



Contribution of small scale fisheries in informal and Cross-Border Fish Trade

Tanger, 4th April 2017

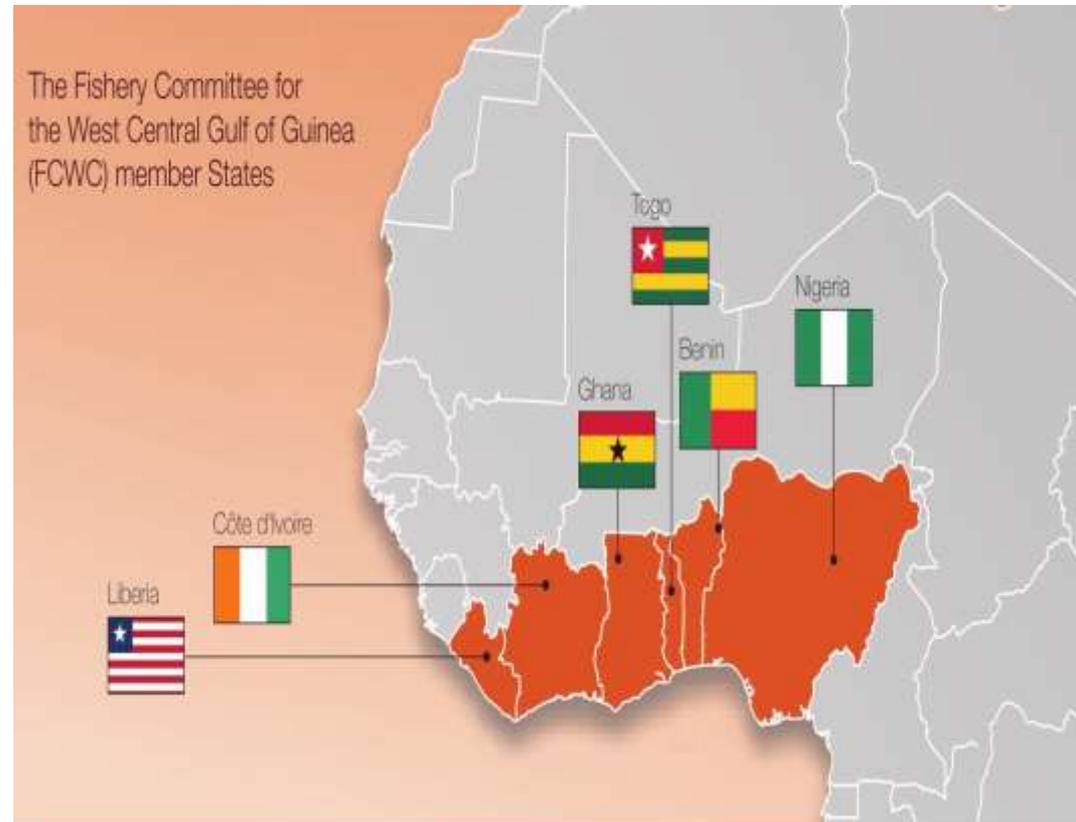






INTRODUCTION OF FCWC SUB REGION

- **Established as RFB by the Convention of Cotonou, in 2007**
- **Advisory bodies Based in Ghana**
- **6 six countries / 15 Ecowas**
 - 2 633 Km maritime coast
 - 923 916 Km² (EEZ) / 2 016 900





The FCWC and Fish Trade Program

- The 9th Conference of Ministers and stakeholders of the Committee held in Monrovia, Liberia in December, 2016, the Committee **has devoted the year 2017** to promote and facilitate fish trade and cross-border trade in fish and fishery products among FCWC member countries
- *“ Fish Trade and value Addition to fisheries for Social and economic benefit of our population”*





Cooperation within Western Corridor

➤ FCWC and Partners have been working in the **Western Corridor (ECOWAS)**:

1. Université Félix Houphouët-Boigny, Institut de Géographie Tropicale (IGT), Abidjan, Cote d'Ivoire
2. University of Ghana, Department of Economics
3. University of Ibadan, Nigeria
4. INFOPÊCHE for capacity building and manual development of fish trade monitoring
5. ATLAFCO funding the common program in fish trade
6. National Experts have been recruited and are implementing the cross-border trade monitoring
7. TEMA WOMEN Fish Traders/ Processors Association





Objectives of FishTrade Program

- Title: *“ Fish Trade and value Addition to fisheries for Social and economic benefit of our population”*

Aims:

to strengthen value chains and, with a focus on sustainability, give better access to intra-regional markets and subsequently improve food and nutritional security and income in sub-Saharan

Result areas:

1. **Information on the structure, products and value** of intra-regional fish trade in food security in Sub Saharan Africa generated and made available to stakeholders
2. **Recommendations on policies, certification procedures, standards and regulations**, well embedded in national and regional fisheries, agricultural, trade and food security policy frameworks
3. **Increased capacities for trade amongst private sector associations**, in particular of women fish processors and traders and aquaculture producers, to access domestic and regional markets
4. **Adoption and implementation of appropriate policies, certification procedures**, standards and regulations by key stakeholders participating in intra-regional trade





Key Guiding Question for the FishTrade Program

What are the realistic options for ensuring fish supply in Africa?

- Will promoting intra-regional trade simply **take fish away from consumers** in one area to feed other in another”
- Should there be consideration for policy recommendations to encourage **imports** – rather than “import substitution”?
- What are the possibilities for increased production of **small pelagic species** in both inland and marine fisheries?
- What are the implications of using small-pelagics for **fishmeal** as opposed to being food for poor consumers;
- Exports are known to **disrupt** local trade routes and local markets, how can these be managed; and
- What impact will **external or international demand** play on intra-regional trade in the future?





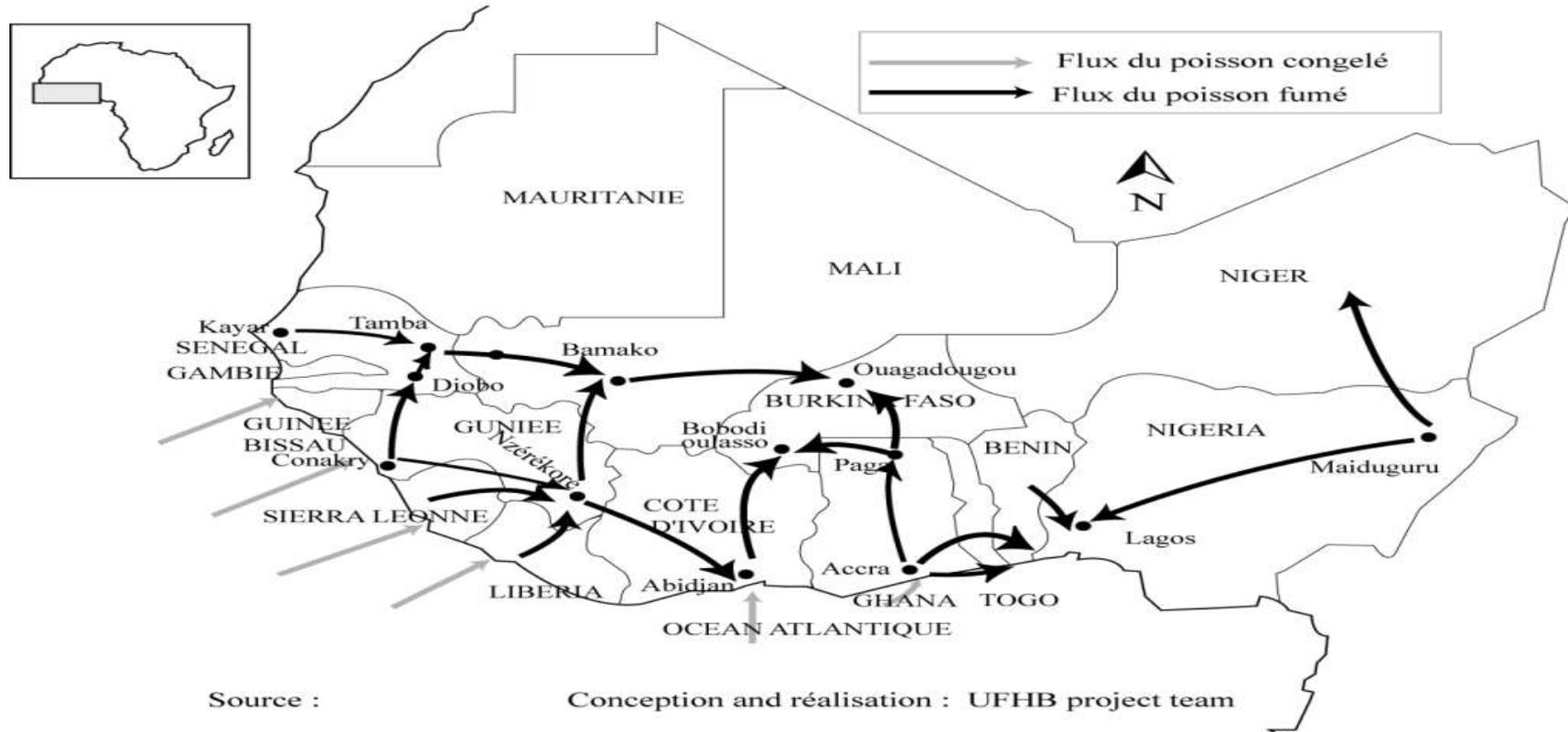
Key Findings the FishTrade Program





Regional informal fish export routes: Western Corridor

Carte des flux du poisson en Afrique de l'Ouest



Preliminary results from corridor analysis show massive movement of fish from country to country.





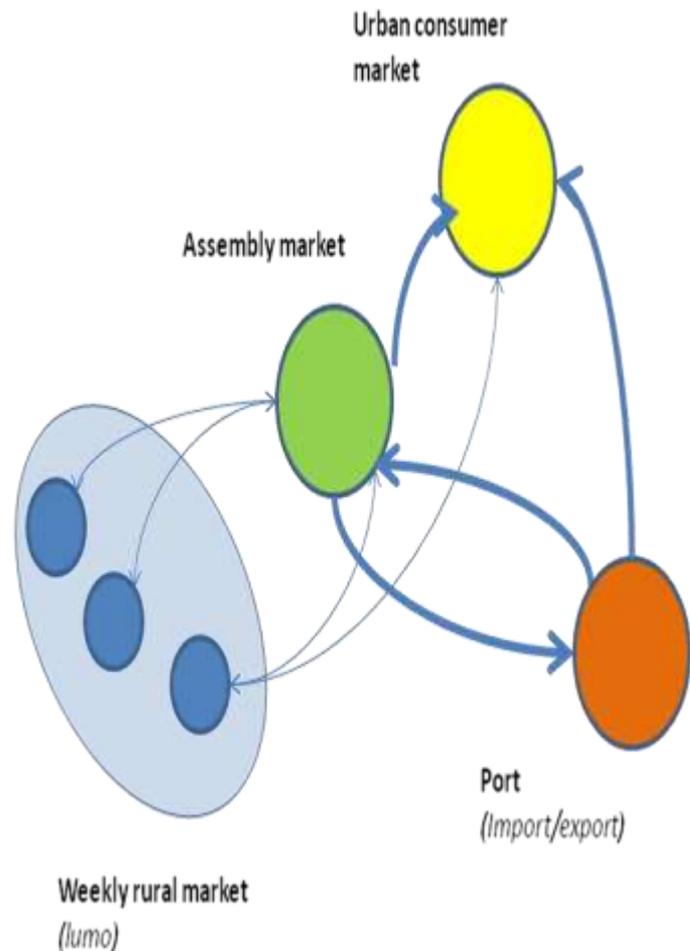
Domestic and national fish product flow in Ghana





Characteristics of Fish Trade Market

- **Market structures comprise** (i) weekly rural markets , (ii) assembly markets (many tend to be on the border, hence, important for informal cross-border trade), (iv) urban markets, and (v) point-of-production or port
- Importance of **factors influencing fish consumption** are:
 - (i) accessibility (**convenience**) and freshness (**quality**), for urban consumers; and
 - (ii) selling type (per piece, not per kg - **divisibility**), freshness (**quality**), and price for rural consumers
- Is there evidence for efficiency of marketing channels?:
 - Market Efficiency Index are favourable for fish producers and processors if wholesalers (middlemen) are excluded.
 - Wholesalers and retailers reap the best returns in the value chain, but they don't add value to the products; they depress profit for processors add value to the products (most of whom are women)
- Is there a case for aquaculture as a better source of traded fish products?
 - Farmed products have low market margins compared to captured products.
 - Therefore, it is **still cheaper to catch fish than to grow it** (implications for continued over-fishing, under-developed aquaculture and continued imports of farmed products)





Products and species

- The prominent species being traded across borders are the **small pelagic species** from both marine (sardinella, known locally as “εban” or “Amane”). Noting that these species are readily accessible to the urban and rural poor households.
- **Farmed products** are also being traded, and these are both from within the regions but also from outside Africa (mainly China).
- **Informal** fish exports/imports tend to be more important for the low income rural and urban traders and consumers



Policy Options

- Over 130 policies have been identified; hence, the problem is **“Policy Abstinance”** and not **“Absence”**
- Known trade flows in and out of Africa is the **formal trade**, but this does to contribute to livelihood and food security of majority. However, **informal trade** is more prominent
- Given ECOWAS commitment to free movement of goods, services and humans. What are the challenges to implementation of existing policy commitments?
- Through policy research a number of gaps have been identified and these support to highlight evidence for change and design of better mechanisms for implementation
- Therefore, key trade policy implementation, small steps are needed, and these should focus on operationalizing mechanism for product specification, through:
 - standards - technical standards, animal health or **“trade-related measures”** to sustainable production, consumption (SPC) to enable exchange of fish products (trade)
 - To facilitate Cross-border trade by creating **One-Stop-Border-Post** (OSBPs)





Challenges to cross-border fish trade:

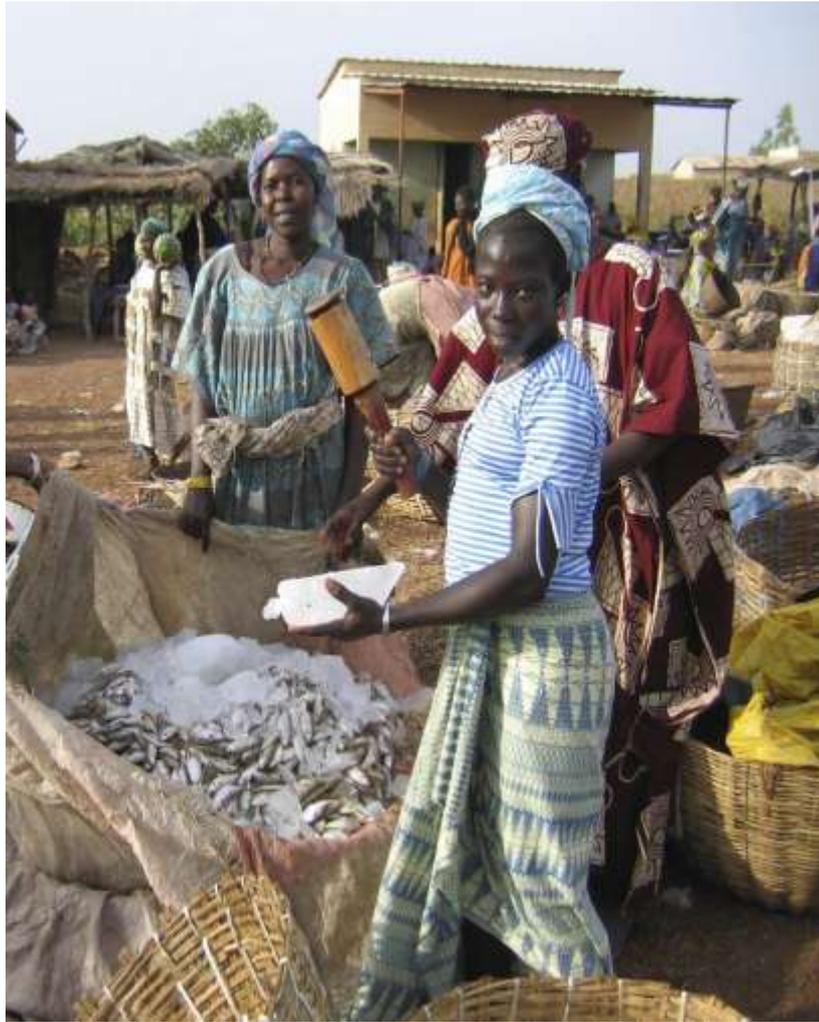
- Differences in documentation and Currency convertibility
- Unavailability of credit facilities.
- Lack of education and entrepreneur skill training
- Lack of access and availability of market information on fish trade in the region
- **Non-tariff barriers:** harassment by officials; many road blocks; long delay at country borders
- **Poor market site facilities:** Poor quality storage facilities, inadequate sanitation facilities and sheltered stalls and paved floors at processing centres and fish markets.



MEASURES TO IMPROVE TRADE PERFORMANCE FOR SUSTAINABLE MANGEMENT OF THE FISHERIES RESOURCES

- Implementing existing policy and update to the real situation
- Market integration,
- Infrastructure development (PDA/Roads)**
- Industrial development
- Regional Financial Systems - Payment systems
- Gender – women empowerment





Thank you for your attentions!

