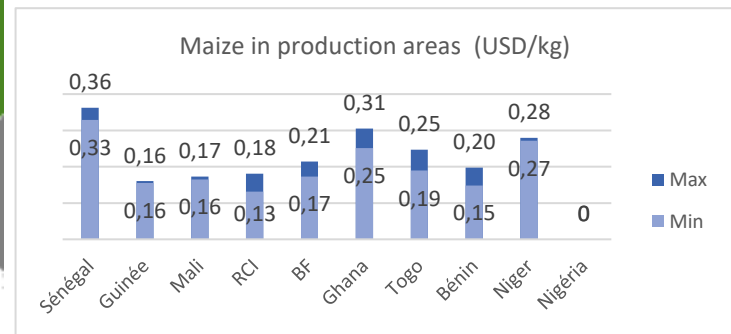
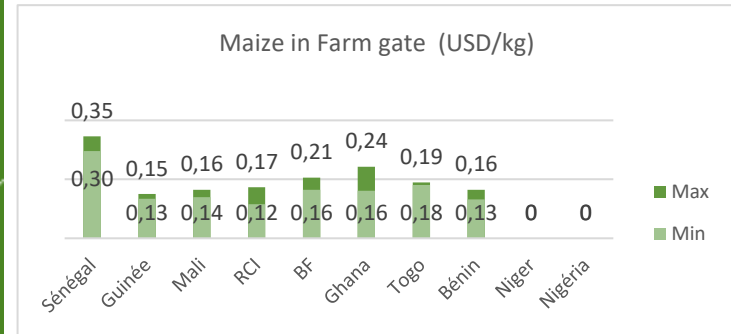
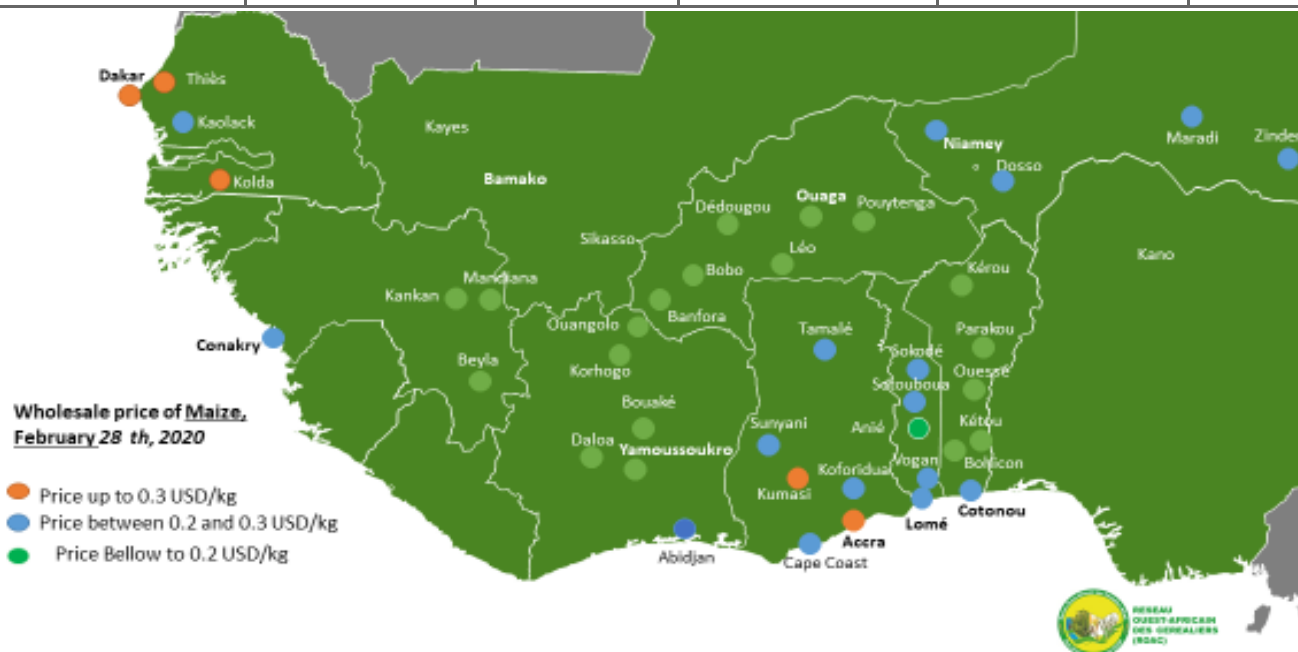


|                             |  |  |
|-----------------------------|--|--|
| <b>Senegal</b>              | During the month of February 2020, there was a decrease in supply linked to the average winter production and a decrease in the intensity of trade. Many producers have therefore invested in the campaign against the hot season. However, prices have remained stable compared to the previous month.  | <b>Barometer<br/>of rice<br/>stocks in<br/>West<br/>Africa</b><br><br><u>Very<br/>important</u><br><br><br><u>Very low</u> |
| <b>Guinée</b>               | In the month of February 2020, the retention operated by the actors caused the early depletion of stocks. Also, the actors Focused on the marketing of cashew. However, the good presence of ordinary imported rice mitigates the effects of the reduced supply of local rice. Prices remained broadly stable compared to the previous month.  |  |
| <b>Mali</b>                 | Overall, during the month of February 2020, it was noted that the good yield of the rice cultivation of the last two seasons and the increasing imports of rice quantities lead to a good availability which allowed for the moment to satisfy Requirement. Prices have remained stable compared to the previous month.  |  |
| <b>Côte d'Ivoire</b>        | During the month of February 2020, the stocks for the period December-January are being marketed. The remaining stocks are not very large at the producer level. The rice plantings are again in progress. Overall, price stability was observed.  |  |
| <b>Burkina Faso</b>         | In February 2020, the availability of supply was good and in response to demand, prices were stable in almost all of the markets analysed. Regarding the level of stocks, it is good both at the level of producers and at the level of traders.   |  |
| <b>Ghana</b>                | The prices of local rice and imported rice remained stable for the month of February 2020. Imports of rice decreased but demand was supplemented by the good supply of local rice. Storage by producers and traders has been observed and this will decrease supply in the coming weeks.   |  |
| <b>Togo</b>                 | During the month of February 2020, there was a good supply of markets and a good demand which favoured price stability.  |  |
| <b>Benin</b>                | On the markets monitored during the month of February 2020, a few transactions were noted. Early supplies by traders has started towards the interior of the country. Consumption has remained constant in large cities. Overall prices have remained stable compared to the previous month.   |  |
| <b>Niger</b>                | In the month of February 2020, there was a decrease in the residual stock in some parts of the Niger river valley. Also, the flow of transport linked to group purchases between cooperatives and RINI is decreasing. However, prices remained broadly stable compared to the previous month.  |  |
| <b>International market</b> | During the month of February 2020, due to the Coronavirus epidemic, demand for rice increased rapidly. Many Asian consumers have built up stocks and China, the world's largest consumer and which has a large stock of rice for its food security, has interrupted its exports. Under these conditions, world stocks should drop and the rise in prices of imported rice could accentuate in the coming weeks as already noticeable in Thailand and Vietnam. In Thailand, this rise in prices could be accentuated by production cuts linked to a long drought.   |  |
| <b>WAGN's advice:</b>       | <p>With the Coronavirus which slows down world trade and pushes certain actors and countries to store basic foodstuffs like rice, rice imports from West Africa are likely to decrease in the coming months and rice prices should increase over the international market as on the local markets.</p> <p>Taking into account the probable rise in prices of imported rice and as in the previous month, it could prove to be strategic for the players to store rice from the new season to take advantage of the increases which could occur sooner than expected on the markets and could be more interesting for the actors.</p> |  |

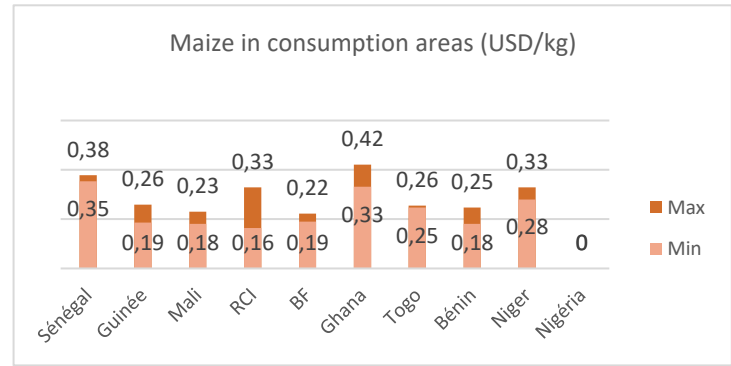
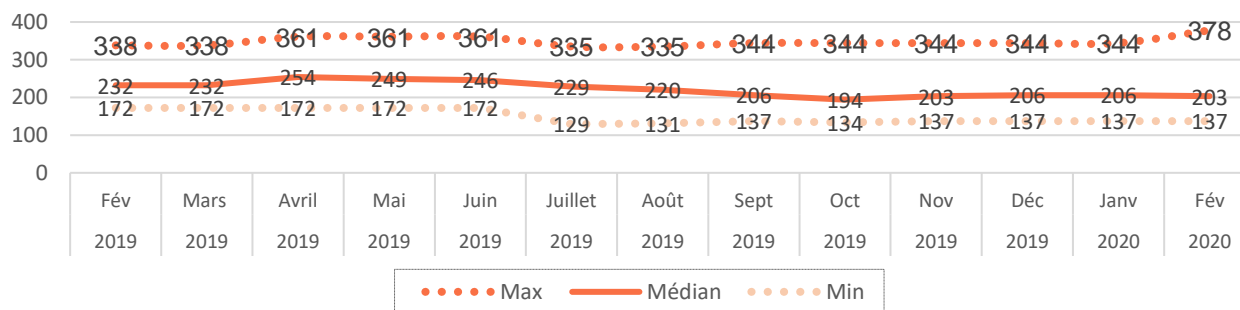
# THE MAIZE MARKET IN WEST AFRICA

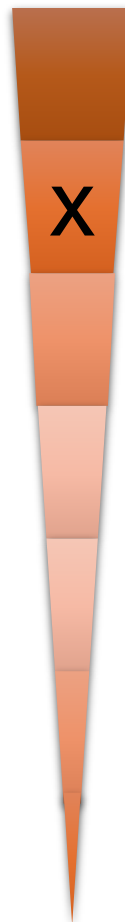
## Recent evolution of average prices of maize

| Senegal              | Guinee               | Mali           | RCI            | BF                   | Ghana          | Togo           | Benin          | Niger                |
|----------------------|----------------------|----------------|----------------|----------------------|----------------|----------------|----------------|----------------------|
| Slight increase<br>↗ | Slight increase<br>↗ | Stability<br>→ | Stability<br>→ | Slight increase<br>↗ | Stability<br>→ | Stability<br>→ | Stability<br>→ | Slight increase<br>↗ |



Wholesale price of maize in production areas of West Africa (USD/MT)



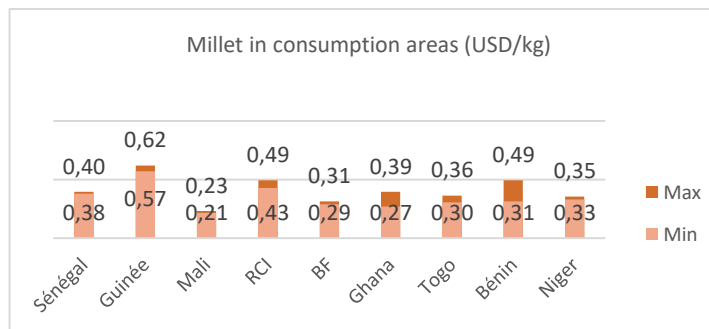
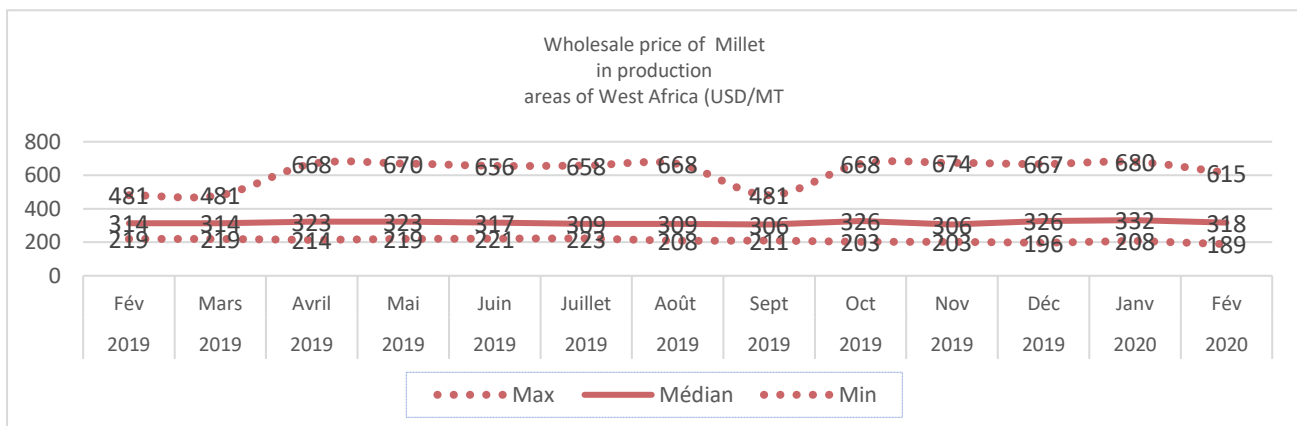
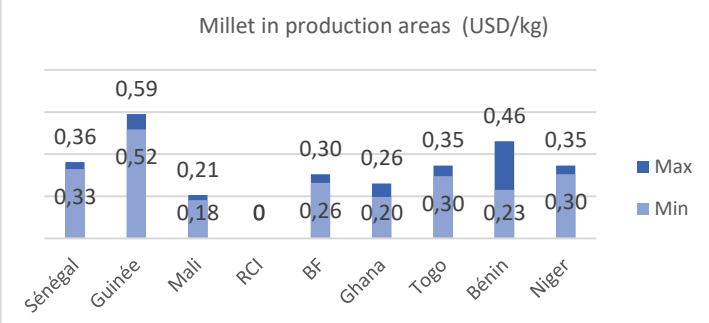
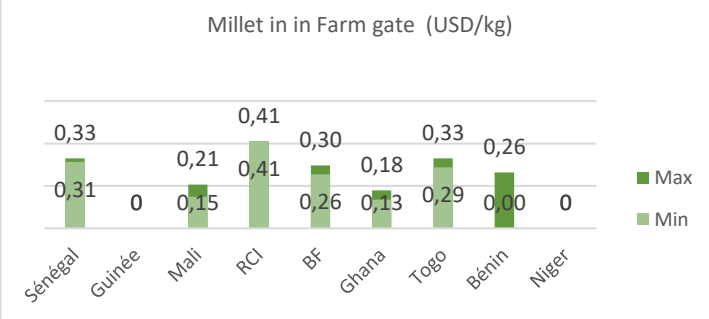
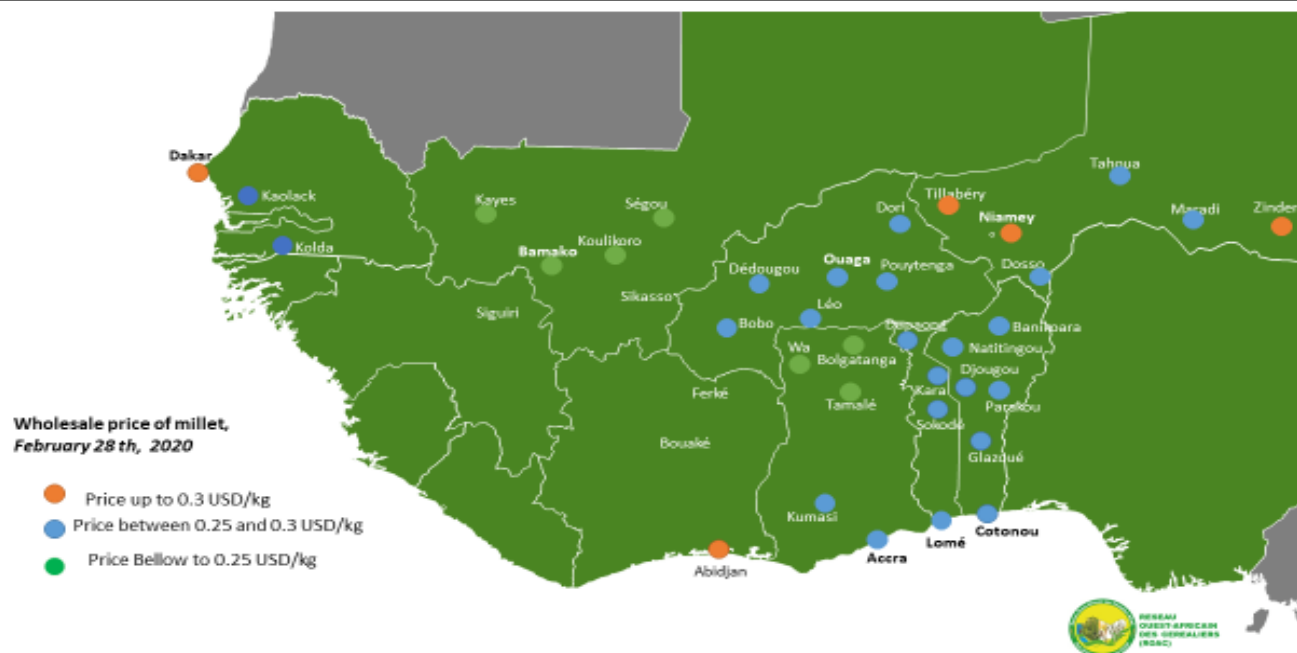
|                             |   |  |
|-----------------------------|---|--|
| <b>Senegal</b>              | During the month of February 2020, prices on the field increased sharply due to the average supply on the market. This increase also had an impact on wholesale, semi-wholesale and retail prices in the grouping and consumption zones. Demand remains good on the market with storage intermediaries still active. In Kolda, field prices also increased compared to the previous month   | <b>Barometer<br/>of maize<br/>stocks in<br/>West<br/>Africa</b><br>Very<br>important<br><br>Very low |
| <b>Guinée</b>               | The overall level of supply fell in February 2020. This drop is due to the retention operated by certain players. This caused prices to increase compared to the past month.  |  |
| <b>Mali</b>                 | During the month of February 2020, the maize market was well supplied due to the existence of stocks from the previous season to which are added and the new stocks whose crop yields are better. Prices remained stable compared to the previous month, but increases could occur in the coming months.  |  |
| <b>Côte d'Ivoire</b>        | During the month of February 2020, the products were available at the level of the producers on the field and are dispatched with the orders. No storage is observed. The trend has been towards stability compared to the past month.  |  |
| <b>Burkina Faso</b>         | The maize market was marked in February 2020 by a good availability of supply. Despite the good availability of supply, there were slight increases in many markets, notably the consumer markets. In some field and pool markets, price stability has been noted. Farmers' and commercial stocks are at a good level.  |  |
| <b>Ghana</b>                | Maize prices remained relatively stable for the month of February 2020. Markets are currently well supplied and many new maize storage activities are underway.   |  |
| <b>Togo</b>                 | Storage has started in the zones. However, this has not yet had an impact on overall availability and, faced with demand, prices have remained stable.  |  |
| <b>Benin</b>                | The supply remains plentiful and price of Maize have been stable during the month of February 2020. Transactions outside the country in the region of neighbouring countries are slowed down.   |  |
| <b>Niger</b>                | In February 2020, an increase was observed in all of the markets monitored with the exception of Zinder, where prices remained stable. This situation could be explained by a decrease in the flow of imports from neighbouring countries such as Benin and Burkina Faso.   |  |
| <b>International market</b> | Even if the effect is less strong than for rice, some maize users also tend to stock, but especially international trade tends to decrease.<br><br>Taking into account this situation, to which is added the analyses of the AMIS Monitor of the FAO (production 2019/2020 in limited increase, world consumption in strong increase, and world stocks in fall), it is possible that world prices corn is growing in the coming weeks earlier than expected.  |  |
| <b>WAGN's Advice</b>        | During the month of February 2020, price increases following the storage operated by cereal players were observed on certain cereal markets of the West African countries monitored.<br><br>To this, if we add the concerns linked to the coronavirus which lead populations to increase demand in order to build up reserves, the price increases could be more noticeable in the coming weeks.<br><br>As announced last month, storing corn should prove profitable this year and that's why we recommend storing corn to wait for better prices. |  |

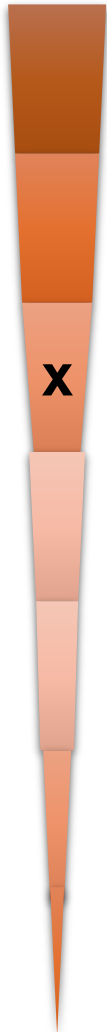


# THE MILLET MARKET IN WEST AFRICA

## Recent evolution of average prices of millet

| Senegal        | Guinee               | Mali           | RCI            | BF             | Ghana          | Togo           | Benin          | Niger                |
|----------------|----------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------------|
| Stability<br>⇒ | Slight decrease<br>⇒ | Stability<br>⇒ | Stability<br>⇒ | Stability<br>⇒ | Stability<br>⇒ | Stability<br>⇒ | Stability<br>⇒ | Slight increase<br>⇒ |



|                      |  |  |
|----------------------|--|--|
| <b>Senegal</b>       | The observation during the month of February 2020 shows that for the moment, the marketing of the entire production is not effective because the unions are still doing the threshing and storage by place. This is why prices continue to stabilize and remain high. Demand remains good with middlemen who get their supplies from the new crops in weekly markets, unions and large producers. Supply is expected to improve further by next month with the end of the hype and the sale of new crops.  | <b>Barometer of millet stocks in West Africa</b><br>Very important<br><br>Very low |
| <b>Guinée</b>        | During the month of February 2020, the millet market situation was characterized by a good supply of the markets monitored. In fact, in addition to the availability of local millet, Malian millet was available on Guinean markets following the smooth operation of import operations from Mali's stocks. Thus, the good supply of millet favoured a drop in price compared to the previous month.  |  |
| <b>Mali</b>          | During the month of February 2020, the harvests are finished and the yields are considered good overall. It was noted that there is a high availability linked to the existence of stocks from the previous season to which are added new stocks with better crop yields. Prices have remained stable but could drop in the coming weeks.  |  |
| <b>Burkina Faso</b>  | Compared to the previous month, the overall situation of the millet market in the month of February 2020 has not fundamentally changed. It was characterized by an availability of supply deemed to be average and price stability. Taking into account the current situation of the millet market, the coming months could be marked by a fall in supply and a rise in prices in the majority of markets, especially those in the North, Central North and Sahel regions.   |  |
| <b>Ghana</b>         | In general, millet prices remained stable for the month of February 2020. A good harvest of millet was recorded in the production areas, in particular in the Upper East and Upper West regions, where millet is widely produced and consumed. Like maize, the prices of new millet on the markets are slightly higher than the prices of old stocks. Despite the availability of millet, some millet traders still import millet from Ouagadougou because of the quality.   |  |
| <b>Niger</b>         | In the month of February 2020, the price of millet was slightly up in most of the markets monitored. The food situation remains calm in the regions of the country. However, the closure of the border with Nigeria continues to have a negative impact on the local economy as a whole.   |  |
| <b>WAGN's Advice</b> | <p>During the month of February 2020, the overall trend was towards price stability in the majority of markets, with however increases which continued in certain markets like Niger. Only Guinea observed a fall in prices on its markets.</p> <p>The good availability from this crop year should start to be marketed in the coming weeks and cause prices to fall.</p> <p>As recommended last month, it would be strategic for the cereal players who harvested early to market without delay in order to take advantage of the high prices where they are above 200 FCFA / kg because it is not at all sure that the storage allows obtaining better prices over the next few months in view of available stocks. Where prices are below 175 FCFA / kg, stock holders can still wait a little while trading with areas where prices are higher will slightly increase the prices available.</p> |  |



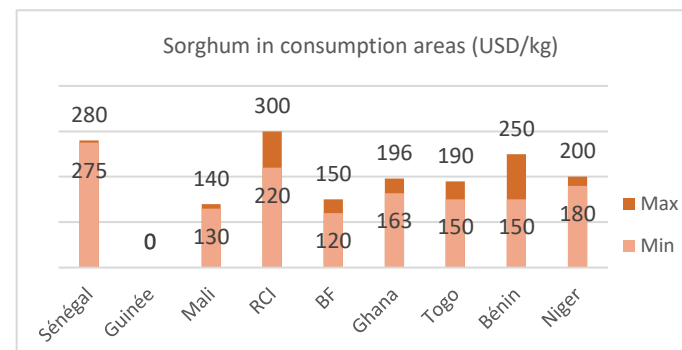
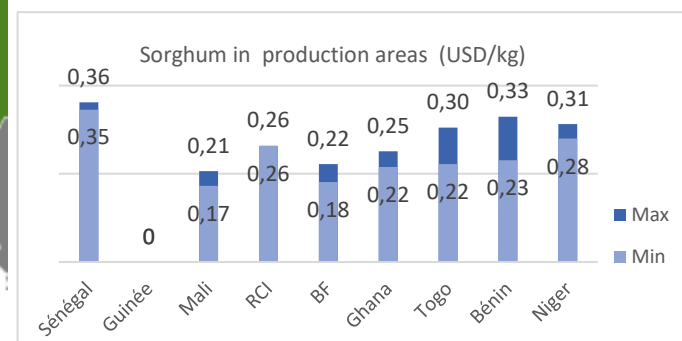
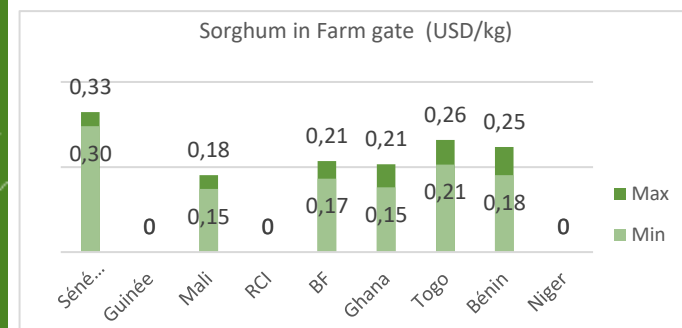
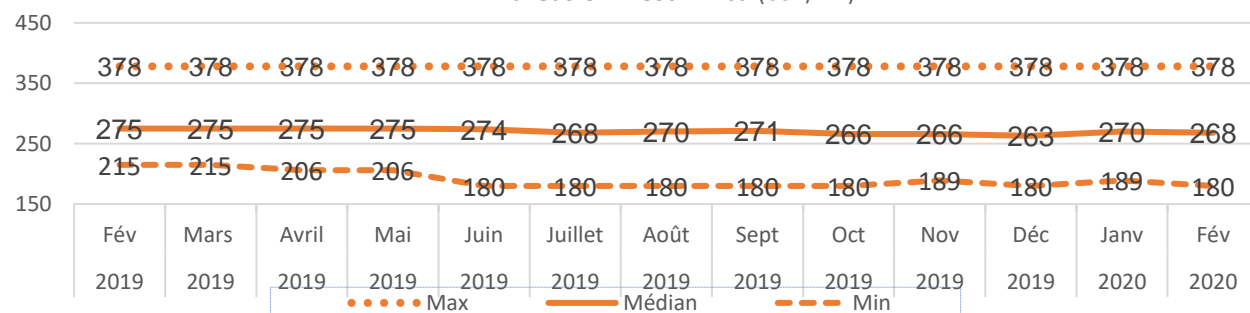
# The Sorghum market in West Africa

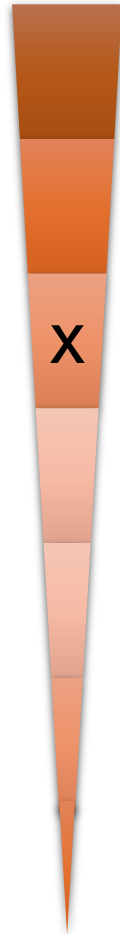
## Recent evolution of average prices of sorghum

| Senegal        | Guinee | Mali           | RCI            | BF             | Ghana          | Togo           | Benin          | Niger                |
|----------------|--------|----------------|----------------|----------------|----------------|----------------|----------------|----------------------|
| Stability<br>⇒ | -      | Stability<br>⇒ | Stability<br>⇒ | Stability<br>⇒ | Stability<br>⇒ | Stability<br>⇒ | Stability<br>⇒ | Slight increase<br>↗ |



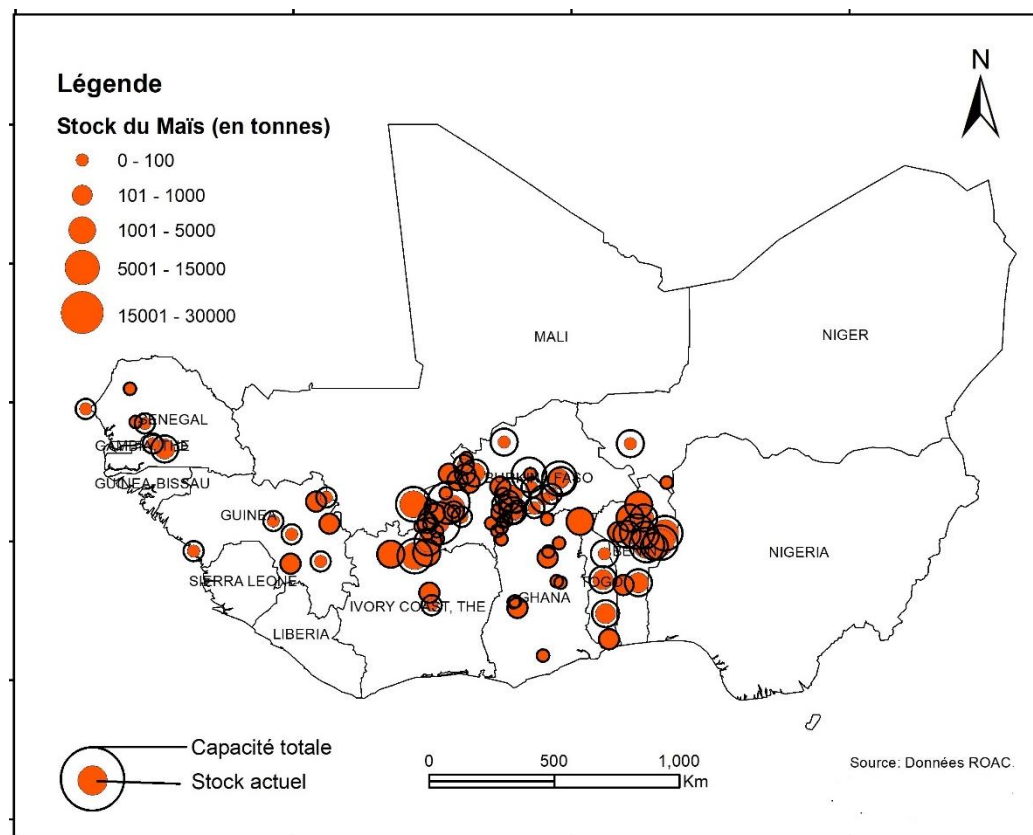
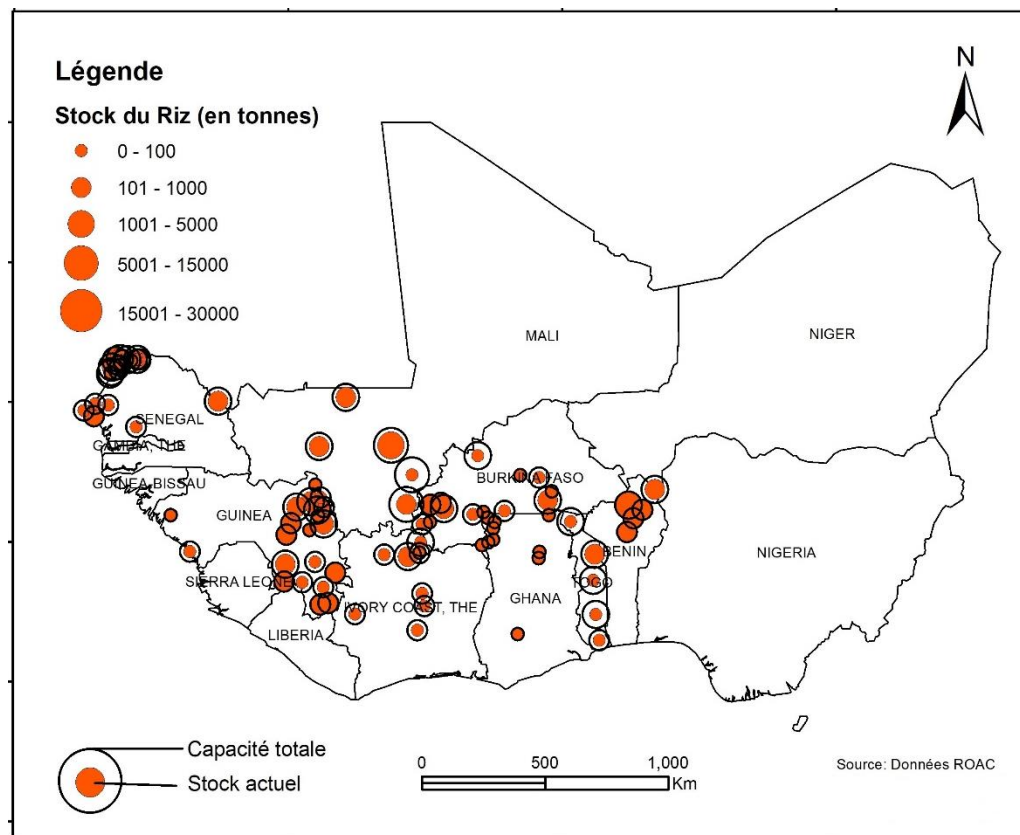
Wholesale price of sorghum in production areas of West Africa (USD/MT)

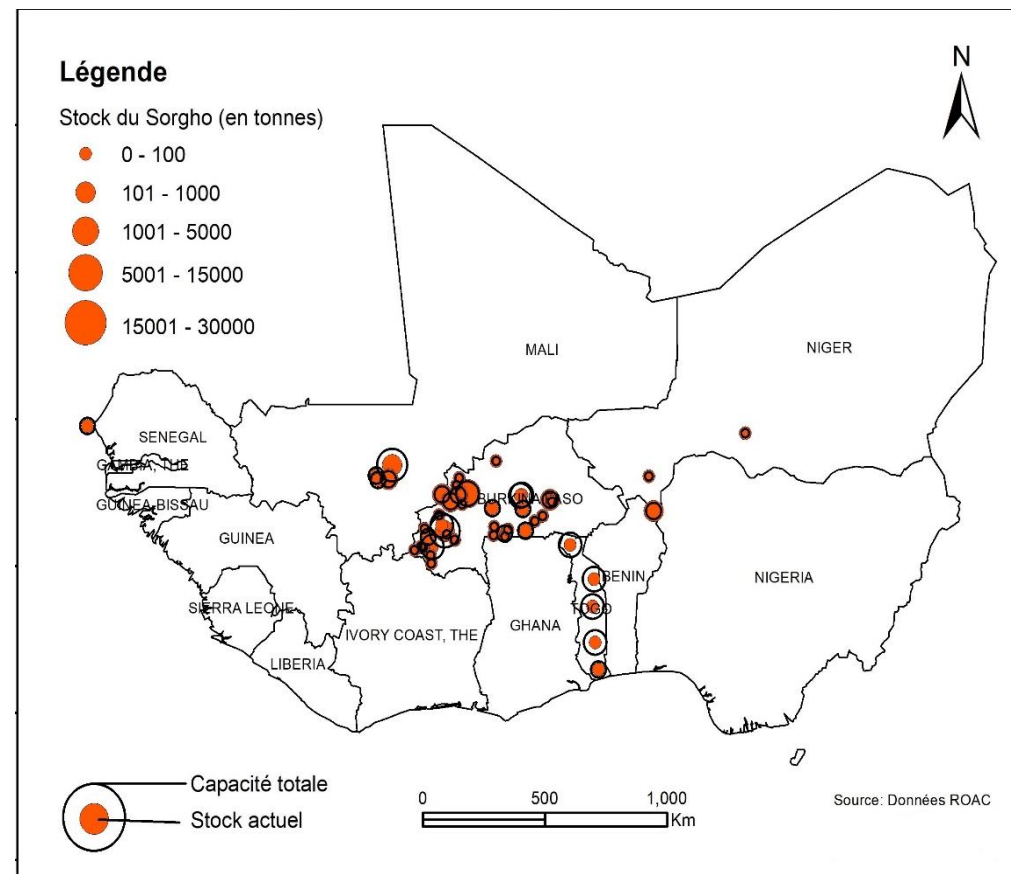
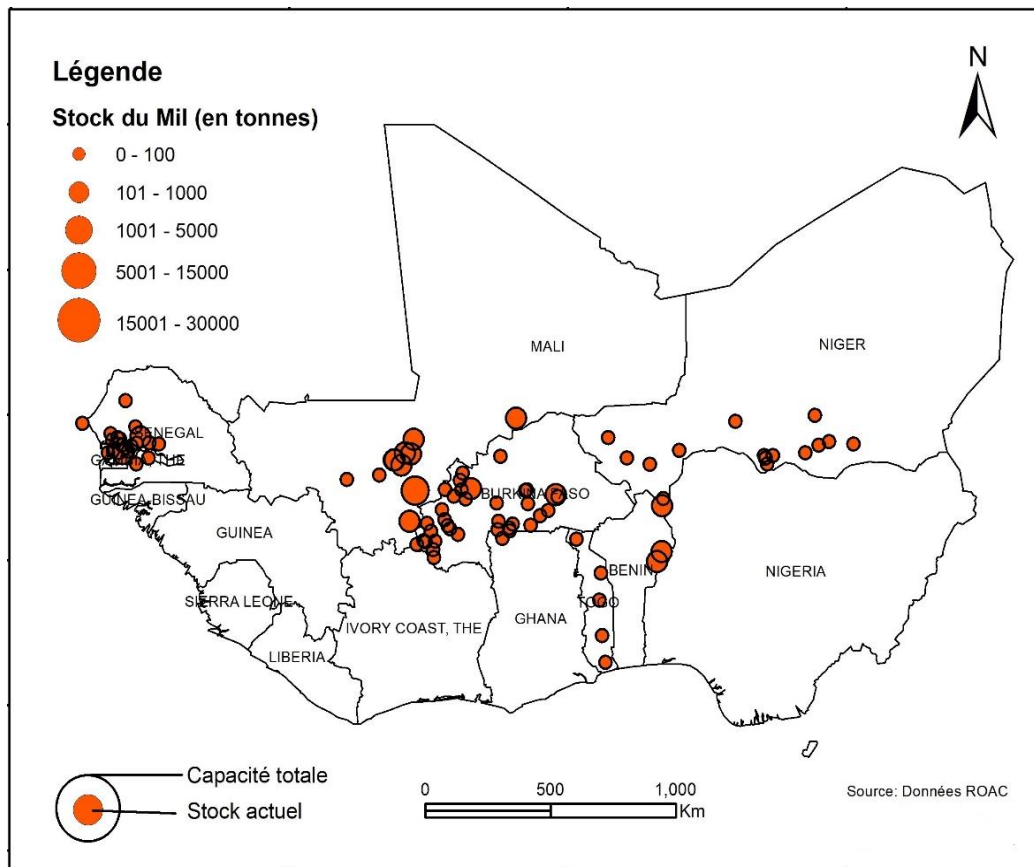


|                      |   |   |
|----------------------|---|---|
| <b>Senegal</b>       | In the Senegal river valley and in Matam, because the winter campaign was not good according to the actors, many producers got involved in the campaign against the hot season. Planting is very advanced in the river valley. As in the previous month, the decrease in stocks in union stores continued, but demand remained good. This is why we began to note speculation in some markets in some places. The stocks in the Processing Units are running low. Some units that did not have large stocks are even stopped. In the retail market in large cities, exchanges are always fluid. Saint - Louis remains well supplied. In the other regional capitals, supply has improved while in Dakar and Thiès, the supply points are not yet very well distributed. | <p><b><u>Barometer of sorghum stocks in West Africa</u></b><br/> <u>Very important</u></p>  <p>Very low</p> |
| <b>Mali</b>          | The sorghum market during the month of February 2020 was characterized by the existence of stocks from the previous season to which are added new stocks with better crop yields. However, in the face of ever-increasing demand, prices could rise in the coming months  |   |
| <b>Burkina Faso</b>  | The sorghum market is marked by a good availability of supply, except the field-side markets of the North, Boucle du Mouhoun and East regions. The general trend in price levels is stable except for the field edge markets in the North, Boucle du Mouhoun and East regions where there are localized price increases; these localized increases could be explained by the security situation in these regions. The level of farmer and trader stock is good  |   |
| <b>Ghana</b>         | Guinness Ghana Limited, the largest sorghum consumer in Ghana, expressed satisfaction with the supply of sorghum by farmers in production areas mainly in the Northern, Upper East and Upper West regions. Prices remain stable for the month of February but the market remains less competitive for household consumption due to the availability of maize and millet on the markets followed.  |   |
| <b>Niger</b>         | Even with the recent harvests of late varieties in certain production areas, the price of sorghum has risen slightly in all of the markets monitored. This situation could be explained by the announcement of possible state tenders which pushes some wholesale traders to maintain stocks in order to be able to respond to these calls for tenders.   |   |
| <b>WAGN's Advice</b> | <p>During the month of February 2020, the trend was towards price stability in a good number of countries even if increases linked to the storage operated by the actors were noted in certain markets such as Niger.</p> <p>As announced last month, the intensification of marketing's expected in the coming weeks should encourage price reductions.</p> <p>Cereal players should therefore immediately release the old sorghum stocks as soon as the available prices are equal to or above 175 FCFA / kg because prices should remain relatively low in the coming months after a West African harvest which seems really good.</p>   |   |

## TRACKING LOCAL STOCKS

During the month of February 2020, 9 countries (Benin, Togo, Ghana, Côte d'Ivoire, Guinea, Niger, Burkina, Senegal, Mali) continued to monitor local stocks. For 246 rice stores monitored, global availability is estimated for this month of February 2020 at 13,555 T, for 346 corn stores monitored, availability is estimated at 49,748 T, for 237 millet stores monitored, availability is estimated at 9,892 T and for 152 sorghum stores monitored, availability is estimated at 9093T. The maps opposite are illustrative of the locations of these availabilities





**Holding of the National Cereal Market in Mali on February 13 and 14, 2020 in Ségou at the Gabriel Center:** The theme of this 14th edition was "Fluidifying exchanges between producers and grain operators to strengthen peace and food and nutritional security". The overall objective of the National Cereal Exchange of Ségou is to facilitate producers' access (organized and individual) to a buoyant market for their products through their connection with private operators (traders, processors, seed suppliers etc.) and technical and research services : <https://www.studiotamani.org/index.php/breves/22868-segou-debut-des-activites-de-la-bourse-nationale-aux-cereales>

---

Wholesale sales and purchases

---

Togo

City of "SOKODE ":

**Product 1** : yellow Maize :

**Quantity available:** 100 tons

**place of delivery:** Lomé (Togo)

**packaging:** bags

**Delivery price:** 170F/Kg

**contacts:** 00228 97 78 91 17 / 00228 91 54 76 85

**Product 2** : white maize :

**Quantity available:** 300 tons

**place of delivery:** Lomé (Togo)

**packaging:** bags

**Delivery price** :155F/Kg

**contact** : 00228 97 78 91 17 / 00228 91 54 76 85

**Product 3** : soy

**Quantity available** 70 tons

**place of delivery:** Lomé (Togo)

**packaging:** bags

**Delivery price:** 170F/Kg

**contacts** : 00228 97 78 91 17 / 00228 91 54 76 85

## **Burkina Faso:**

### **City of "Leo":**

**bicolor sorghum:** certified FairForLife (fair trade) and organic (EU and NOP)

**quantity available:** 12 tons

**place of delivery:** Léo (Burkina-Faso)

**packaging:** bags

**contacts of persons:** UGF-CDN Mr BAHOME Bationon UGF / CDN bahioms@yahoo.fr 00226 25 44 50 40/00226 70 43 21 40/00226 72 53 78 54

### **City of "Bobo-Dioulasso":**

**bicolor sorghum:** certified FairForLife (fair trade) and organic (EU and NOP)

**quantity available:** 9 tons

**place of delivery:** Bobo-Dioulasso (Burkina-Faso)

**packaging:** bags

**contacts of the people:** RPBHC, Mr Cissé Oumar Tiémogo: +226 66446637 rpbhc.08@gmail.com

### **Other features**

**Appearance:** round

**Color:** light white to dark white

**Moisture content:** <13.5%

**Foreign bodies:** absence

**Partially pinkish seeds:** <4%

**Foreign seeds, plant debris:** <1%

**Seeds unfit for consumption:** <1%

**Broken seeds:** <5%

**Other features:** Non-GMO, non-ionized, traces of gluten, complies with European legislation

**Insects:** Absence

**Pesticides / heavy metals / mycotoxins:** Complies with the legislation in force

---

**Sources of information use by WAGN to publish this bulletin:** Farmer Organizations, traders et processor of grain sector in West Africa; Market Information Systems members of RESIMAO ; Monitoring Center for International Statistics on Rice (OSIRIZ, CIRAD) ;

Agricultural Market Information System (AMIS MONITOR – FAO); Regional center AGRHYMET (CILSS).

**Disclaimer:** Data, information and recommendations in this publication are based on the work of collection and analysis of market analysts of the West African Grain Network (WAGN). Even if significant care is taken to ensure the reliability of the information before publication, the WAGN, its employees and its technical and financial partners are not responsible for any error, omission or false information published or losses incurred directly or indirectly based on this information. In addition, the recommendations in this document does not constitute an official position of technical and financial partners of the WAGN.

**Coordinator of the Market Information Service of WAGN:** (00228) 97 98 37 51. Market Analysts of WAGN : **Niger** : Assoumane Boubacar DANBADJI :, [danbadji@gmail.com](mailto:danbadji@gmail.com), +227 94 95 22 61; **Bénin** : Djibril AZONSI : [azdijibril@yahoo.fr](mailto:azdijibril@yahoo.fr), +229 96 17 84 11 / 95 04 00 49 ; **Burkina Faso** : Tiatité NOUFE : [noufe.tiatite@gmail.com](mailto:noufe.tiatite@gmail.com), +226 76 47 05 11/ 78 03 99 10 ; **Togo** : Arzouma Yakouba NAGNANGO : [nagnango@yahoo.fr](mailto:nagnango@yahoo.fr), +228 90 05 17 08, ; **Ghana** : Rashad KADIRI : [rashadkadiri@yahoo.com](mailto:rashadkadiri@yahoo.com), +233 24 36 65 45 8 / 27 75 49 80 0 ; **Côte d'Ivoire** : Constance YAO NZUE épse KONAN : [constancekonan@yahoo.fr](mailto:constancekonan@yahoo.fr), +225 09 84 60 38 ; **Mali** :



