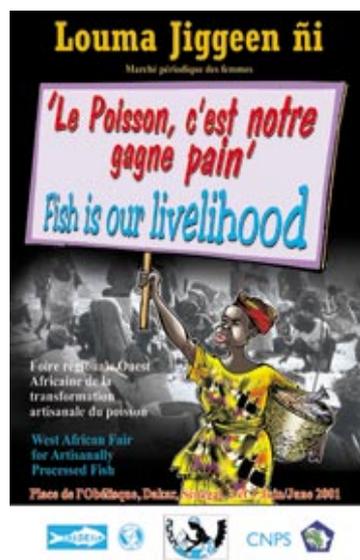


WORKSHOP
ON
PROBLEMS AND PROSPECTS
FOR DEVELOPING
ARTISANAL FISH TRADE
IN WEST AFRICA



Centre Social, Derklé
Dakar, Senegal
30 May to 1 June 2001

REPORT

International Collective in Support of Fishworkers (ICSF)
Collectif National des Pecheurs Artisans du Senegal (CNPS)
Centre de Recherches pour le Developpement des Technologies
Intermediaires de Pêche (CREDETIP)

With the support of:
FAO-DFID Sustainable Fisheries Livelihood Project (SFLP)

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Report

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INTRODUCTION

Fish processing and trade have a long tradition in the West African region. Processed fish products—dried, smoked, salted or fermented—are eminently suited to local tastes and cuisines, and provide a rich source of nutrition, even in remote regions.

Activities related to fish processing and trade have significant livelihood, social and cultural implications. They provide diversified marketing and employment opportunities within the fisheries sector, especially to women of fishing communities. They contribute to food security, especially of the poorer sections of society.

Trade in these products is mainly through informal networks. These dynamic and diversified networks, although able to respond to demands for fish products throughout the region, are constrained by poor transport infrastructure, problems at borders, tariff barriers, poor market facilities and lack of access to market information, among other factors.

The International Collective in Support of Fishworkers (ICSF) has been working in collaboration with fishworker organizations and non-governmental organizations (NGOs) in the West African region since 1986. Several workshops have been organized by ICSF in countries of the region, like Senegal, Ghana and Togo, to discuss issues of concern to artisanal fishworkers.

A long-standing demand of the women of fishing communities in the region has been to work towards enhancing regional fish trade. This demand was further reiterated at the workshop on *Fisheries, Social Analysis and Organizational Strategies in Africa* organized by ICSF in Ghana in August 1998. Participants at the workshop included representatives of NGOs working with fishing communities, as well as representatives of fishworker organizations from nine African countries, including six countries from the West African region. To better understand and address these issues, a study on *Problems and Prospects of Artisanal Fish Trade in West Africa* was undertaken.

It is against this background that the *Workshop on Problems and Prospects for Developing Artisanal Fish Trade in West Africa* was organized from 30 May to 1 June 2001, followed by the *West African Processed Fish Fair* on 2 and 3 June 2001. These events were organized by ICSF in collaboration with the Collectif National des Pecheurs Artisanaux du Senegal (CNPS) and the Centre de Recherches pour le Developpement des Technologies Intermediaires de Pêche (CREDETIP). They were supported by the FAO-DFID Sustainable Fisheries Livelihood Project (SFLP). ❀

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BACKGROUND

Objectives

The workshop on *Problems and Prospects for Developing Artisanal Fish Trade in West Africa* and the *West African Processed Fish Fair* were organized with the following objectives:

To enable artisanal fish processors and traders to:

- identify common problems in relation to fish processing and trade at the regional level;
- make their problems visible to, and influence, policy-makers and the general public;
- exchange fish processing technologies and establish better trade networks; and
- learn about support services (information, credit and technology resources) available within the region.

Participants

A total of 64 participants from 13 countries in the West African region (Appendix 2), that is, Senegal, Gambia, Guinea Conakry, Ghana, Sierra Leone, Mali, Guinea Bissau, Ivory Coast, Togo, Benin, Nigeria, Burkina Faso and Mauritania, participated. (While 12 participated in the workshop, one country, Mali, was represented only in the subsequent fair.) While there were two to three delegates from most countries, there were larger delegations from the host country, Senegal, and from Benin and Mauritania.

Participants included representatives of artisanal fishworker, fish processor and trader organizations, and of governmental and non-governmental organizations working with, and providing support to, artisanal fishing communities in the region.

In addition, participants included representatives of the FAO-DFID Sustainable Fisheries Livelihood Project (SFLP), the Department for International Development (DFID), UK, the FAO Regional Office for Africa as well as fisheries departments officials from countries of the region—members of the country-level National Co-ordinating Units (NCUs) instituted by the SFLP project. Also represented were organizations working with fishworkers from Mozambique and France.

Methodology of the Workshop

The three-day workshop provided the space for women processors and traders to come together with their supporters, and discuss some of the main issues of concern to them. The methodology adopted was sensitive to the fact that participants came from different realities and spoke different languages. Several of them were fish processors and traders with no exposure to formal education.

The workshop structure was developed keeping this in mind. Space was given for participants to share their own experiences and lived realities—the problems they faced in processing and trading activities on a daily basis—with the others. The effort

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was to bring together this sharing of experiences with technical inputs from resource persons. Some of the main emerging themes were then discussed in language-based groups. The outcomes of the group discussions formed the basis for the statement from the workshop.

Field Visits

Field visits were organized for participants who arrived a few days prior to the workshop, to the fishing communities of Kayar and Joal, to enable a better understanding of the reality of fishing communities in Senegal, the methods of processing used, etc. It was also to enable women processors and traders from other countries to explore possibilities of developing trade linkages directly with associations of fish processors in Senegal.

Preparatory Work

Preparatory activities were undertaken in the three months preceding these events in several countries within the region, including Ghana, Benin, Togo, Guinea Conakry, Ivory Coast, Senegal and Gambia. Collaborating NGOs within each of these countries, in consultation with the organizers, i.e. ICSF, CREDETIP and CNPS, held meetings of women fish processors and traders at the local and national level to discuss the fair and workshop. In addition to this, meetings between women from Benin, Togo and Ghana were organized, given the important trade in processed fish products between these countries.

These meetings were an opportunity for a broad spectrum of fish processors and traders to discuss and identify their main concerns *vis-a-vis* trade in processed fish products within the region, in preparation for the workshop and fair. They also provided an opportunity for them to select the delegates from their country, who could represent their concerns at the workshop and fair.

Collaborating NGOs were given the responsibility for publicizing the fair in important fish markets and processing areas, and for finalizing delegates to the workshop and fair, according to the following guidelines:

- The women should be directly and personally involved in fish processing and trade. At least one of the women selected should have experience in cross-border fish trade, since the focus of the workshop was on problems faced in regional fish trade.
- The focus should be on selecting women who process and trade fish on a small scale. Big traders should be invited to attend the fair at their own expense.
- The women selected should represent organized groups of fish processors and traders to the extent possible, and should be able to articulate the concerns of the larger group. If no such groups exist, the women selected should be able to articulate the issues raised by women processors and traders in the meetings preparatory to the fair.

Several efforts were made to publicize the fair in participating countries of the West African region. In some of the countries, the events were publicized through the media: television, radio and newspapers. Posters announcing the fair were also distributed and put up at important markets for processed fish and in processing areas. ❀

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REPORT OF THE WORKSHOP

Day 1: 30 May 2001

Session 1: Inauguration

Awa Seye, President of the Women's Bureau of CNPS, welcomed the participants. She stressed the importance of the workshop and the need to take up a process of joint reflection in order to make effective proposals.

Aliou Sall of CREDETIP stressed that the way the workshop had been organized reflected a complete break from conventional seminars. He touched upon the various obstacles to the development of the West African processed fish market, and expressed the hope that the workshop would lead to a concrete and effective plan of action.

The Secretary General of CNPS, Dao Gaye, in his address, highlighted the support and backing that ICSF has been providing to fishworkers since its formation in 1986. He expressed the hope that the workshop recommendations would translate into concrete action that would be useful to all the countries of the region, to Africa and to the world at large.

Joao Gomes and Antonieta Chaincomo from the Instituto de Desenvolvimento da Pesca de Pequena Escala (IDPPE), Mozambique, after introducing themselves, underlined the importance of exchanging experiences about fish processing and trading activities between different regions of Africa. There was a lot that countries in Africa could learn from one another, they said.

René Pierre Chever and Anna Toupin of Pêche et Développement, France, then introduced themselves. René Pierre reiterated the commitment of his organization to fight against "capitalist practices in fishing". He reasserted his organization's willingness to act as a genuine link between artisanal fishermen of the North and South.

The Mayor of the Derklé-Dieuppeul administrative district, Ablaye Faye, in his speech, welcomed and thanked all the delegations for having come together to think about matters of such crucial importance, concerning both the present and the future. He pointed out that, against the backdrop of globalization, this workshop could work to address the numerous problems besetting fisheries and the intra-regional trade in fish products in Africa. The Mayor expressed the hope that the workshop would lead to concrete results to respond to the immediate needs of the population.

The delegates from the countries present then introduced themselves and their organizations. Those among them who were fish processors and traders identified, on a map, the regions they belonged to and the routes used by them to trade their fish products. Participants also shared some of the expectations they had from the workshop: that it would provide the space for an exchange of information with their colleagues from other countries; that it would give fish processors and traders the opportunity to organize themselves to find lasting solutions to the many problems that plagued them; etc. The delegation from Guinea Conakry then read out a poem, which had been prepared for the occasion of the workshop (Appendix 5).

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Day 1: 30 May 2001

Session 2: Technical Session

Following the opening ceremony, Nalini Nayak and Chandrika Sharma of ICSF presented some of the findings from the study on *Problems and Prospects of Artisanal Fish Trade in West Africa*.

Nalini Nayak explained that the idea for this study was first mooted during the workshop on *Fisheries, Social Analysis and Organizational Strategies in Africa* organized by ICSF in Ghana in August 1998. The effort has been to work with local NGOs to put together information on artisanal fish processing and cross-border trading activities in the region. She said that, rather than present the study, the session would discuss some of the issues that had been raised in the study, in a participatory way, given that there was enough lived experience on these issues among the participants present.

Chandrika Sharma, in her presentation, provided the context to the discussion that followed, and highlighted the following aspects:

1. *The importance of intra-regional trade in artisanally processed fish:*

Fish has been an important part of the diet and culture of the West African region. Processed fish—salted, dried, fermented and smoked—has been traded within and between countries of the region for decades. However, despite its importance, there is little information on intra-regional fish trade, nor is it reflected in statistics. FAO has estimated that the number of persons working in the fields of fish processing and marketing in the region is about 1.8 million.

2. *The importance of supporting intra-regional trade in artisanally processed fish:* The case for supporting intra-regional trade in artisanally processed fish is strong, for several reasons:

- While major coastal fishery resources in West Africa are concentrated in the northeast (from Morocco through Mauritania to Senegal and Guinea Bissau) and in the south, off Namibia, the major fish consuming countries are in the Gulf of Guinea area, where population densities are higher. In this context, intra-regional trade can, and does, play an important role in ensuring a balanced supply of fish throughout the region.
- While fish, especially low-value pelagic species, continues to be an important source of affordable animal protein, per capita fish availability in sub-Saharan Africa has declined from 9.4 kg in 1982 to only 6.8 kg in 1994. Intra-regional trade contributes to a more balanced distribution of fish. However, there is the need to address the structural causes behind declining supplies, including the depletion of fish resources in the region due to poor management and overfishing, especially by trawlers, domestic and foreign industrial fleets, particularly those targeting pelagics.

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- Cold storage units and other infrastructure in the region, for trade in fresh and frozen fish, are grossly inadequate, and unlikely to improve in the near future.
- Fish processing and trading at the artisanal level provides diversified employment opportunities, especially to women of fishing communities. The economic stability of village-based processors and traders is closely linked to the long-term stability and survival of artisanal fishing communities.

3. Initiatives at regional and sub-regional levels in support of intra-regional trade:

Some initiatives have been taken at the regional and sub-regional levels to harmonize tariff structures to promote intra-regional trade. While efforts by the Economic Community of West African States (ECOWAS) to streamline trade policy, remove non-tariff barriers and work out a common duty and tax schedule date back to the 1970s, little has been accomplished in practice.

In 1992, these initiatives got a new impetus after the revision of the ECOWAS Treaty. Currently, efforts are underway to accelerate regional economic integration by removing checkpoints on highways, moving towards a common passport for the trading bloc, and removing duties on approved industrial products as well as unprocessed goods and traditional handicrafts.

The efforts of ECOWAS are hindered by the unwillingness of many countries to implement provisions relating to the elimination of tariff and non-tariff barriers to trade and to the functioning of a compensation mechanism. The community has set 2004 as the target date for a common monetary zone.

Efforts to harmonize existing trade policies and regulations have met with more success at the sub-regional levels. WAEMU (West African Economic and Monetary Union, erstwhile CEAO), an eight-member francophone group, established preferential duty on some goods, including fish and fishery products, at the sub-regional level in the 1980s.

WAEMU has a common currency and has already achieved customs union—this came into force on 1 January 2000—with a common external tariff. Within WAEMU, trade in approved industrial products, as well as unprocessed goods and traditional handicrafts, is completely exempt from duties and import taxes.

Nalini Nayak then attempted to develop a picture of the important products traded within the region, the important markets for artisanally processed fish and the trade circuits used, as well as the constraints faced by women fish processors and traders in their work. This information was developed in a participatory way, with considerable inputs from workshop participants.

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Participants identified the following important markets for processed fish products within the region:

Country	Important markets for processed fish products
Nigeria	Maiduguri, Malendi, Kogi, Lagos
Togo	Asivime, Tabligbo, Atakpame, Djada, Yagamyet, Hvtokame
Ghana	Tuesday Market (Accra), Denu, Keta, Mankessim, Axim, Bolga, Tamale, Techiman
Cote d'Ivoire	Adjame, Sassandra, Chicago Marché
Burkina Faso	Ouagadougou, Bobo Dioulasso, Po, Ghana, Diagre, Kompenga
Mali	Medina, Mopti, Dibida
Guinea Bissau	Cacini, Buba, Cacheu, Bubaque
Gambia	Banjul, Serekunda, Birikama, Soma, Basse
Guinea Conakry	Boulinet, Koukoude, Kamsar, N'zerekore, Bofa, Kankan, Beyla
Senegal	Thiaroye, Kaolack, Touba, Diaobe, Touba Toul
Mauritania	Nouakchott, Nouadhibou
Benin	Dantokpa, Dogbo, Abomey, Diougou, Bohicou, Paholi, Come, Azove, Klovekame

The following were some of the obstacles identified:

- The large number of customs and other checkpoints encountered while travelling within the region—for example, between Lagos and Abidjan, a distance of 992 km, there are totally nearly 70 checkpoints, or 7 checkpoints per 100 km.
- The progressive depletion of marine fish resources.
- The lack of adequate equipment/infrastructure for processing and storage of products.
- The relatively high cost of transportation of products. (This includes not only the transportation costs between processing centres and markets, but also between landing sites and processing centres, as in the case of Joal, Senegal.)
- The difficulty women processors face in obtaining credit.
- The deterioration in the quality of processed fish as a result of unhygienic practices and the use of chemicals by some women processors for preservation.
- The lack of information on market prices and on administrative requirements for trade, for example, the need for trading cards.

In conclusion, Nalini Nayak reiterated the importance of local initiatives and the need for women themselves to find the most appropriate solutions to their problems. ❀

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Day 1: 30 May 2001

Session 3: Plenary

Chairperson: Adrienne Dehy, ID Pêche, Benin

The plenary session provided an opportunity for participants to share their the experiences on the constraints they faced in fish processing and trading activities.

The delegate from Mauritania stressed that artisanal fish processing was a relatively new activity in her country. She highlighted the lack of road infrastructure in Mauritania that made it difficult to transport fish products. She also drew attention to the negative impact of the massive presence of foreign trawlers along Mauritania's coasts on fish resources.

The delegates from Senegal spoke of the need to sensitize decision-makers in order to respond better to the expectations of the women traders. They pointed to several problems faced by women processors and traders in Senegal:

- Lack of infrastructure and equipment for fish processing and product storage;
- Declining access to land for processing sites at beaches, with the development of tourism;
- Competition from women operators from neighbouring countries, which affects the prices prevailing in the Senegalese markets;
- Administrative obstacles due to numerous local taxes and harassment by the police; and
- Competition faced by the domestic artisanal sector from foreign fleets, following the fisheries access agreements signed between Senegal and the European Union.

The delegate from Sierra Leone spoke of the impact that the political and social instability in her country had had on social and economic life, and on artisanal fish processing and trading activities. She expressed the hope that the current period of peace would last.

The delegate from Guinea Conakry mentioned the following obstacles faced by women processors and traders in her area:

- Inadequate supplies of firewood;
- High customs duties;
- High cost of product transportation; and
- Political instability in the region that made it difficult to access several markets in the region.

A delegate from Nigeria spoke with great passion about the high post-harvest losses in the riverine fish production from her area due to the extreme paucity of financial means and inadequate equipment for processing and storage. She also stressed the high cost of product transportation.

Participants from Cote d'Ivoire and Burkina Faso drew attention to the progressive depletion of fish resources and the increasing costs of procuring fish for processing

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activities. Processors with access to capital were able to purchase fish from the harbour. However, most of them could not afford this. Women processors try and ensure supplies by advancing money to the fishermen; despite this, the fishermen sell the fish elsewhere if they get a better price. They also pointed to the problems due to customs duties and local taxes. Many processors prefer to stay in the village and sell to wholesalers at lower prices, rather than negotiate themselves the various checkpoints encountered on the way to the market.

The participants from Ghana, Togo and Benin highlighted the following:

- depletion of fish resources, also a consequence of trawling activities in the inshore areas, and the impact of this on the artisanal capture and processing sector;
- the high cost of procuring fish to process. Even though many of them were pre-financing fishing trips, there was no guaranteed access to the fish caught.
- lack of amenities like water and sanitation at processing sites;
- high transport costs; and
- difficulty in obtaining credit.

Day 2: 31 May 2001

Session 1: Technical Session

Chairperson: Lucie Tetegan, WADAF

Two papers were presented in the first half of this session: *Obstacles to the Development of Small-scale Fish Trade in West Africa* by Akande Gbola, INFOPECHE, and *The Relevance of the SFLP Approach to Trade in Artisanally Processed Fish* by Richard Coutts, Co-ordinator, SFLP.

Obstacles to the Development of Small-scale Fish Trade in West Africa

In the absence of Amadou Tall of INFOPECHE, Akande Gbola presented this paper (Appendix 6.1). Gbola highlighted the importance of the artisanal harvest and post-harvest sectors in providing employment and income, and in meeting food security needs of the local population. He also highlighted the importance of intra-regional trade in artisanally processed fish products, which, though important, is largely unrecorded. There is need to strengthen intra-regional trade, he said, giving the example of Nigeria. With a population of 120 million, the demand for fish products is about 1.3 million tonnes. However, the country's total production is only in the range of about 0.5 million tonnes; there is a deficit of 0.8 million tonnes.

Gbola spoke of the various obstacles to the expansion of intra-regional trade in the region, including the lack of infrastructure, cargo vessels and information, and tariff and non-tariff barriers to such trade, as well the political, civil and economic uncertainties in countries of the region. He concluded his presentation by putting forth several recommendations towards providing a fillip to intra-regional trade in artisanally processed fish products.

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The Relevance of the SFLP Approach to Trade in Artisanally Processed Fish

In his presentation (Appendix 6.2), Richard Coutts spoke of the Sustainable Fisheries Livelihood Project (SFLP). The SFLP, funded by the Department for International Development (DFID), is being executed by the Food and Agriculture Organization (FAO) of the United Nations, in partnership with 25 countries of West Africa, that is, Angola, Benin, Burkina Faso, Cameroon, Cape Verde, Central African Republic, Chad, Congo, Côte d'Ivoire, Democratic Republic of Congo, Equatorial Guinea, Gabon, the Gambia, Ghana, Guinea, Guinea Bissau, Liberia, Mali, Mauritania, Niger, Nigeria, Sao Tome and Principe, Senegal, Sierra Leone and Togo. The five-year programme was initiated in 1999 and will continue until 2004.

Coutts stressed that the programme aims to improve the livelihoods of artisanal fisheries communities through adoption of widely replicable policies, based on the Code of Conduct for Responsible Fisheries (CCRF) and the Sustainable Livelihoods Approach (SLA), for sustainable and equitable fisheries. The primary beneficiaries of the project are artisanal fishing communities, small-scale fish processors and traders (mostly women) and consumers, with a primary emphasis on the poorer groups among these. Among other thing, the SFLP aims to help poor communities develop the capacity to participate more directly and effectively in fisheries planning and management and to improve the efficiency of artisanal systems for the production, processing, marketing and distribution of fish and fish products. Coutts also elaborated on the principles on which the programme was based, its structure and approach.

Day 2: 31 May 2001

Technical Session (contd.)

Chairperson: René Pierre Chever

Two papers were presented in the second half of this session: *Responsible Fish Utilization and Policies, Institutions and Processes: An Overview of Some Key Issues in the Context of Artisanal Fish Processing and Trade in West Africa* by Ansen Ward of Natural Resources Institute (NRI) UK, and *FAO's Experience in Supporting Artisanal Fish Processing and Trade in West Africa* by Yvette Diei from the Fisheries Group of the FAO's Regional Office for Africa.

Responsible Fish Utilization and Policies, Institutions and Processes: An Overview of Some Key Issues in the Context of Artisanal Fish Processing and Trade in West Africa:

In his presentation (Appendix 6.3), Ansen Ward introduced the concept of Policies, Institutions and Processes (PIP). He then provided an overview of Responsible Fish Utilization (RFU) as per the FAO Code of Conduct for Responsible Fisheries (CCRF), a voluntary code providing a set of general principles and standards of behaviour and good practice, aiming to ensure sustainability, equity and safety in the fisheries sector. The articles under RFU focus on: consumer welfare, quality standards and quality assurance, harmonization of standards, socioeconomic and technical research, protection of the natural environment, reducing post-harvest losses and by-catch, utilization of low-value species for human consumption, product traceability and value

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addition. He suggested broad RFU issues of particular relevance to artisanal fish processing and trade in West Africa, the need to prioritize among them and to discuss the basis for participation of key stakeholders in their development and implementation.

Ward concluded his presentation with the following questions: Do the broad RFU principles reflect the needs of the sector? Is a Code of Best Practices in the Post-Harvest Sector required for West Africa? How can such a Code be developed and implemented?

FAO's Experience in Supporting Artisanal Fish Processing and Trade in West Africa

Yvette Diei provided an overview of FAO support to artisanal fish processing and trade in West Africa (Appendix 6.4). Over the past three decades, the FAO has supported various activities in the post-harvest sub-sector, including assisting in the preparation of project documents for equipment supply; organizing meetings and discussion sessions; demonstrating and promoting improved fish processing technologies; organizing study tours and training programmes; bringing out technical publications; supporting micro-finance systems for the post-harvest sector; collecting and disseminating market information, etc. Diei then drew out the lessons from this experience, from technological, social, economic and institutional points of view. Among other things, she stressed the need for the full involvement of communities in technology development, for strong community-level associations, for appropriate credit schemes to meet the needs of the post-harvest sector, and for an information network on markets, prices and costs.

Discussion

Following the presentation of the above four papers, the floor was opened for discussions. With reference to the concluding question of Ansen Ward, on the need for a Code of Conduct for Responsible Fish Utilization (RFU) at the regional level, Ousmane Ndiaye from the Fisheries Department, Senegal, said that efforts in this direction had already begun under the IDAF programme. His colleague, Diop Ticke Ndiaye from the *Programme d'Appui à la pêche artisanale*, Senegal, on the contrary, felt that there was no need for a new regional code. According to her, such a code was not appropriate or advisable for the simple reason that a Code of Conduct for Responsible Fisheries is already in existence. What then was the sense of drawing up another code when there was so much difficulty in popularizing the existing one? What would the contents be? In her view, the best solution was for each country to devise and implement its own strategy.

Taking up on the discussion on the failure of credit schemes for the post-harvest sector, Lucie Tetegan of WADAF explained that this was because several countries had introduced 'readymade' projects, for which the initiative had not come from the grass roots. WADAF has been working with the issue of credit since 1996, as a result of which there have been interesting experiences in some countries of the region. In this context, the delegate from Benin mentioned that ID Pêche, an NGO from Benin, had succeeded in setting up 12 credit groups that were highly successful.

The session concluded with the Chair thanking the presenters and participants. ❀

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Day 2: 31 May 2001

Session 2: Group Discussions

In the afternoon session, participants were divided into four language-based groups, as follows:

- Group 1: Mali, Côte d'Ivoire, Guinea Conakry, Burkina Faso and Guinea Bissau
- Group 2: Benin and Togo
- Group 3: Ghana, Nigeria and Sierra Leone
- Group 4: Gambia, Senegal and Mauritania

They were asked to reflect on, and identify, the problems related to artisanal fish processing and trade, to propose actions that need to be taken up to deal with these problems, and to propose who should take up these actions. A broad schematic framework was provided for discussion.

Discussions in the group were highly focused and animated, and all participants had the opportunity to articulate their views. At the end of the session, each group presented its report, proposing concrete actions that needed to be implemented at various levels. It was significant that, while each group stressed the support that needs to be extended by policy-makers and development organizations, they also stressed the vital role and responsibility of fishworkers and their communities in this process, advocating the need for a participatory approach. The need for forming strong associations at the community, national and regional level was forcefully articulated. These reports are summarized below.

PROBLEM	LEVEL AT WHICH ACTION IS REQUIRED		
	Policy-makers	NGOs and Development orgns	Professional and community orgns
	International, regional and sub-regional organizations, States, local governments, customs and police officials, officials of the fisheries dept., etc.)	(local, national, regional and international organizations supporting fishworkers)	(community organizations, groups of women processors and traders, fishworker organizations)
1 Declining access to fish supplies			
(a) Lack of storage at processing sites, especially during bulk landings	Make available insulated boxes, refrigerated units for storage, etc.	Make available insulated boxes, information on efficient processing technologies.	Use more efficient technologies.

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(b) Overfishing and declining catches of the artisanal fleet	Enforce fisheries legislation. Effectively implement MCS measures, in participation with local communities. Popularize the Code of Conduct for Responsible Fisheries. Reduce the number of foreign fishing vessels, especially those targeting pelagics. Regulate monofilament nets, beach-seines and ring-seines. Regulate industrial fisheries and the use of trawl nets in the inshore zone.	Create awareness among communities about the resource situation. Promote gear diversification. Support exchange programmes to learn about fisheries management programmes.	Set up community systems for monitoring and control, to regulate the use of monofilament nets, trawling nets etc., through community and women's associations.
(c) No assurance of fish despite pre-financing of fishermen.			Revive traditional systems through discussions within the community.
(d) Too many middlemen at landing sites.	Regulate the work of fish merchants.		Regulate the work of fish merchants and reduce the number of intermediaries through community action, women's associations. Form associations of fish mongers.
(e) Wastage and post-harvest losses.		Provide training in improved processing and storage techniques.	Adopt improved techniques for processing and storage.
(f) Lack of capital.	Provide financial support to women processors by making credit available at low rates of interest.	Provide financial support to mutual credit groups. Provide training in managing savings and credit groups.	Form savings and credit groups at the community level.
(g) Accidents at sea.	Improve safety measure and awareness about the need to wear life jackets.	Increase awareness about safety measures.	
2 Processing sites			
(a) Lack of space on beaches and takeover of traditional processing sites.	Prohibit the takeover of land traditionally used for processing. Reserve these lands through providing land titles.		Lobby for recognition of their right to land for processing.

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(b) Lack of proper infrastructure (water sanitation, and fencing to protect against animals straying into processing sites.)	Provide proper infrastructure and sanitation facilities at sites. Provide power supply.	Provide proper infrastructure and sanitation facilities at sites. Create childcare facilities at sites.	Lobby for, and participate in, the management of these facilities.
(c) Lack of adequate storage for finished products.	Construct storage facilities at processing sites.	Construct storage facilities at processing sites.	Lobby for, and participate in, the management of storage facilities.
(d) Lack of fuel for smoking.	Make fuelwood available through outlet depots. Make available land for reforestation purposes.	Provide training in fuel-efficient smoking technologies. Support reforestation work	Explore the use of fuel-efficient technologies, experimenting with alternative fuels such as coconut husk. Reforest through women's groups.
(e) Inefficient processing techniques and unhygienic/harmful practices.	Provide training in improved methods of processing, packaging and storage for better product quality through extension services.	Provide training in improved technologies, hygienic practices. Provide drying racks.	Obtain information about, and adopt, hygienic practices to ensure better product quality.
(f) Impact of smoke on women's health	Make more space available for processing activities, to reduce overcrowding.	Identify appropriate technologies that minimize health impacts.	Adopt technologies that reduce the impact on health. Use improved smokers.
(g) Problems with migrant processors.			Form groups of resident processors. Form unions to protect the interests of migrants at a regional level.
(h) Lack of literacy among processors and traders.		Provide literacy training in French/English and in local languages.	
3 Fish Trade			
(a) Transport			
(i) poor infrastructure (roads, railway)	Improve road and rail infrastructure.	Facilitate access to cargo vessels for transport of processed products.	
(ii) inadequate and irregular transport	Invite private investment in the fish transport sector.	Invite private investment in the fish transport sector.	
(iii) high cost of transport	Reduce taxes applied on fish transport. Reduce fuel prices.	Support community associations to purchase their own vehicles for transport.	Form strong associations.

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(b) Frequent checkpoints (expensive, time consuming, loses due to breakages)	Reduce the number of checkpoints and the harassment faced by women traders.	Provide information to traders so they know their rights.	Pressure policy-makers to reduce checkpoints through local organizations and unions, press campaigns.
(c) Trading formalities (i) Complex formalities (ii) Little information available on trading formalities.	Implement ECOWAS proposals on simplifying trading formalities, reducing paperwork ,etc. Publicize these through the media. Develop an effective and appropriate system to provide information	Support the creation of a network of processors and traders for better access to information.	Create a network of fish traders and processors.
(d) Currency differences between countries.	Work towards a common regional currency as proposed by ECOWAS. Provide information to traders about currencies, conversion rates etc.	Provide information to traders about currency differences, conversion rates etc.	
(e) Lack of information on prices and demand in other markets.	Improve telecommunication infrastructure in the region. Publicize market information through the media.	Support the creation of a network of processors and traders. Publicize market information through the media. Provide information to traders about prices and demand in other markets	Create a network of fish traders and processors. Seek information about other markets, with the help of group leaders.
(f) Cost of trading cards/ licences.	Provide information about the requirements for intra-regional trade.		Lobby to reduce the costs of licences.
(g) Lack of market facilities (space to vend, shelter, water, sanitation, security).	Provide basic facilities in markets. Create a central market for processed fish.		Lobby for, and participate in, the management of market facilities.
(h) Inadequate and inappropriate banking services (complex formalities, traders forced to carry money on them during travel, with security implications).	Ensure that banking services are geared to the needs of small-scale fish traders. Support banks providing micro-credit. Create appropriate facilities to provide credit, at low rates of interest, to savings and credit groups.		Lobby for banking services geared to their needs.

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Day 3: 1 June 2001

Session 1: Endorsement of Workshop Statement

At this session, a draft Statement, based on the issues raised during the group discussions on the previous day, was presented to the workshop participants for approval (Appendix 1).

Day 3: 1 June 2001

Session 2: Responses of Policy-makers

Chairperson: Brian O' Riordan

At the start, Thérèse Senghor of Senegal and Rita Kwadzovia of Ghana read out the workshop Statement in French and English, respectively.

Officials present at the session, including the Director of Fisheries, Senegal, the Coordinator and other representatives of the SFLP programme, as well as fisheries department officials from other countries of the region, were then invited to respond to the Statement.

N'Diaga Gueye, Director of Fisheries, Senegal, after congratulating the organizers and participants of the workshop, dwelt at length on the future of the fish processing sector. He wondered whether the sector should continue to be artisanal or whether it should be modernized. One can not have one foot in the Middle Ages and another in the third millennium, he said. He stressed that the children of women fish processors must not feel that they are condemned to live in the same conditions as their parents and must be sent to school. "If I had the money to invest, I would not put this into dryers or drying areas, but I would establish schools for the children," he said. He invited donors to break with a certain "paternalistic approach to development". Concluding his speech, he pointed out that in the Statement it was necessary to distinguish and specify the roles of each organization and the nature of the problems that fell within its gambit. He suggested that the report of the workshop should be circulated among all related departments, including fisheries, transport, power, etc. to whom the demands had been addressed.

Richard Coutts of SFLP said he was extremely impressed by the positive contributions of the participants during the course of the workshop. However, the workshop Statement, he felt, read more like a list of demands for decision-makers, and, as such, would probably fall on deaf ears. He stressed the need to prioritize the list of problems raised in the Statement, especially because some were far simpler to handle than others, and could be addressed first. He also emphasized the need to articulate, in the Statement, the positive statements the women had made about what they were going to do themselves.

Chérif from Mauritania then read out a statement on behalf of the Director for Promotion of Fishery Products, Mauritania. After thanking the International Union for Conservation of Nature (IUCN) for supporting Mauritanian women processors by enabling them to participate in the workshop, he underscored the importance of making a distinction between the three levels of responsibility indicated in the resolutions of the workshop. Some of the problems fell within the purview of professional bodies, while others were better tackled by NGOs and yet others came under the control of

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political authorities. He concluded by expressing the hope that the recommendations of the workshop would translate into concrete action.

The representative of the fisheries department of Burkina Faso pledged, on his part, to speak to the authorities in his country about the issues raised by participants at the workshop. He stressed the need for strong organizations of women processors. Problems like the lack of fuel for smoking could be resolved locally, by the processors themselves. Women could, for example, take up reforestation work in their villages. He concluded by expressing the hope that even though some of the problems referred to by the participants were not specific to the fisheries sector, solutions to them could be speedily found.

The delegate from Nigeria recalled the efforts made by the Nigerian Federal Authorities in the fisheries sector. Programmes to protect and monitor marine resources and to set up savings and credit groups for women processors had been implemented. He assured the participants that the recommendations of the workshop would be brought to the notice of political authorities in his country.

The delegate from Ghana mentioned the steps taken by the Ghanaian government in support of the fisheries sector. For the past four years, an integrated system for marine resources management as well as for monitoring and surveillance of coastal areas was being implemented. A campaign to raise awareness among women fishworkers had also been organized, stressing the importance of reforestation to solve the problem of fuelwood scarcity. He stressed that the creation of a Ministry for Fisheries, for the first time in the political history of his country, clearly demonstrated the political will to ensure the harmonious development of the fisheries sector.

Like his colleague from Ghana, the delegate from Guinea Conakry, after congratulating the organizers and participants, outlined the major thrusts of the fisheries policy in his country. Under this policy, several projects to support women fish smokers had been launched. He stressed the need for women processors to become genuine partners in such development programmes.

Finally, Eduardo Pereira, the delegate from Guinea Bissau, reassured the participants and organizers of the workshop of the willingness of the authorities in his country to strengthen regulations and institutions dealing with fisheries and to reduce the number of border controls and checkpoints.

Thérèse Senghor of CNPS, Senegal, then responded to some of the issues raised by N'Diaga Gueye, Director of Fisheries, Senegal. She stressed that women fish processors were not unaware of the importance of schooling for their children. Underlining the need to support the work of women fish processors and traders, she said that it was, in fact, their work as fish processors that enabled them to earn money for the schooling of their children, in a dignified way and not through charity.

And, finally, Almeida Kokoe from Togo, on behalf of all the delegations present, thanked the organizers of the workshop—ICSF, CREDETIP and CNPS—the government and people of Senegal, regional and international organizations that had supported the workshop, including SFLP, FAO and WADAF, as well as the staff at the Centre Social, Derklé.

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Day 3: 1 June 2001

Session 3: Strategies for the Future

Chairperson: Mamayawa Sandouno

At this session, several suggestions were put forward regarding strategies to develop artisanal fish processing and trading activities in the region. These included the following:

- the need to support the creation of strong organizations of women processors and traders at the local and national level;
- the need for a network of women fish processors and traders at the regional level to take forward the issues raised at the workshop, that takes on the role of providing information on prices, markets, demand, etc. to women processors; and
- the need for national, regional and international NGOs and development organizations, working in the West African region, to collaborate and support this process;

This session could not arrive at any firm conclusion since many of the workshop delegates were at a press conference going on simultaneously. For this reason, another meeting was organized at the conclusion of the *West African Fair for Artisanally Processed Fish*, with the participation of delegates from all countries.

3 June 2001

Session 3: Strategies for the Future (contd.)

Rapporteur: Aliou Sall, Senegal

A discussion meeting was organized on 3 June at the end of the *West African Fair for Artisanally Processed Fish*. Women delegates from the following 13 countries participated: Benin, Côte d'Ivoire, Gambia, Senegal, Mali, Guinea Conakry, Guinea Bissau, Togo, Ghana, Nigeria, Sierra-Leone, Mauritania and Burkina Faso. Representatives of several NGOs in the region, including ADEPEG (Guinea Conakry), CREDETIP (Senegal) and WADAF (based in Côte d'Ivoire), were invited to the meeting.

The meeting had the twin objectives of endorsing and taking forward the demands and the recommendations made by delegations at the workshop on *Problems and Prospects for Developing Artisanal Fish Trade in West Africa*, held from 30 May to 1 June.

The main outputs of the meeting included: (1) a more detailed action plan and (2) the roles expected of the different actors at different levels: States, NGOs, development agencies, etc.

Specific Actions Requested from States

1. *Processing sites*: The participants requested States to reserve land exclusively for women both for their processing needs and for reforestation, essential for smoking. Due to climate-related factors (like drought), fuelwood had become scarce. Participants also condemned the impact of tourism that threatened their access to land and demanded that land, with clear ownership titles, be allocated to them.

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2. *Trade in processed fish products:* The priorities to be addressed concerned, equally, the difficulties encountered in trade circuits, poor infrastructure in processing areas, and the problem of credit. Women appealed to States in the region to take the following steps:
 - Simplify administrative formalities by establishing a single tax system applicable to trade in artisanally processed fish products within countries of the region.
 - Publicize widely any decision to this effect, through notices put up at checkpoints, where women face innumerable problems, including harassment by men in uniform.
 - Reduce the number of checkpoints that are detrimental in all respects (payment of excessive taxes, bribery, wastage of time, etc.)
 - Set up appropriate infrastructure in markets, especially storage facilities.
 - Improve access to landing areas and markets through construction of roads, etc.
 - Create appropriate credit structures to support women processors and traders, and make available credit at lower rates of interest. Lending institutions have an important role to play in this.
3. *Access to fish resources for processing:* The women called upon States to take effective measures to monitor the artisanal fishing zone to prevent incursions by large fishing vessels. They called for strict regulations on destructive fishing gear, like trawl nets. They also stressed the need to regulate certain gear used by artisanal fishermen like monofilament nets, beach-seines and purse-seines.

Specific actions requested from development agencies, international organizations and NGOs:

1. Support for training in management, processing technologies and storage techniques.
2. Support for purchasing equipment.
3. Support for interaction/exchange between women in the sub-region.
4. Support *vis-à-vis* credit institutions to make conditions easier.

Initiatives necessary at their own level:

1. *Organizing their network.* Whilst recognizing the role of other institutions like NGOs, the women felt that their initiative to organize should be undertaken independently, without outside interference. NGOs should establish their own networks independently and their role should be to provide information and other kinds of support.
2. *Organizing at the local level:* The women stressed the importance of organizing locally to be able to influence policies and policy-makers within their respective countries. Local initiatives, they felt, were the starting point for any change and were a prerequisite to creating their own regional network.
3. *Developing interaction amongst themselves*

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4. *Developing a culture of cleanliness*, with particular regard to the unhealthy conditions prevalent at certain processing sites.

And, finally, the participants requested that ICSF disseminate to States the Statement from the workshop and the report of the proceedings. They requested ICSF to stress that the actions identified by the women fall under the competence of the States. ICSF was also requested to sensitize institutions—donors, regional and international bodies providing support, local NGOs, etc.—of the need to finance such actions, and particularly of the urgent need to support training initiatives.

CONCLUSION

The workshop provided the space for women fish processors and traders, together with their supporters, to discuss some of the issues affecting their livelihoods, in a focused way. It was evident that, given the right support and policy environment, these dynamic women can develop stronger linkages with one another, giving a boost not only to intra-regional trade, but also to regional food security, diversified and sustainable livelihoods in the artisanal fisheries sector and to regional integration. ❀

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FIELD VISITS AND THE WEST AFRICAN PROCESSED FISH FAIR: A BRIEF REPORT

Much of the interaction between participants took place outside the workshop structure, during the field visits and at the fair. What took place outside the workshop space is probably as significant, though more difficult to capture.

Delegations from several countries, including Benin, Togo, Ghana, Guinea Conakry, Ivory Coast and Guinea Bissau, were able to visit the fishing communities of Kayar and Joal, and interact with the processors and traders there, on 28 and 29 May 2001. This was a useful experience, as it helped them develop an understanding of fishing communities in Senegal and the processing techniques used by the Senegalese women. Women from other countries, particularly Ghana, for example, were struck by the amount of fish being caught by Senegalese fishermen, and were indignant about what they perceived as so much waste. "In Ghana, we use and sell what they throw away here," they said. The women from Ghana, Benin and Togo were equally struck by what they considered as poor handling practices at some of the beaches.

At the same time, the field visits were an opportunity to explore trade linkages. The delegation from Benin and Togo, for example, decided to come back to these communities after the fair, to discuss, in concrete terms, how they could import processed fish from Senegal into Benin and Togo.

At the two-day fair, delegations from the 13 participant countries had the opportunity to display the processed fish products they had brought with them. This was the first time that any of them had participated in a fair of this kind. While some of the stalls displayed only a few of the fish products from the country, the others were decorated with great creativity. The Mauritanian delegation, for example, had worked hard to create a 'Mauritanian' look in their stall, using rugs and tents from their country. A wide range of processed products was beautifully displayed and there was a small exhibition of photographs on Mauritanian artisanal fisheries. Another interesting stall was that of the Beninese, displaying, for sale, not only fish products, but many other edible and non-edible items from their country. The enterprising delegation did good business out of the delicious Beninese food they made on both days of the fair. Stalls were put up also by the FAO Regional Office for Africa, SFLP, WADAF and Institut de Technologie Alimentaire (ITA), Senegal.

The interaction amongst women participants was sustained during the fair as many of the delegations had discussions among themselves to explore possibilities of trade linkages. Could associations of women processors in Mauritania, Senegal and Gambia process fish in ways liked by consumers in Ghana, Benin, Togo and Ivory Coast? How could transport be organized? Which was the best season for visits to discuss possibilities? Could processed fish be bartered for palm oil? It was possible to stumble upon several such discussions taking place at the fair. A woman processor from Guinea Conakry, for example, was heard assuring a processor from Ivory Coast of full support—a place to stay, an oven to smoke fish, etc.—if she came to her village in Guinea Conakry to take back processed fish. There were also trade inquiries from outsiders at the fair. The delegation from Guinea Bissau, for example, reported a possible order for one tonne of salted/smoked barracuda. Much of what took place in terms of 'business deals' may, however, remain shrouded in secrecy—after all, that is what makes sound business sense. ❀

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Appendix 1: Statement of the Workshop

Statement from the Workshop on Problems and Prospects for Developing Artisanal Fish Trade in West Africa

Centre Social, Derklé
Dakar, Senegal
30 May to 1 June 2001

Fish is important for food security in the West African region and artisanal fish processors and traders contribute in important ways to a better distribution of fish within the region.

Fish processing and trading at the artisanal level are of great social, cultural and economic significance in the region.

Fish processing and trading activities provide employment and income to hundreds of thousands of people, especially women, and are crucial to sustaining livelihoods within fishing communities in the region.

Recognizing this, we, the representatives of fishworker organizations and NGOs from 12 countries of the West African region—Senegal, Gambia, Sierra Leone, Mauritania, Burkina Faso, Guinea Conakry, Guinea Bissau, Ivory Coast, Benin, Togo, Ghana and Nigeria—participating in the above workshop, commit to work together to sustain and promote artisanal fish processing and trading activities within the region.

To achieve this, we are aware that participatory action is required at the level of fishing communities and professional organizations, at the level of NGOs that work to support fishing communities, as well as at the national, regional and international levels. We call upon governments, as well as sub-regional, regional and multilateral organizations, to support fish processing and trading activities in the following ways:

1. Fish trade

- a) Facilitate the speedy implementation of ECOWAS programmes that aim to promote intra-regional trade, especially those that relate to:
 - reducing and simplifying complex customs and trade formalities;
 - eliminating taxes imposed on artisanally processed fish products traded within the region;
 - minimizing difficulties in trade arising from the use of different currencies within the region and working towards a common currency.

Publicize these measures through the media, through notices put up at checkpoints and at government offices.

- b) Reduce the number of customs and police checkpoints and stop the harassment of women traders.
- c) Improve transport facilities within the region by: constructing proper roads connecting fishing and fish processing centres to important markets in the region; improving and renovating existing rail routes and building new rail routes; and facilitating the availability of cargo vessels for transporting processed fish within the region, both along sea and river routes.

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- d) Assist associations of women traders to obtain and operate their own vehicles for fish transport.
- e) Create and support banks providing micro-credit, and make credit available at low rates of interest to women processors and traders.
- f) Facilitate the dissemination of information on markets, prices, and trade regulations through local radio and other mass media, and improve telecommunication infrastructure in the region.
- g) Use market taxes to improve facilities within markets, to provide shelter and access to vending space, to improve sanitation and water supply, and to create storage space for fish products.
- h) Create central markets for processed fish within each country.

2. Fish processing

- a) Recognize the right of processors from fishing communities to processing sites on beaches through appropriate arrangements such as land titles, to prevent their displacement through activities like tourism.
- b) Ensure amenities like storage facilities, water, sanitation and power supply at processing sites, as well as childcare facilities.
- c) Provide training in improved methods of fish processing, packaging and storage, to ensure better product quality.
- d) Promote appropriate technology for greater fuel efficiency, in ways that reduce the health hazards faced by women processors.
- e) Facilitate access to land to be managed by women processors as woodlots for fuel supplies.
- f) Facilitate availability of credit at low rates of interest to women processors.

3. Access to fish supplies

- a) Given that artisanal fish processing activities in the region are centrally dependent on artisanal capture fisheries and a sustainable resource base, the interests of the artisanal capture sector and the fish resource base must be protected in the following ways:
 - Implement current fisheries legislation, put in place effective monitoring, control and surveillance measures, restrict destructive trawling activities and regulate the indiscriminate use of monofilament nets, ring-seines and beach-seines, especially in the inshore zone.
 - Reduce the number of foreign vessels operating under fisheries access agreements and other arrangements, especially those targeting pelagic species, and ensure that these vessels observe the terms and conditions of the agreement, and do not engage in piracy and other illegal practices.
 - Use mass media to develop awareness among fishing communities about fisheries management measures, and to facilitate training and exchange programmes on these issues.

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- b) Ensure adequate and appropriate infrastructure at landing sites, including insulated boxes, refrigeration and storage facilities, to reduce wastage and post-harvest losses.

We recognize the need for local and regional organizations, and commit to work together on these issues. We call upon governments, sub-regional, regional and multilateral organizations, as well as NGOs, to support us in this process. ❁

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Appendix 2: Programme

Workshop on Problems and Prospects for Developing Artisanal Fish Trade in West Africa

30 May to 1 June 2001, Centre Social, Derklé
Dakar, Senegal

30 May 2001

0930 – 1100 hrs

SESSION I: *Inauguration*

Welcome: Women's Bureau of CNPS

Introduction to Workshop: Aliou Sall, CREDETIP/ ICSF

Felicitations: Dao Gueye, Secretary Generale, CNPS, Pêche et Developpment, France and IDPPE, Mozambique

Introduction by country delegations

1100 – 1130 hrs

Refreshment break

1130 – 1300 hrs

SESSION II: *Technical Session*

Presentation of the study on 'Problems and Prospects of Artisanal Fish Trade in West Africa': Nalini Nayak and Chandrika Sharma, ICSF

Discussion

1300 – 1430 hrs

Lunch break

1430 – 1800 hrs

SESSION III: *Plenary*

Chairperson: Adrienne Dehy, ID Pêche, Benin

Sharing by participants on constraints experienced in processing and trading activities

1800 – 2130 hrs

Dinner at Hann

31 May 2001

0900 – 1100 hrs

SESSION I: *Technical Session*

Chairperson: Lucie Tetegan, WADAF

- Tariff and non-tariff barriers to trade within the region: Amadou Tall, INFOPECHE
- The relevance of the SFLP approach to artisanal fish trade: Richard Coutts, DFID-FAO

1100 – 1130 hrs

Refreshment break

1130 – 1330 hrs

SESSION II: *Technical Session (contd..)*

Chairperson: Rene Pierre Chever, Pêche et Development, France

- Responsible Fish Utilization and Policies, Institutions and Processes: An Overview of Some Key Issues in the Context of West Africa Artisanal Fish Processing and Trade: Ansen Ward, NRI UK
- Experiences of FAO-RAF in supporting artisanal fish processing and trade in the West African region: Yvette Diei, FAO-RAF

Discussion

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1330 – 1500 hrs	Lunch
1500 – 1700 hrs	SESSION III: <i>Group Discussions on Policy Proposals</i>
1700 – 1800 hrs	SESSION IV: <i>Plenary: Finalizing Policy Proposals</i> Chairpersons: Mamayawa Sandouno, ADEPEG, Guinea Conakry and Ousman Bojang, GAMFEDA, Gambia
1800 – 2130 hrs	Dinner and cultural evening

1 June 2001

0900 – 1000 hrs	SESSION I: <i>Endorsement of Statement</i> Chairpersons: Two representatives from drafting group
1000 – 1300 hrs	SESSION II: <i>Responses of Policy-makers</i> Chairperson: Brian O’Riordan, ICSF Inauguration: Director of Fisheries, Senegal Welcome: Awa Seye, President, Women’s bureau of CNPS Introduction: Aliou Sall, CREDETIP/ ICSF Presentation of workshop statement: Thérèse Senghor (CNPS, Senegal) in French Rita Kwadzovia (FIPAG, Ghana) in English Responses to the statement Vote of Thanks: Ms. d’Almeida Kokoe, Togo
1300 – 1430 hrs	Lunch
1430 – 1600 hrs	SESSION III: <i>Strategizing for the Future</i> Chairperson: Mamayawa Sandouno, ADEPEG

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Appendix 3: List of Participants

Workshop on Problems and Prospects for Developing Artisanal Fish Trade in West Africa

Centre Social, Derklé

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LIST OF PARTICIPANTS

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Appendix 4: Translations of Press Reports on the Workshop and Fair

From Le Soleil, 30 May 2001, No. 9299, Page 4

Artisanal Fisheries A regional fair in Dakar in June

by Pape Boubacar Samb

Around one hundred women, half of whom belong to the sub-region, will take part in the pan-African meeting of women involved in artisanal fisheries. This is to take place at the Centre Social de Derklé in Dakar between 30 May and 1 June. The workshop will be followed by the first *West African Fair for Artisanally Processed Fish* to be held on 2 and 3 June at the Place de l'Obélisque.

During an interview that took place at our premises last Friday, Mr. Aliou Sall, Director, *Centre de Recherches pour le Développement des Technologies Intermediaires de Peche* (CREDETIP) and co-ordinator of the African branch of the International Collective in Support of Fishworkers (ICSF), stated that these two important events would give all the professionals working in the fisheries sector, particularly the women, an opportunity to talk with partners and consumers in order to find suitable and effective answers to their problems.

CREDETIP, a Senegalese NGO based in Dakar, is organizing the events in collaboration with other organizations like the ICSF, which has a secretariat in Madras (India) and a liaison office in Brussels, and the *Collectif National des Pecheurs Artisansaux du Senegal* (CNPS).

The meeting will no doubt witness an interesting exchange of experience between women from countries like Gambia, Guinea Conakry, Ghana, Mali, Guinea Bissau, Ivory Coast, Togo, Benin, Nigeria, Burkina Faso, Mozambique and Mauritania, as well as from France, India and Belgium, who are here as observers to express their solidarity with West Africa, as part of an international network.

“We wanted to make sure that the profile of women invited to this meeting corresponded to our objectives; in other words, that they worked with fish on a daily basis. It is for this reason that for three weeks running between March and April, I personally criss-crossed the West African coast from Ivory Coast to Nigeria in a “taxi-brousse”, to make an objective selection of women processors and traders who truly practised the trade in fishing villages,” said Mr. Sall.

The other groups of participants include the institutions involved in policy-making. Among these are the United Nations Food and Agricultural Organisation (FAO), the FAO-DFID Sustainable Fisheries Livelihood Project (SFLP), the Sub-regional Fisheries Commission (CSRP), the West African Association for the Development of Artisanal Fisheries (WADAF), the Economic Community of West African States (ECOWAS) and the Institut de Technologie Alimentaire (ITA).

The workshop will deal with the obstacles to the development of the processed fish market in West Africa. Decision-makers from the region are being invited for “a dialogue with the participants of the workshop so as to be able to understand the point of view of women fish traders and processors, and to inform them of initiatives taken to facilitate trade in artisanally processed fish.”

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The *West African Fair for Artisanally Processed Fish* will include an exhibition of products from the sub-region, a demonstration of artisanal processing techniques, information about support services, etc.

The fair, a place for meetings and exchanges, is part of the process of integration of our economies. This has already led to the emergence of sub-regional markets in some of our countries, for instance, Diaobé (Senegal), Nzérékoré (Guinea), Chicago Market (Ivory Coast) and Tuesday Market (Ghana). The aim is to better structure these various initiatives using the expertise of institutions that specialize in the generation and dissemination of trade-related information, like Trade Point, CICES, etc.

“A large body of expertise for the dissemination of trade-related information has been developed, especially regarding credit availability and market demand, key issues in the marketing of processed fish. The lack of information and the absence of communication make it impossible to have a clear picture of markets in a sector where everything is changing. Markets are not static. Products that were hardly consumed 10 years ago, like octopus and shark fins, are very popular today, especially in Asian countries,” explained Mr. Sall.

“We hope that at the end of the fair, named “Louma Jiggèen ni” (periodic women’s market), the contacts made will lead to trade inquiries and to various other opportunities to step up trade and enhance the value of the products. We would like this to be a periodic event,” he added.

From *Le Soleil*, 31 May 2001, No: 9300, Page 4, *ECONOMY*

African Processed Fish Markets Women set to sweep aside bottlenecks

by Moustapha Sene

Around one hundred women from Africa, Asia and Oceania have gathered to participate in the first *West African Fair for Artisanally Processed Fish* that opens in the capital tomorrow. They met yesterday at the Centre Social, Derklé for a workshop to discuss the problems and prospects for developing artisanal fish trade in West Africa.

Elaborating on the theme of this important session, Mr. Aliou Sall of ICSF (International Collective in Support of Fishworkers) and the Director of CREDETIP (*Centre de Recherches pour le Développement des Technologies Intermediaires de Peche*), dwelt at length on the implications of this issue for the development of countries of the sub-region and their integration into a common economic market, which politicians hoped to create. He spoke of the emergence, in almost the entire geographical area under consideration, of *loumas*—types of fairs, periodic, itinerant or fixed local markets, like Diaobé in Senegal, Nzérékoré in Guinea, Chicago market in Abidjan and Tuesday market in Ghana— that were concrete examples of the move towards integration by people from the grassroots. It would be a truism to say that women are playing a leading role in this process. According to Mr. Sall, the reason for this lay in the importance of fishing and related activities in this part of the world. “Fish processing and trade are important traditional activities in West Africa. Fish, dried or smoked, salted or fermented, is perfectly adapted to the tastes and culinary practices of the region. It is an important source of protein for the low-income segment, in particular, for those living in remote areas.” Besides, it provides employment to large numbers of women and not only to

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those from the fishing communities. For all these reasons, he believes, it is vital to understand the obstacles impeding the true development of this sector before solutions can be found.

“Products processed through artisanal means are generally traded through so-called informal networks, which are, nevertheless, dynamic and flexible. These networks could better respond to demand if they were not plagued by problems relating to transport, customs, poor market facilities, inadequate information on potential markets, etc.,” explained Mr. Sall.

The identification of these constraints determined the agenda items and the order in which they were taken up. Technical sessions, moderated by experts from international organizations like FAO, alternated with group discussions that provided an opportunity to formulate proposals and to finalize responses, especially at the political level, with a view to drawing up concerted strategies for the future.

The inaugural session of the workshop was apparently charged with emotion as women from the Beninese delegation started singing a famous song in praise of the selfless commitment of activists for this noble cause. They were referring to “emblematic figures of the international NGO movement like Ms. Nalini Nayak and Ms. Chandrika Sharma of ICSF”, to whom Mr. Aliou Sall of CREDETIP paid a moving tribute. He recalled the “prominent role played by these women in the process and the tremendous sacrifices they have made to help the cause of fishworkers, especially the artisanal fishers of the Third World.”

From Le Soleil, 5 June 2001, No: 9302, Page 4

Obstacles to the Development of African Processed Fish Markets: Emerging Strategies for the Future

by Mamadou Sy

The first international fair on artisanally processed fish opens today at 9 am at Place de l'Obélisque in Colobane, presided over by Mr. M. Cheik Saadibou Fall, Senegal's Minister for Fisheries. The workshop, organized as a prelude to the fair, ended late last evening. In the document on future strategies, specifying the roles expected of stakeholders involved in the process, the women participating in the workshop, along with representatives of fishermen's organizations and NGOs from 12 countries of the West African region, namely, Senegal, Gambia, Ivory Coast, Mauritania, Sierra Leone, Burkina Faso, Guinea Conakry, Guinea Bissau, Benin, Togo, Ghana and Nigeria, pledged “to work together to sustain and promote artisanal fish processing and trading activities within the region.” In particular, they undertook “to sustain the aquatic ecosystem and the fish resource base.”

They intended, from now on, to devote themselves to “achieving their goals”, which include overcoming the obstacles to the development of fish markets and co-ordinating their activities with those of other partners (fishing communities, professional organizations and NGOs working in the field) at the national as well as international levels. The aim is not only to use marine resources more efficiently and profitably, but also to gain maximum benefit, while, at the same time, preserving the aquatic ecosystem.

In the opinion of those who participated in the international meeting of women from the West African sub-region, held from 30 May to 1 June 2001 at the Centre Social de

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Derklé in Dakar, international agreements, conventions and codes of conduct on fisheries should take into account the interests of those whose livelihoods depended on fish and fish products. According to the participants of the workshop on *Problems and Prospects for Developing Artisanal Fish Trade in West Africa*, the importance of “fishing, fish processing and fish trade, which represent an appreciable source of income today for the people of the sub-region, particularly the women,” should prompt the authorities and NGOs to support this very profitable activity.

A key concern of the women invited was to put an end to the pillage of our coasts by foreign powers who, in defiance of international laws in force, use large gear with an impressive number of large boats that “literally plunder” our coasts. In addition to this, they are faced with the problem of a lack of infrastructure at all levels. They appealed to political decision-makers to help them improve their working conditions by providing them with financial means and by contributing to the development of infrastructure, with appropriate technical facilities.

They affirmed that they have decided to consult each other on all issues that directly concern them so as to adopt a common position on problems they usually face, like those linked to the trade in fish products and the need to simplify, if not eliminate, trade barriers. Their other demands were the creation of a common currency, reduction of customs and police checkpoints, construction of road and rail infrastructure, and the setting up of “banks providing women processors and traders with micro-credit and loans at affordable interest rates.” In this connection, they also wished to have access, through all the available mass media (local radio, press, television and the other new information and communication technologies), to more comprehensive information on prices and the rules and regulations governing trade.

According to them, the taxes imposed on them should be used to improve their working conditions and health. They also proposed that a centralized market for fish be created in every country. They called upon NGOs to strengthen co-operation in all these activities and in decision-making processes.

A network of women processors and traders is being contemplated. The women are also here to participate in the *West African Fair for Artisanally Processed Fish*, scheduled to start today and end tomorrow.

From SCOOP, 5 June 2001, No. 71, Page 2

Sub-regional workshop on fish processing Improving the organization of the sector

by Aliou Ba

Representatives of fishermen’s organizations and NGOs from 12 countries of the sub-region gathered in Dakar from 30 May to 1 June at the Centre Social de Derklé to discuss “the conditions required to sustain and improve fish processing and trading activities in the region.” Aware of the fact that fish is a rich source of protein, that it plays a crucial role in food security in the sub-region and that it is an important revenue earner, processors called for “responsible fisheries” during the workshop on *Problems and Prospects for Developing Artisanal Fish Trade in West Africa*. This implies “protection of the aquatic ecosystem and of the fish resource base.” They called on NGOs and governments to support them, first and foremost, in getting better “access to fish.” This meant taking steps for improving the conservation of species,

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regulating fishing gear, creating a dialogue between fishing communities and setting up adequate storage infrastructure.

The next condition put forward was “support for fish processing activities.” Here again, the participants of the workshop made six proposals, mainly, the need to recognize the right of “fishing communities to have access to beaches and to processing sites by granting deeds and preventing their relocation to other sites for reasons like tourism.” They also stressed the need to improve packaging and storage of fish products and of planting trees to obtain fuel supplies.

The processors also demanded support for trade in artisanally processed products. They proposed a series of eleven measures, ranging from simplification and reduction in formalities at police and customs checkpoints to the creation of banks supplying micro-credit to women processors and traders, as well as dissemination of prices and rules and regulations governing trade, through the media.

According to the participants of the workshop, it would be possible for fish processors to get involved in “decision-making” processes for promotion of the artisanal sector in the sub-region, only after these conditions were met.

From Sud Quotidien, 6 June 2001, No. 2449, Page 4

West African Fair for Artisanally Processed Fish The women display their know-how

by Malick Rokhy Ba

The first *West African fair for Artisanally Processed Fish* was held in Dakar on 2 and 3 June. Women from 12 countries of the sub-region displayed different processed fish products, part of the staple diet in the region.

A visit to the different stands at the Place de l'Obélisque, where the fair was held, gave visitors an idea of the know-how that West African women have acquired in this field. The women from Mauritania, for instance, decorated their stall with catfish eggs, about half a metre long, with a protective wax covering. The Nigerian preparation of a sauce, made from fish that was ground and mixed with pepper and tomatoes, piqued the interest of visitors. The range of processed fish (dried, smoked) included both marine products (from coastal countries) and fresh-water products (from Burkina Faso and Mali). The air was filled with the odours of food being cooked.

Techniques for processing fish through artisanal means vary. Each country has its own specific processing technique. The length of time for which products can be preserved depends on the technique used and especially on the extent to which the product can be dehydrated.

“If complete dehydration can be achieved, the fish can be preserved for at least six months without fear of contamination by parasites,” says Thérèse Senghor, in charge of the women’s cell of CNPS. A native of Joal, Senegal, she feels that “while Senegalese women do employ good preservation techniques, women from other countries know of techniques that preserve fish for longer periods.”

There are a number of artisanally processed marine products. In Senegal, for instance, the varieties include salted, braised and dried fish (*kéthiakh*), smoked, dried fish

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(*métorah*), fermented and dried fish (*guedj*), the entire fish salted and dried (*tambadiang*), *yeet* and *toufa* (fermented, dried *cymbium*), *pagne* (dried *arca*) and shark fins sun dried without any prior processing. Some of these processed products are considered to be species-specific. For example, catfish, horse mackerel and certain pelagic species are used for making dried, fermented fish (*guedj*). *Sardinella* is good for making *kethiakh*, while sharks and tuna taste better salted and dried. According to the processors, “the time required to prepare each of these products varies. It takes only 3 days to prepare *guedj*, 3 to 5 days to prepare *kethiakh*, and 8 to 10 days for *tambadiang*.”

Processing techniques are just as varied. For instance, the stages involved in the drying process include scaling, eviscerating and washing the fish, fermenting it in tubs filled with salt water and then laying it out to dry on racks. As for braising, the product is cooked by spreading it out on the ground, covering it with hay or dry grass, and then setting it on fire.

The importance of fish processing to the lives of people of the sub-region can be gauged from the volume of post-harvest losses. According to some reports, these losses are estimated to be in the range of 100,000 tonnes per annum. A short-term objective is to reduce these losses by 25 per cent to help increase food intake and also to boost the volume of trade in the sub-region. To this end, the fair was preceded by a workshop held from 30 May to 1 June on the *Problems and Prospects for Developing Artisanal Fish Trade in West Africa*.

From *Le Soleil*, 6 June 2001, No. 9303, Page 4

International Fair for Processed Fish The pitfalls plaguing the fisheries sector

by Moustapha Sene

The newly elected Senegalese authorities have earmarked a package of 7 billion CFA for developing processing and storage facilities and setting up fully equipped processing sites for women. This announcement was made by the Principal Private Secretary to the Minister of Fisheries, Mr. Makhtar Cissé who, in the absence of Mr. Cheikh Saadibou Fall, presided over the formal opening on Saturday of the first *West African Fair for Artisanally Processed Fish* that took place last weekend at the Place de l'Obélisque, Dakar.

Mr. Cissé said that this measure was part of an overall development plan for fisheries. It includes, *inter alia*, improvement of conditions for fish landing and transportation through construction of landing centres all along Senegal's coast and the launching of an awareness and training programme on the importance of quality for all the professionals of the sector. The idea was to reverse a negative trend and to regain control over the processing activity, which plays a key role, despite all the hurdles and intrinsic problems besetting it. The fisheries sector has become one of the main pillars of Senegal's economy, in terms of revenue generated (11 per cent of the primary sector), export revenue (over 180 billion CFA) and direct or indirect employment (between 500,000 and 600,000 jobs).

The Ministry of Fisheries has indicated that, in relation to the exploitation of marine resources, “huge losses occur between capture and consumption. These losses are

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estimated to be to the tune of 100,000 tonnes per annum for the sub-region. The objective is to reduce post-harvest losses by 25 per cent, improve the quality of the processed product and help expand intra-regional trade. This is an issue close to the hearts of the organizers of the fair, namely, the International Collective in Support of Fishworkers (ICSF), the *Collectif National des Pecheurs Artisans du Senegal* (CNPS) and the *Centre de Recherches pour le Developpement des Technologies Intermediaires de Peche* (CREDETIP). During the fair, which witnessed the participation of nearly 15 countries, and at the three-day workshop that preceded the fair, NGOs helped list the obstacles to the development of the processed fish market in Africa. They also formulated alternatives by making a host of proposals that were political in nature, specifically targeting different aspects including: access to fish, support for processing activities and a string of measures concerning trade in artisanally processed products. Among the measures proposed were the need to immediately implement ECOWAS programmes that should, as Mr. Aliou Sall forcefully stated, simplify complicated customs and trade formalities, limit information required to the bare minimum and eliminate taxes imposed on products. In addition, it was necessary to reduce the number of customs and police checkpoints, thus decreasing the harassment to which the women are often subjected. ❀

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Appendix 5: Poem Prepared for the Workshop

The Tireless One

*A poem prepared for the West African Fair for Artisanally Processed Fish
by Ibrahima Lakil Diakite, Ministry of Fisheries and Aquaculture, Guinea
Conakry. Translated from French.*

You are the tireless one
Who feeds our people and doesn't count the cost
You are the woman
Who comes home late in the joy-filled evenings;
Listen, woman of the landing site
Listen, you crafter of our hopes
Woman from the muddy ground
Struggling in the bad weather
Offer me a basket filled with *bonga*¹
Give me those pelagic fish
that give sweat flavours
to the peanut sauce
and to the palm oil.
Amazon from the jetties
Your breast is filled with hope
Like a sailing boat at sea
Woman who comes home late in the evening
and watches all night
over the smoking grills
Woman smoker with fiery hair
Woman of the *poto-potos*²
You carry within you
Lakes with the names of Princesses and Queens
Your body breathes out the sweet smell
Of the fish smoked by your sweat
Woman smoker,
I'll write your name in red letters, make you a knot of joy.

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Woman,
How many mouths have you fed
With the milk from your breasts
And with the beads of sweat from your brow?
What joy for the town
and village folk of this beautiful country.
What joy for the fishermen
And for the consumers!
Listen,
*Piroguier*³ hoping for a better tomorrow,
Do you know how fond this great people is
Of the *konkoé*⁴ from the improved *banda*⁵?
So, then
Pray for the woman smoker
Who labours on the jetties
Watching the horizon
in search of the fishermen's arrival
Listen to the *flouf flouf* of the pelagics
Joy is dawning
On the ocean of hope
Listen
Listen, *piroguier*
The smoke reddened grills
The *banda* engulfed with smoke
is the invaluable creation
Of this woman, the author of our life
and whose body exhales
All the perfumes of the earth.

¹ Bonga shad (*Ethmalosa*)

² Coastal marshes

³ Canoe-man

⁴ Sea catfish (*Arius*)

⁵ Oven for smoking fish

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Appendix 6.1: Paper by Amadou Tall

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Developing Artisanal Fish Trade in West Africa

Centre Social, Derklé
Dakar, Senegal
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OBSTACLES TO THE DEVELOPMENT OF SMALL -SCALE
FISH TRADE IN WEST AFRICA

Amadou Tall
Director, INFOPÊCHE

Workshop on Problems and Prospects for Developing Artisanal Fish Trade in West Africa

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ABSTRACT

This paper presents background information on the importance of the artisanal fisheries sector in West Africa, in terms of income and employment generation, foreign exchange earning and supply of animal protein to low-income urban dwellers and the rural poor. Processing methodologies of smoking, salting/drying and fermentation are still traditional, although improved technologies are being introduced and gradually adopted and coupled with a few semi-industrial processors to produce final products that meet the preferred tastes of the market. West African artisanal fisheries could benefit considerably from increased trade to the so-called "ethnic market" in Europe, USA and other developed countries. Some key trading routes have been identified for artisanal fishery products, which represents 70 per cent of fish consumed and traded in the region. Constraints to trade expansion in the chain of handling, processing, distributing and marketing of artisanal fisheries are highlighted. Areas for improvement in the trade in West Africa and in the global marketplace are suggested. Recommendations are given for the possible strengthening of intra-regional trade and creating awareness of market opportunities in the region and beyond.

BACKGROUND

The artisanal fisheries of the West African coast from Mauritania to Nigeria, with a total coastline and continental shelf of 6,500 sq km and 310,050 sq km, respectively, developed from the use of small sail canoes to the present status of a more diversified and motorized fleet. This includes 18-20 m long canoes, which carry on board larger crew. This development, facilitated by access to modern equipment and gear through projects or national programmes, plays an important role in the socioeconomic well-being of the fisher folk.

The catches serve local and foreign markets, usually through intermediaries. The artisanal sector is an important source of employment and foreign exchange, and consistently provides about 40 per cent of animal protein¹ to the region's growing population. In 1995, the artisanal fleet landed 1,200,000 tonnes, the major part of which (60 per cent) was small pelagics. About 1,000,000 fishermen, who deliver to thousands of intermediaries (fishmongers, processors and traders), operate this fleet. In the artisanal fisheries, women play a prominent role in post-harvest activities, namely, processing and marketing, and they are major players in the socioeconomic development of West African countries.

According to FAO/IDAF², the average annual per capita fish consumption was estimated at 9.2 kg in 1995, below the world average, which was 13 kg in the same year, and 15 kg in 1998. The reduction in fish consumption can be attributed to the fall in imports as a result of the economic crises being experienced by the countries of the region, increased population growth and inefficient utilization of fish catches.

Annex 1 shows the histograms and curves of import and export volumes and values from the Economic Community of West African States (ECOWAS) region.

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In 1994, the quantity of fish imported into ECOWAS stood at 1.2 million tonnes and increased to approximately 1.7 million tonnes in 1998. Côte d'Ivoire, Ghana, Nigeria and Senegal are the leading importers. Together, they are responsible for 85 per cent of the total import into the sub-region. Translated into foreign exchange outflow, the 16 ECOWAS countries spent US\$ 363,362,000 to import fish in 1994 and US\$ 493,016,000 in 1998, an increase of about \$30,000,000

The outflow of fish from—and inflow of dollars into—ECOWAS countries is somewhat favourable. In 1994, export of fish and fishery products from ECOWAS stood at 262,173 tonnes. It increased to 330,086 tonnes in 1998. In return, a total of US\$628,070,000 and US\$822,272,000 came in 1994 and 1998, respectively. The four main exporters of ECOWAS are Côte d'Ivoire, Ghana, Mauritania and Senegal.

PROCESSING METHODOLOGIES

The processing methods used are mainly traditional ones, though improved technologies are being introduced and gradually adopted. An active cured fish production exists in Western Africa. Except for a few semi-industrial operators engaged in fish smoking, drying and salting, fish curing is organized at the artisanal level.

Different techniques of smoking fish exist and they vary from country to country, based on tradition, preferred tastes and market choices. The quality of smoked fish differs with smoking methods and the species used, as well as the type of wood (*aradirachita*, *mangifera*, *schirrophora*, etc.) used in the smoking process, which can affect the taste of the final smoked product.

In general, there are two main different smoking techniques: hot-smoked and dried-smoked. The first is considered superior to the second and has a better market acceptance but its products contain some water, and so can be preserved for a shorter time than dried-smoked fish. The main products processed and traded include smoked *sardinella*, smoked *bonga*, smoked or dried anchovy, smoked catfish and smoked tilapia. Other traditional forms of processing are sun-dried, dried-salted, fermented and fried.

MAIN FISH TRADE CHANNELS IN WEST AFRICA

Though mostly unrecorded, processed products from the artisanal sector form a highly significant part of the small pelagic fishery products traded intra-regionally within the selected countries. This trade has increased considerably over the past years, but it is still not reported as it should be in trade data, since much of this activity takes place unrecorded. Some key trading channels can, however, be identified:

- Ghana: to Togo and Benin, for smoked *sardinella*/anchovy and cured freshwater fish.
- Côte d'Ivoire: to Burkina Faso, for smoked *sardinella*.
- Sierra Leone: to Guinea and Liberia, for smoked *sardinella* and *bonga*.
- Gambia: to Guinea and Senegal, for smoked *bonga* and skates.
- Gambia: to Ghana, for dried shark products.
- Mali: to Burkina Faso, Côte d'Ivoire, Niger and Nigeria, for cured freshwater fish.
- Senegal: to Cameroon, Congo, Côte d'Ivoire, Gabon, Ghana, Guinea, Nigeria, Togo, Benin, Zaire and Mali for smoked/dried-salted marine fish.
- Benin: to Nigeria, for smoked catfish and *bonga*.

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INFOPÊCHE³ Missions Reports indicate that 70 per cent of fish consumed in the region is in the smoked form. Cured fish marketing has the most extensive distribution network in the region. This is particularly true for dried-smoked products and, to a lesser extent, for sun-dried, dry-salted and fermented products. While dominated by women, cured fish marketing in the region is a complex activity, involving large-scale wholesalers who purchase in bulk from processors and small-scale retailers who sell in small quantities to consumers and a host of other middlemen in between. The high growth rate of population has not been accompanied by a concomitant increase in landings, and so the per capita fish supply remains reduced.

The artisanal fisheries' catches are marketed fresh or processed in tune with consumer tastes, storage conditions and supply and demand. The lack of a highly developed cold storage and marketing network makes fresh and frozen fish distribution to the inland population difficult in most West African countries.

In many countries, cold storage systems are inadequate and fish not sold the same day is either dried or smoked. In Senegal, 36 per cent of the artisanal fishery catch is processed, a third is sold fresh in the domestic market, and another third goes to export markets in neighbouring countries, such as Côte d'Ivoire, Ghana, Mali, Mauritania and Nigeria.

In Côte d'Ivoire, 80 per cent of the production consists of smoked fish, particularly *sardinella*, anchovies and *bonga*. In Benin, the bulk of fish sold is processed but increasing quantities of *bonga* are sold fresh. In general, due to the increased availability of ice and better infrastructure that enhances distribution to the hinterland, there is a growing tendency to sell the fish captured by artisanal fishers in the fresh form. There is also a growing trade among neighboring countries for these very reasons, together with improved co-operation between countries.

Fresh and frozen fish are generally exported to Europe, though some is also traded within the region, especially African mix and small pelagic fish. But because of the absence of well-organized African fleets for frozen pelagics caught in African waters, the European exporters can sell their products, and countries such as Mauritania and Senegal can not compete with them in this market. The market for small pelagics in the region is estimated at 800,000 tonnes.

The key West African markets for frozen small pelagics are Nigeria, Côte d'Ivoire, Zaire, Cameroon, Ghana, Togo and Congo. Despite the import of fish into a country like Nigeria, the demand still falls short of supply. Demand for fish in that country is estimated at 1.3 million tonnes, whereas the present supply is about 0.5 million tonnes.

Frozen fish is often imported for processing by the artisanal fishery. High-value fish such as sole, barracuda, snappers, etc. are exported to Europe and, in return, mackerel, sardines and mixed fish are imported from European Union countries, Russia, South America, Ireland, Mauritania, Angola, Namibia and Senegal. This category of fish is consumed mainly by the urban and rural poor in the fresh, smoked or fried form. The urban artisanal fish processors smoke the fish for sale throughout the year, while the rural artisanal processors smoke the fish during the off-season for *sardinella* and *bonga*.

The cured fish trade is very complex and informal, without any bookkeeping process. Though we assume that traders have increased their assets, only more investigation and bookkeeping will reveal the true picture.

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The leading African fish suppliers are Mauritania, Senegal Namibia and Angola. Small pelagics, such as *sardinella*, mackerel and horse mackerel, are the most popular frozen fish traded and are also the easiest species to market. The most important quality criteria are fish size and fat content. Mackerel should be at least 25-30 cm long and as fat as possible, while horse mackerel should have a minimum length of 20-25 cm and the same fat content as mackerel.

The distribution of artisanal products in the region is an important activity involving several thousands of traders, mostly women. Most of the cured fish is transported by road, in lorries, pick-up trucks, passenger vehicles, taxis and motorcycles. The choice depends on distance, volume of load, costs and whether the area is urban or rural. River transportation is also very popular on the Volta Lake and the river Niger. A striking observation is the limited use of rail transport, except in some areas, like the Abidjan-Ouagadougou line and some rail connections in Togo.

MAJOR OBSTACLES TO TRADE EXPANSION IN WEST AFRICA

Fisheries communities are confronted by serious problems throughout all stages of handling, processing, distribution and marketing. The following are the major constraints that affect intra-regional fish trade:

Lack of infrastructure: for handling, storage (including problems with ice, electricity, etc.), processing, distribution, transportation, and inter-State border controls.

Lack of cargo vessels: At present, most of the cargo vessels covering the Morocco-South Africa route come directly from Europe. If they are full, it becomes difficult for Mauritania or other countries to ship their products to destinations in the Gulf of Guinea.

Lack of information: In general, fishermen live in small, isolated settlements along the shores of coastal and inland waters, and, usually, extension officers do not visit them because of the lack of incentives and proper wages.

This situation, coupled with high illiteracy, leads to a lack of crucial information, not only within but also beyond, the communities of fisher folk. This hampers their access to appropriate technology for fish preservation and processing as well as information on resource and markets. The region is also characterized by low dissemination of appropriate techniques, leading to insufficient knowledge of fish handling, preservation, processing and distribution methods.

Political and civil unrest: A number of military coups and civil strife among the countries of the region, particularly in the West African sub-region, aggravates the situation. In most cases, when a military junta or a rebel group overthrows a government, existing trading arrangements are affected.

Economic situation: This is alarming in many countries of the region. The introduction, in the 1980s, of Structural Adjustment Programmes (SAP) in some countries, like Ghana and Nigeria, adversely affected all sectors of the economy, including the artisanal fishery sector. The purchasing power of the rural poor was lowered. Scarce foreign exchange to import fishing inputs like petrol, fishing gear and outboard engines, have resulted in scarcity of fish, leading to hiked prices beyond the reach of the poor. For example, for French-speaking African countries such as Côte d'Ivoire, the devaluation of the CFA franc in 1994 led to a sharp drop in imports, which were 170,141 tonnes

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and 140,588 tonnes in 1994 and 1997, respectively. All this occurred despite the high rate of population growth, a decrease of aquaculture production and national wild catch. After the devaluation, imports did increase, but are still below the 300,000 tonnes needed. Consequently, less fish is available and low-income communities will have their purchasing power weakened.

Foreign exchange to pay for imported products: Many African countries are finding it difficult to pay for their imports as their currencies continue to weaken and are not convertible. The dollar and other foreign currencies are used for transactions in the region.

Credit: It is difficult for fish traders who want to expand or improve their operations, to accomplish these objectives and put more fish in the market at reasonable prices. On the one hand, access to credit is difficult and, on the other, repayment conditions are often harsh. This is particularly true for the artisanal fish traders, the majority of whom avoid formal credit channels.

Ineffective national and regional policies: Virtually all the countries making up ECOWAS have individual national fishery policies and ECOWAS fish trade policy. However, these policies are ineffective either due to sabotage, bureaucracy or lack of will power on the part of those who should implement these policies. An example is the ECOWAS initiative on streamlining the fish trade policy in West Africa, which began in the 1970s but still has nothing concrete to show on the ground.

Tariff and non-tariff barriers

Corruption:

Checkpoints along roads and at borders between States are major obstacles to trade in the region. As traders and transporters are often illiterate, they find themselves at the mercy of customs and health officers and policemen. Money is the valid "authorization" for passing these checkpoints. Some transporters take shortcuts to avoid the checkpoints, but only end up with longer journeys and other problems. All this costs money, which is added to the price of fish sold in the region.

Quality assurance in fish and fishery products:

Health regulations and quality standards based on Hazard Analysis of Critical Control Point (HACCP) with regard to fish and fishery products have been adopted in developed countries, and are in the process of being implemented in many other countries, including the African ones. For example, imports of fishery products into the EU and the USA must have an original health certificate, from approved establishments, and bear the name of the country of origin. Some countries, like Mauritania, Senegal, Gambia, Côte d'Ivoire, Ghana and Nigeria, have been certified, while the others are yet to upgrade their plants and improve their inspection skills.

Taxes and import duties:

Efforts are being made by a number of regional and sub-regional organizations to identify a common trade policy for their respective member countries but, so far, very little has been achieved because countries have not enforced regional trade initiative rules.

In 2000, an important political measure to improve fish trade was made by the eight member countries of the WAEMU (Senegal, Guinea Bissau, Mali, Burkina Faso, Niger,

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Togo, Benin and Côte d'Ivoire) that benefit from a zero tariff, the so-called CET (Common External Tariff) for products produced within the region (Annex 2).

Another example comes from ECOWAS, whose efforts to streamline fish trade policy in West Africa date back to the 1970s. A common duty and tax schedule was worked out in May 1979, but member States failed to incorporate these special provisions, preferring to apply their own regulations. Under the stipulated common policy, non-tariff barriers should have been removed four years from May 1981 (Annex 3).

Both WAEMU and ECOWAS have taken decisions on the classification of import duties and taxes, and indirect internal taxes and duties to be reduced and eliminated or harmonized in conformity with the provisions of their treaty. However, the economic pressures on the individual member States made it impossible to put the new policy into effect.

Furthermore, Central African countries import substantial volumes of frozen and cured fish from West Africa. However, products originating from the West African region do not benefit from the special tax concessions applicable to L'Union Douanière et Economique de l'Afrique Centrale (UDEAC) member States, making the overall impact less effective.

Lack of harmonization and/or enforcement in trade policies and sanitary regulations among African States, corruption and harassment at checkpoints continue to hamper the development of intra-regional trade in fish and fishery products.

IMPROVING TRADE IN WEST AFRICA

Improvements in the artisanal sector of conditions and infrastructure on board vessels and at the landing sites, of roads and communications networks, processing and trading establishments, and of fish inspection services are the prerequisites for good quality and healthy fish products for the intra-regional trade. Also, a trade information network on responsible fishing of the resources, appropriate technology, different product forms, lucrative markets and rules and regulations, are necessary for better market access.

The statistical database on West African artisanal fisheries is weak and should be improved. Awareness, education, training and information on the social and economic importance of the sector will help to improve its performance and to strengthen livelihoods in the sector.

Economic co-operation and regional integration offer tremendous opportunities for economic growth, enabling participating countries to overcome the constraints of small national markets, increase intra-regional trade and provide opportunities for integrating African economies into the global economy.

In the same vein is the monetary co-operation programme, which involves the adoption of collective measures to set up a harmonized monetary system and common management institutions, through a phased approach.

CONCLUSIONS AND RECOMMENDATIONS

Artisanal fisheries have become an important source of foreign currency, employment and animal protein in the West African region. To strengthen and increase intra-regional trade by stimulating production in a sustainable manner, and to enhance trade by creating

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awareness, among the business community, of market opportunities in the region, and to develop trade channels and trade services in support of market integration, the following measures should be undertaken:

- Market surveys should be undertaken of the artisanal fish products traded in the region, to identify the needs and tailor an appropriate programme of assistance to improve regional trade, using fish traders as market consultants.
- Organizations of buyers and sellers must be formed, and seminars on trade opportunities in the region must be conducted, to bring together decision-makers of the sector and establish business contacts.
- The regional trade information network must be strengthened to provide data on raw material, intermediate inputs, annual supply and demand, as well as consumption patterns. The Intergovernmental Organization for Marketing Information and Co-operation for Fishery Products in Africa (INFOPECHE) and West African Association for the Development of Artisanal Fisheries (WADAF) have jointly been publishing *BONGA Flash*, a bi-monthly magazine on the volume of trade and price trends in the region, until it was closed for lack of funds from the EU project.
- A directory on exporters and importers from the region must be prepared, based on data collected from market surveys and buyers and sellers meets.
- Liberal trade policies, like the WAEMU CET and the ECOWAS trade programme, must be implemented.
- Rules and regulations on packaging, labelling and marking of goods must be harmonized. In fact, great losses of cured fish occur during transportation because of poor packaging and mislabelling.
- Standards and methodologies for quality assurance and certification must be developed
- The scope of existing trade information networks like INFOPECHE must be strengthened by establishing contacts and promoting information flows among trading organizations, such as commercial export enterprises and marketing bodies to link up with other sub-regional institutions in Africa.
- Training programmes to improve the skills of national trade promotion officials must be organized, utilizing the existing institutions in the region. ❀

Workshop on Problems and Prospects for Developing Artisanal Fish Trade in West Africa

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ICSF/CNPS/CREDETIP

30 May - 1 June 2001

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¹ FAO, 1998: *The State of Fisheries and Aquaculture*

² FAO/IDAF, 1998: *The State of Artisanal Fisheries in West Africa in 1997*

³ INFOPÊCHE, 1990: *Marketing of Artisanal Fish Products*

Workshop on Problems and Prospects for Developing Artisanal Fish Trade in West Africa

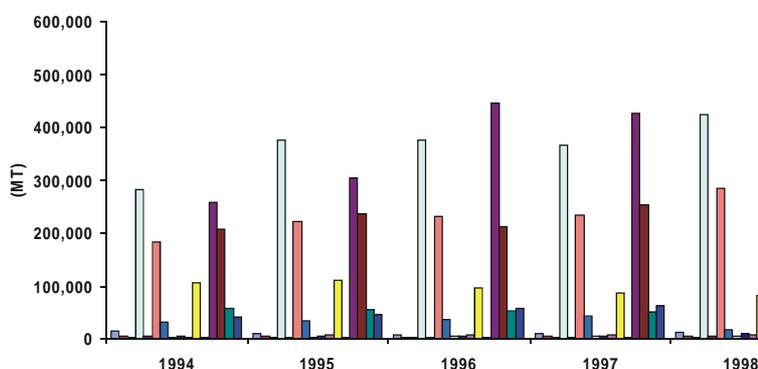
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IMPORT OF FISH AND FISHERY PRODUCTS BY ECOWAS COUNTRIES (QUANTITY IN TONNES)					
Country	1994	1995	1996	1997	1998
Benin	14 103	9 607	7 324	9 295	12 726
Burkina Faso	4 075	3 945	3 212	3 846	3 874
Cape Verde	2 371	1 915	2 735	2 652	2 881
Côte d'Ivoire	280 785	375 620	375 862	366 350	424 834
Gambia	4 299	3 031	3 137	3 402	3 908
Ghana	182 694	222 825	230 539	234 558	285 235
Guinea	31 179	34 931	36 865	44 079	17 479
Guinea-Bissau	1 630	1 483	5 527	4 885	4 763
Liberia	4 782	4 565	4 957	5 323	9 393
Mali	2 543	6 630	6 234	8 042	7 309
Mauritania	105 573	112 046	96 430	86 747	81 270
Niger	1 613	1 563	1 457	1 525	3 041
Nigeria	258 725	302 871	446 199	425 643	478 197
Senegal	206 293	236 277	210 871	252 142	233 275
Sierra Leone	57 285	55 234	51 958	51 154	42 906
Togo	41 162	46 629	58 593	63 173	51 205

**IMPORTS OF FISH AND FISHERY PRODUCTS
(BY ECOWAS COUNTRIES)**



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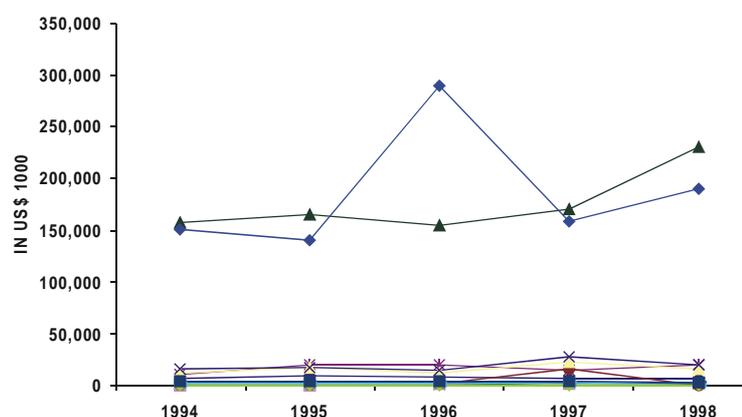
Annex 1

Import and Export Volumes and Values from the ECOWAS Region

Source: INFOPECHE

IMPORT OF FISH AND FISHERY PRODUCTS BY CECAF COUNTRIES (US\$ '000)					
Country	1994	1995	1996	1997	1998
Benin	7 123	9 288	7 228	6 910	6 399
Burkina Faso	911	935	1344	1210	2741
Cape Verde	350	539	1 946	1 334	687
Côte d'Ivoire	157 267	164 825	155 085	170 697	230 545
Gambia	202	277	413	1 546	1 320
Ghana	10 986	19 132	19 359	14 827	19 196
Guinea	1 270	1 495	1 373	15 861	308
Guinea-Bissau	400	506	554	2 469	1 265
Liberia	1 785	1 731	2 422	2 199	1 426
Mali	272	303	381	222	387
Mauritania	800	1 039	818	2 532	202
Niger	92	203	253	390	437
Nigeria	150 948	140 309	290 350	158 633	190 098
Sénégal	11 970	17 215	11 259	21 797	15 759
Sierra Leone	3 420	3 425	3 446	3 562	3 215
Togo	15 557	16 599	13 835	27 901	19 031

**IMPORTS OF FISH AND FISHERY PRODUCTS
(BY ECOWAS COUNTRIES)**



Workshop on Problems and Prospects for Developing Artisanal Fish Trade in West Africa

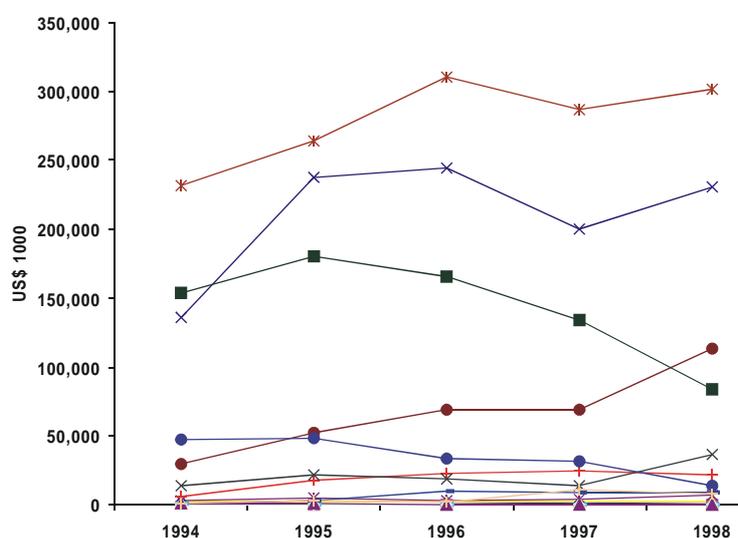
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EXPORT OF FISH AND FISHERY PRODUCTS BY ECOWAS COUNTRIES (US\$ '000)					
Country	1994	1995	1996	1997	1998
Benin	1 518	1 569	2 125	1 359	2 032
Burkina Faso	-	15	61	-	7
Cape Verde	2 350	1 782	1 578	2 134	1 490
Côte d'Ivoire	135 666	237 290	244 869	200 391	231 105
Gambia	3 061	4 440	2 585	3 831	7 349
Ghana	29 187	51 844	68 674	69 162	113 011
Guinea	5 910	17 508	22 572	24 344	22 012
Guinea-Bissau	740	2 473	9 692	8 435	9 344
Liberia	908	211	3	18	11
Mali	370	412	450	459	359
Mauritania	154 132	180 805	165 471	134 431	83 654
Niger	740	586	234	321	70
Nigeria	14 083	21 546	19 040	13 856	36 833
Senegal	231 600	264 373	310 541	286 667	301 363
Sierra Leone	47 805	48 100	33 093	31 824	13 632

EXPORTS OF FISH AND FISHERY PRODUCTS (BY ECOWAS COUN)



Workshop on Problems and Prospects for Developing Artisanal Fish Trade in West Africa

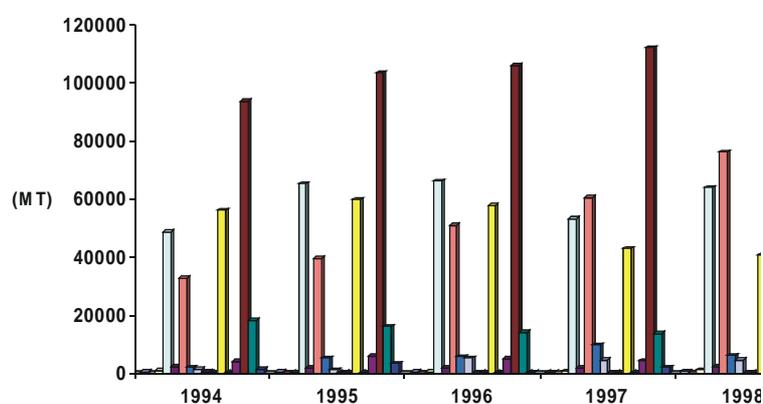
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EXPORTS OF FISH AND FISHERY PRODUCTS BY ECOWAS COUNTRIES (QUANTITY IN TONNES)					
Country	1994	1995	1996	1997	1998
Benin	488	330	266	202	565
Burkina Faso	-	3	14	-	2
Cape Verde	858	216	267	552	963
Côte d'Ivoire	48 698	65 177	66 096	53 269	63 816
Gambia	2 088	1 844	1 803	1 747	2 295
Ghana	32 734	39 417	50 942	60 351	76 173
Guinea	1 927	5 199	5 592	9 652	6 043
Guinea-Bissau	1 330	1 149	5 174	4 484	4 431
Liberia	322	91	2	2	3
Mali	250	256	250	203	201
Mauritania	56 081	59 768	57 766	42 932	40 583
Niger	185	98	105	52	18
Nigeria	4 081	5 923	4 926	4 301	9 658
Senegal	93 673	103 458	106 027	112 152	111 273
Sierra Leone	18 165	16 050	14 036	13 593	7 681
Togo	1 293	3 407	216	1 914	6 582

**EXPORTS OF FISH AND FISHERY PRODUCTS
(BY ECOWAS COUNTRIES)**



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Annex 2

Preferential Trade Measures of the West African Economic and Monetary Union (WAEMU)

Products are classified into four categories:

Categories	Products	Required Documents
0	Essential social goods from a restricted list	<ul style="list-style-type: none"> • Commercial receipt (details of the goods, f.o.b. price and costs of insurance and freight) • EUR1 certificate for products originating from EU • Certificate of origin for third countries
1	Goods of "first" necessity, commodities, raw material, specific equipment	
2	Equipment and intermediary products	
3	Goods of final consumption and other products not taken into account elsewhere	

Permanent rate and tax duties applicable since 1 January 2000:

Category	Tax duties	Taxes for statistics	Taxes taken for solidarity of the community fund
0	0 per cent	1 per cent	1 per cent
1	5 per cent	1 per cent	1 per cent
2	10 per cent	1 per cent	1 per cent
3	20 per cent	1 per cent	1 per cent

Taxes are based on the c.i.f. prices.

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Annex 3

DECISION A/DEC.18/5/80 OF THE AUTHORITY OF HEADS OF STATE AND GOVERNMENT OF THE ECONOMIC COMMUNITY OF WEST AFRICAN STATES RELATING TO TRADE LIBERALISATION IN INDUSTRIAL PRODUCTS

THE AUTHORITY OF HEADS OF STATE AND GOVERNMENT

MINDFUL of the Treaty establishing the Economic Community of West African States and especially its Articles 5, 13 and 17;

CONSIDERING Decision No 5 of the Council of Ministers Meeting of 25th May, 1980;

DECIDES:

Article 1: Trade Liberalisation in industrial products and elimination of tariff barriers shall be governed by the following schedules:

SCHEDULE 1

a. Products of Community Enterprises

Such products shall be liberalized immediately they are produced and they shall have free access to the Community market duty-free.

b. Priority Industrial Products to enjoy accelerated liberalization

Such products shall be liberalized over a period of four (4) years at the following rates: 25, 50, 75 and 100 per cent, which shall be implemented on the 28th of May of the years 1981, 1982, 1983 and 1984, respectively.

c. Other Products

Such products shall be liberalized over a period of six (6) years at the following rates: 15, 30, 50, 70, 90 and 100 per cent, which shall be implemented on the 28th of May of the years 1981, 1982, 1983, 1984, 1985 and 1986, respectively.

Article 2: The Tariff Elimination Scheme stipulated in the schedule above shall apply to Ivory Coast, Ghana, Nigeria and Senegal.

SCHEDULE II

a. Products of Community Enterprises

Such products shall be liberalized immediately they are produced and they shall have free access to the Community market duty-free.

b. Priority Industrial Products to enjoy accelerated liberalization

Such products shall be liberalized over a period of six (6) years at the rate of 15, 30, 50, 70, 90 and 100 per cent, which shall be implemented on the 28th of May of the years 1981, 1982, 1983, 1984, 1985 and 1986, respectively.

c. Other Products

Such products shall be liberalized over a period of eight (8) years at the rate of 10, 20, 30, 45, 60, 75, 90 and 100 per cent, which shall be implemented on the 28th of May of the years 1981, 1982, 1983, 1984, 1985, 1986, 1987 and 1988, respectively.

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Article 3: The Tariff Elimination Scheme stipulated in schedule ii above shall apply to Benin, Cape Verde, Gambia, Guinea, Guinea Bissau, Upper Volta, Liberia, Mali, Mauritania, Niger, Sierra Leone and Togo.

PROTOCOL RELATING TO THE RE-EXPORTATION WITHIN THE ECONOMIC COMMUNITY OF WEST AFRICAN STATES OF GOODS IMPORTED FROM THIRD COUNTRIES

THE HIGH CONTRACTING PARTIES,

Aware of the necessity to facilitate the implementation of Article 22 of the Treaty of the Economic Community of West African States on the re-exportation within the Community of goods imported from third countries,

AGREE AS FOLLOWS :

Article I

DEFINITIONS

In this Protocol:

“**Treaty**” means the Treaty of the Economic Community of West African States;

“**Community**” means the Economic Community of West African States;

“**Council**” means the Council of Ministers established by Article 6 of the Treaty of the Economic Community of West African States;

“**Commission**” means the Trade, Customs, Immigration, Money and Payments Commission established by Article 9 of the Treaty of the Economic Community of West African States;

“**Barter Agreement**” means any agreement or arrangement by which goods are imported into a Member State of the Community, being goods for which settlement may be affected, in whole or in part, by the direct exchange of goods;

“**Customs Duty**” shall include import duties and taxes of equivalent effect;

“**Re-exportation**” means the exportation from a Member State to another Member State of goods originally imported from a third country.

Article II

Customs duty collected to be refunded in the collecting State

1. Where any goods which are imported into a Member State of the Community from a third country and in respect of which customs duty has been charged and collected in that State (in this paragraph referred to as “the Collecting State”) are transferred to one of the other Member States of the Community (in this paragraph referred to as “the Consuming State”), the following provisions shall apply:
 - a. An administrative fee representing 0.5 per cent of the c.i.f. value of every consignment being re-exported is to be charged by the Collecting State;
 - b. The Collecting State shall refund to the importer within its territory, the full amount of duty paid on the goods, while other costs such as c.i.f.,

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port charges, etc. involved in the importation are to be included in the invoiced price to be paid by the importer in the Consuming State;

- c. The Consuming State shall charge and collect the duty payable on such goods.
2. Where goods which are imported into a Member State of the Community from a third country and in respect of which customs duty is charged and collected in that State (in this paragraph referred to as “the Collecting State”) are wholly or in part used in the Collecting State in the manufacture of other goods are subsequently transferred to another Member State of the Community (in this Article referred to as “the Consuming State”), the Collecting State shall refund to the importer within its territory the full amount of the manufactured goods subsequently transferred to the Consuming State.

Article III

Power of the Council of Ministers of the Community

1. The Council of Ministers of the Community may make regulations generally for the better carrying into effect of the provisions of this Protocol and matters connected therewith.
2. Without prejudice to the measures referred to in Article 23 of the Treaty and to this Protocol, the Council may, on the recommendation of the Commission, lay down other conditions under which re-exportation of goods from third countries may be permitted under this Protocol. Such conditions shall include the type, the minimum value and quantity of goods that may be re-exported and the minimum amount of customs duty that may be refunded by a Member State.

Article IV

Infringements

1. Without prejudice to the powers conferred upon the Tribunal of the Community established under Article 11 of the Treaty, continued infringement by a Member State of the provisions of this Protocol may be referred by another Member State to the Council through the Commission.

Article V

The Provisions of this Protocol and the Treaty

The provisions of this Protocol shall, where specific provisions exist on the same subject matter in the Treaty, be so construed as to complement each other.

Article VI

Deposit and Entry into Force

1. This Protocol shall enter into force provisionally upon signature by Heads of State and Government of Member States and definitively upon ratification by at least seven Member States, in accordance with the constitutional procedure applicable for each signatory State.

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2. This Protocol and all the instruments of ratification shall be deposited with the Depository Government of the Treaty, which shall transmit certified true copies of this Protocol to all Member States and notify them of the dates of deposit of the instruments of ratification and shall register this Protocol with the Organisation of African Unity, the United Nations and such organizations as the Council shall determine.
3. This Protocol shall be annexed to and shall form an integral part of the Treaty.

in faith whereof, we, the heads of State and government of the Economic Community of West African States have signed this protocol.

done at Lomé, this 5th day of November, 1976 in one single original in the English and French languages, both texts being equally authentic.

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Appendix 6.2: Presentation by Richard Coutts

Workshop on Problems and Prospects for Developing
Artisanal Fish Trade in West Africa

Centre Social, Derklé
Dakar, Senegal
30 May to 1 June 2001

PRESENTATION ON THE RELEVANCE OF THE SFLP
APPROACH TO TRADE IN ARTISANALLY PROCESSED FISH

Richard Coutts
Programme Coordinator
DFID-FAO Sustainable Livelihoods Programme in West Africa

Workshop on Problems and Prospects for Developing Artisanal Fish Trade in West Africa

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SLIDE 1: DFID-FAO SUSTAINABLE FISHERIES LIVELIHOODS PROGRAMME

SLIDE 2: SUSTAINABLE FISHERIES LIVELIHOODS PROGRAMME

FUNDED BY THE DEPARTMENT FOR INTERNATIONAL DEVELOPMENT (DFID)

EXECUTED BY THE FOOD & AGRICULTURE ORGANIZATION (FAO) OF THE UNITED NATIONS

IN PARTNERSHIP WITH 25 COUNTRIES OF WEST AFRICA

DURATION OF PROGRAMME 5 YEARS 1999 – 2004

SLIDE 3: SUSTAINABLE FISHERIES LIVELIHOODS PROGRAMME

25 WEST AFRICAN COUNTRIES ARE PARTICIPATING

• ANGOLA • BENIN • BURKINA FASO • CAMEROON • CAPE VERDE
• CENTRAL AFRICAN REPUBLIC • CHAD • CONGO COTE D'IVOIRE
• DEMOCRATIC REPUBLIC OF CONGO • EQUATORIAL GUINEA
• GABON • THE GAMBIA • GHANA • GUINEA • GUINEA BISSAU
• LIBERIA • MALI • MAURITANIA • NIGER • NIGERIA • SAO TOME
AND PRINCIPE • SENEGAL • SIERRA LEONE • TOGO

SLIDE 4: SUSTAINABLE FISHERIES LIVELIHOODS PROGRAMME

GOAL: ADOPTION OF WIDELY REPLICABLE POLICIES FOR SUSTAINABLE AND EQUITABLE FISHERIES

PURPOSE: IMPROVEMENT IN THE LIVELIHOODS OF ARTISANAL FISHERIES COMMUNITIES

EXPECTED OUTPUTS:

- . CAPACITY OF COMMUNITIES TO PARTICIPATE IN PLANNING AND MANAGEMENT IMPROVED
- . COMMUNITY-BASED PARTICIPATORY MANAGEMENT SYSTEMS ESTABLISHED AND FUNCTIONING
- . ECOSYSTEMS AND THE RESOURCES THEY SUPPORT ENHANCED AND / OR PROTECTED
- . ECONOMIC AND SOCIAL BENEFITS FROM THE ARTISANAL SUB-SECTOR ENHANCED
- . POLICY INFORMED BY DISSEMINATION OF PROJECT EXPERIENCE AND KNOWLEDGE
- . NATIONAL FISHERIES PLANS AND POLICIES IMPROVED THROUGH INCORPORATION OF SUSTAINABLE LIVELIHOODS APPROACH (SLA) AND CODE OF CONDUCT FOR RESPONSIBLE FISHERIES (CCRF)
- . EFFECTIVE INSTITUTIONAL NETWORK FOR PROGRAMME IMPLEMENTATION ESTABLISHED

Workshop on Problems and Prospects for Developing Artisanal Fish Trade in West Africa

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SLIDE 5: SUSTAINABLE FISHERIES LIVELIHOODS PROGRAMME
IMMEDIATE OBJECTIVES OF THE SFLP:

THROUGH THE APPLICATION OF THE CODE OF CONDUCT FOR RESPONSIBLE FISHERIES WITH SUSTAINABLE LIVELIHOODS APPROACH, THE PROGRAMME WILL:

- HELP NATIONAL GOVERNMENTS DEVELOP POLICIES AND PLANS WHICH REFLECT THE PRINCIPLES SET OUT IN THE CCRF;
- HELP POOR COMMUNITIES DEVELOP THE CAPACITY TO PARTICIPATE MORE DIRECTLY AND EFFECTIVELY IN FISHERIES PLANNING AND MANAGEMENT;
- ESTABLISH SYSTEMS FOR GOVERNMENTS AND COMMUNITIES TO SHARE THE MANAGEMENT OF FISHERIES RESOURCES;
- INTRODUCE SYSTEMS FOR REHABILITATING AND / OR ENHANCING AQUATIC ENVIRONMENTS;
- IMPROVE THE EFFICIENCY OF ARTISANAL SYSTEMS FOR THE PRODUCTION, PROCESSING, MARKETING AND DISTRIBUTION OF FISH AND FISH PRODUCTS.

SLIDE 6: SUSTAINABLE FISHERIES LIVELIHOODS PROGRAMME

ORGANIZATION DURING PHASE 1

PROGRAMME COORDINATION UNIT

REGIONAL SUPPORT UNIT

REGIONAL NETWORK OF 25 NATIONAL COORDINATION (NC) UNITS

SLIDE 7: SUSTAINABLE FISHERIES LIVELIHOODS PROGRAMME

SL PRINCIPLES

THE SLA IS:

- PEOPLE-CENTRED
- RESPONSIVE & PARTICIPATORY
- MULTI-LEVEL & HOLISTIC
- CONDUCTED IN PARTNERSHIP
- SUSTAINABLE
- DYNAMIC

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AWARENESS BUILDING WORKSHOPS

SL & PRA TRAINING

SMALL PROJECTS

ESTABLISH NETWORK OF NCs

ESTABLISH NETWORK WITH CBOs & NGOs

POLICY & INSTITUTIONAL BASELINE

PILOT PROJECT(S) PLANNING

SMALL PROJECTS

NC NETWORK DEVELOPMENT

NGO NETWORK DEVELOPMENT

POLICY & INSTITUTIONAL DEVELOPMENT

PILOT PROJECT(S) IMPLEMENTATION

SLIDE 11: SUSTAINABLE FISHERIES LIVELIHOODS PROGRAMME

THANK YOU FOR YOUR ATTENTION



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Appendix 6.3: Paper by Ansen Ward

Workshop on Problems and Prospects for Developing Artisanal
Fish Trade in West Africa

Centre Social, Derklé
Dakar, Senegal
30 May to 1 June 2001

RESPONSIBLE FISH UTILIZATION AND POLICIES, INSTITUTIONS
AND PROCESSES:
AN OVERVIEW OF SOME KEY ISSUES IN THE CONTEXT OF
ARTISANAL FISH PROCESSING AND TRADE IN WEST AFRICA

Ansen Ward
Post-harvest Fisheries Specialist
Natural Resources Institute
UK

Workshop on Problems and Prospects for Developing Artisanal Fish Trade in West Africa

Dakar, Senegal

ICSF/CNPS/CREDETIP

30 May - 1 June 2001

ABSTRACT

This paper is designed to inform discussion on Responsible Fish Utilization (RFU) and Policy, Institutions and Processes (PIP). Discussion is set in the context of West African artisanal fish processing and trade. The target audience for the paper are primary and secondary stakeholders from both the relevant private and public sectors of the region.

An introduction to PIP in the context of West African artisanal fisheries is first provided. An overview of RFU as per the FAO Code of Conduct for Responsible Fisheries (CCRF) is then given. This suggests broad RFU issues, which are of particular relevance to artisanal processing and trade, and highlights a potential for stakeholders to develop RFU guidelines tailored to key artisanal processing and trade issues of the region. Relevance of PIP to RFU is considered and a suggestion as to how processors and traders could begin to engage in discussion of RFU and PIP issues is also provided.

INTRODUCTION

People's livelihoods depend on the assets they have access to, their use and the external environment. Assets include fish, fuel, money, trees, skills, health, roads, relationships with others, and membership of associations or groups.

The external environment is what affects people's access to assets and the value or quality of these assets. This external environment consists of those things which people have little or no control over, such as:

- seasonality of weather and fish supplies;
- natural disasters, like floods and drought; and
- economic trends, such as increasing demand for fish and fish products, and monetary inflation.

The external environment also comprises things which people could more realistically influence or directly participate in to effect positive change to improve access to important assets and their quality. This aspect is broadly focused on the organizations or structures, which have an influence on people's livelihoods, and how these operate. Examples include:

- public, private and civil society organizations ;
- services people receive from, for example, the public, private and NGO sectors;
- formulation and implementation of government policies, legislation, laws and incentives; and
- formal and informal ways of doing things or rules (written or unwritten).

In terms of the Department for International Development (DFID) Sustainable Livelihoods approach to development, organizations, services, policies, legislation, laws and formal and informal ways of doing things are described within what is termed Policy, Institutions and Processes (PIP).

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These elements of PIP are often shaped by, or are a result of, history, politics, services, culture, or gender. The term “institutions”, in this context, refers to the way of doing things and includes such things as how policies are formulated and implemented, laws and legislation, the way in which an organization functions, (and lobbies government, in the case of some civil society organizations) or the system by which a market operates.

The term “processes” is used to describe the process of change, in relation to policy and institutions, that is required to improve livelihood outcomes (more income, increased well-being, reduced vulnerability, improved food security, and more sustainable use of the natural resource base).

An analysis of PIP is important because it provides an understanding of:

- who has access to what assets and the value of those assets and who does not have access and why;
- what influences peoples livelihood strategies; and
- what opportunities exist for positive PIP to bring about an improvement in people’s livelihoods.

The following highlights aspects of PIP in terms of the post-harvest sector, with reference to issues relevant to West African artisanal fisheries. It is important to note that PIP, which are not related to fisheries, will also have a bearing on people’s livelihoods. In an overall context, these issues will also need to be understood and considered.

PUBLIC SECTOR ORGANIZATIONS

Public sector organizations are concerned with the policy process and the provision of services. Examples of public sector organizations that influence artisanal fish processing and trade activities are government ministries and government bodies at national, district/ regional and local levels, for example, fisheries and public health departments. Other examples include export or trade promotion organizations, research institutes, the police, customs and State-owned enterprises. At the regional level, the Economic Community of West African States (ECOWAS) and the Intergovernmental Organization for Marketing Information and Co-operation for Fishery Products in Africa (INFOPECHE) are two examples. At the international level, the Food and Agriculture Organization (FAO), the European Union (EU) and the World Bank are organizations, the activities of which, directly or indirectly, impact on artisanal post-harvest activities.

PRIVATE SECTOR ORGANIZATIONS

The private sector is involved in economic activities, including the provision of services. It is comprised of large, medium and small-scale businesses. The latter, it could be argued, include many artisanal businesses, including not only those involved in processing and trade, but also the supply of ancillary services such as credit, transport and packaging.

Individual business interests may be centred on local, regional or national support organizations. Examples at the local level are the Groupe d’Initiative Commune (GIC) of Cameroon and the Groupement d’Interest Economique (GIE) of Senegal. Unions or associations are examples of organizations which are represented at various levels.

Other industries may also affect processing and trade activities, for example, those which may affect access to fish and other assets such as fuelwood.

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CIVIL SOCIETY ORGANIZATIONS, NON-GOVERNMENTAL ORGANIZATIONS (NGOs)

Some civil society organizations may also be classed as belonging to the private sector. Many of these organisations have objectives that aim to improve the livelihoods of artisanal fishing communities by improved management of resources, empowerment, improved working conditions, and improving people's social status. They engage in lobbying government, training, technology transfer, policy implementation, provision of credit, and communication of information.

Examples of such organizations are: Collectif Nationale des Pecheurs Senegalais (CNPS) and the Union Nationale des Federation de GIE Maryeurs du Senegal (UNAFEGIEMS).

A number of NGOs are engaged in fisheries-related activities throughout the region. Many of these work at a national level. Some have a regional focus, such as the West African Association for the Development of Artisanal Fisheries (WADAF).

SERVICES

Many organizations, whether they be public or private sector, have an objective of providing services to the artisanal sector. Extension services and the provision of relevant information on markets are services. The provision of water, credit and fuelwood are also types of services. Banks provide a mechanism by which money related to fish trade can be transferred either within a country or between countries. Banks are also one provider of loans and credit. The carrying of fish from landing to processing site is a service. Market commission agents, who act as intermediaries between wholesalers and retailers, provide a service to the wholesaler by taking charge of consignments and selling them to retailers, as well as collecting payment from retailers.

The provision of good roads (infrastructure) is a service, which is usually provided by the government. The condition and type of road will influence the distribution of fish from landing and processing centres to markets and from markets onwards. The quality of road and road transport can have an effect on the quality of some processed products, such as smoked fish.

POLICIES

Policy is simply defined as a course of action adopted by the State, with the policy-making process mainly carried out by government. Policy can be influenced, formulated and implemented at different levels – local, national, regional and international. The advent of decentralized government provides an opportunity for more local-level involvement in policy-making.

Relevant policies include those that focus on resources, environment, trade, monetary issues, research, health, employment, food security, decentralization, promotion of the private sector, promotion of credit, and immigration.

LEGISLATION, LAWS AND INCENTIVES

Policy is often implemented via legislation, laws and with the aid of incentives, which are designed to influence private sector activity. National sanitary, public health or trade legislation can require the certification of products as a means to guarantee quality and the issue of licences for certain activities. Laws may be designed to restrict activity,

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prohibit access to resources and protect the environment. Incentives (related to tax and subsidies) can be used to trigger development activities. For example, the removal of monetary taxes on motorized craft has led to the expansion of canoe fleets.

What legislation, laws and incentives are designed to achieve and how they are implemented will have an influence on people's livelihoods and their outcomes.

FORMAL AND INFORMAL WAYS OF DOING THINGS (INSTITUTIONS)

One way to view institutions is to think of them as the way things are normally done. For example, the way in which fish is processed by smoking is an institution. The way in which fish is processed and marketed can be influenced by many things, such as supply and demand, seasons and available infrastructure, as well as cultural preferences for particular types of product. Some institutions are strongly linked to gender. For example, women are the main players associated with processing and marketing activities.

The arrangement a fish trader or processor has with fishermen in order to secure a supply of fish is another important institution. Such a relationship may be founded on credit and family ties.

Banks use certain procedures to allocate loans and credit. Likewise, traders and other suppliers of informal credit use particular ways of administering this service. Another example is the formal and informal arrangement between officials and traders to provide access to firewood.

A key issue is that the assets available to people may influence who can participate in certain institutions. For example, the ability to deal with banking procedures is related to human capital and having security (land, house) for use against a loan (physical capital). Sociocultural issues can also influence who has, and who does not have, access to assets. Certain ethnic groups, for example, may be able to participate in trade activities in certain areas more freely than other groups.

OVERVIEW OF RESPONSIBLE FISH UTILIZATION

Artisanal fish processing and trade in the West African region comprise thousands of small businesses, which provide employment for thousands of people. As with processing and trade in other parts of the world, there are ways in which the benefits for those working in the sector can be maximized and maintained over the long term, with a view to ensuring the future of the sector for generations to come. This includes activities which ensure the consumer is able to buy the product she or he demands now and in the future.

Applying best practices during processing, handling, packaging, transport and trade is a key way to maximize the benefits from the sector and minimize the adverse impact some activities can have on, for example, those working in the sector; the consumer; the environment; and, on outsiders' perceptions of processing and trade. In other words, best practices can lead to improvements or maintenance of peoples' livelihoods, while, at the same time, contributing to the long-term sustainability of processing and trade in the region.

PIP highlights the importance of different stakeholders and how their ways of doing things can influence the livelihoods of processors and traders. An example of best practice guidelines related to processing and trade activities and which is relevant to

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different stakeholders and how they operate, is to be found in the FAO Code of Conduct for Responsible Fisheries (CCRF). This voluntary code provides a set of general principles and standards of behaviour and good practice, which aim to ensure sustainability, equity and safety in the fisheries sector. In terms of West Africa, 20 countries of the region expressed commitment to use of the CCRF at an Integrated Development of Artisanal Fisheries Programme (IDAF) meeting in Cotonou in June 1998.

Whilst the CCRF provides various guidelines related to processing and trade, it is in Article 11 (Post-harvest Practices and Trade) where the main guidelines are presented. This article is divided into three components:

11.1 Responsible Fish Utilization

11.2 Responsible International Trade

11.3 Laws and Regulations Relating to Fish Trade

The Appendix contains specific details related to Article 11, and FAO have produced guidelines to assist the implementation of 11.1 (FAO 1998: Responsible Fish Utilization. FAO Technical Guidelines for Responsible Fisheries. No 7. Rome, FAO). It is understood that guidelines to 11.2 and 11.3 have been drafted, but are not yet published.

Consideration now is given primarily to 11.1: Responsible Fish Utilization (RFU). This comprises 12 sub-articles (see Appendix), which broadly focus on: consumer welfare, quality standards and quality assurance, harmonization of standards, socioeconomic and technical research, protection of the natural environment, reducing post-harvest losses and by-catch, the utilization of low-value species for human consumption, product traceability and value addition.

Although the word “States” is used in the forefront of all the sub-articles, they are designed for use as a guide by all relevant stakeholders associated with processing and trade in the artisanal as well as industrial sectors. The relevance of particular sub-articles to various stakeholders is explored in the following section. This ultimately highlights the aspects of RFU that could be of immediate relevance to artisanal fish processors and traders, and provides an understanding of some links between the artisanal sector and RFU.

RESPONSIBLE FISH UTILIZATION AND ARTISANAL FISH PROCESSING AND TRADE IN WEST AFRICA.

Consideration is now given to the relevance of the CCRF RFU to artisanal fish processing and trade in West Africa. The table overleaf proposes a preliminary overview of how the RFU sub-articles relate to artisanal processing and trade in the region.

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Table : RFU and Indications of Relevance to the West Africa Post-harvest Sector

RFU Sub-article Summary/Topic	Artisanal Sector Issues	Comments
1. Rights of consumers to safe, wholesome, unadulterated fish	Potential hazard from application of insecticides to cured fish.	Research to clarify links between dangers posed by use of chemicals in fish processing. Application of appropriate legislation. Consumer rights lobbying. Scope for participatory research to deal with the problem. Awareness of alternatives to use of insecticides.
2. National safety and quality assurance systems to protect consumer health	Relevant standards exist. Products do already undergo certification in some situations.	Onus on implementation. Supporting infrastructural environment, human capacity needs. Market demands and benefits to processors and traders.
3. Minimum standards for safety and quality assurance	As above.	As for 2. Implementation and cost/benefit of such systems are key issues. Standards should be tailored to specific products, processes and activities.
4. Harmonization of national quality assurance systems	Unclear as to benefits to artisanal sector of such a system. (See 1, 2 and 3).	Perhaps specific quality/safety issues could be harmonized across the region. May assist in flow of products within region. Diversity of activities, products and processes an issue.
5. Economic and social role of sector in policy formulation re sustainable development/resource utilization	Key to development and sustainability of the sector. Not clear to what extent this is achieved already.	Major opportunity for all stakeholders and researchers to inform policy processes. Should also emphasize policy implementation.

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6. Technical focussed multi-disciplinary research to improve handling, quality assurance and technology development	Relevant. Scope for adaptive research to improve outcomes and sustainability of post-harvest practices.	Obvious role for research and strengthening linkages between processors and trade, research and policy.
7. Environmentally sound post-harvest practices	Relevant. Clear link to fish smoking.	Awareness campaigns. Enabling policy environment in place. Encouraging sustainable practices.
8a. Reduction of post-harvest losses	Losses are associated with most fish distribution systems.	Scope to educate processors and traders to better understand and reduce losses. Research and public sector able to facilitate loss reduction.
8b. Improve use of by-catch	Some by-catch is utilized by the sector.	An issue for public sector and policy consideration. By-catch reduction versus utilization. Not applicable to freshwater sector.
8c. Resources used in environmentally sound manner	Overlap with 7 above.	See 7 above.
9. Encourage use of fish for human consumption, promote consumption of fish.	May not be applicable as fishmeal production is low.	
10. Production of value-added products	Already occurs on a small scale.	Success related to market and availability of resource. Employment creation. Value-added can mean cost-added. Requires the right policy environment. Food security issue, if exports encouraged.
11. Traceability	More an issue with exports from the region.	Determine market demand and need for such an idea. May be difficult to implement. Related to quality assurance.
12. Fair policies, laws, regulations to address environmental effects of post-harvest activities.	Relevant in terms of sustainability of resources and livelihoods.	Appears to be complementary to 7 and 8c. Role for sector in policy formulation and implementation.

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Based on the table, the following highlights how each best practice topic (sub-article) relates to artisanal processing and trade activities of the region – in broad terms. A consolidated list of topics is then suggested, which could form the basis for the development of guidelines tailored to the specific needs of the region.

Consumer rights and safety, minimum standards for quality and safety and national quality assurance systems are inter-related, and it is suggested that the first three topics in the table could be consolidated as follows:

“Appropriate quality assurance systems, which protect the rights of the consumer and ensure product safety, should be effectively implemented.”

Quality assurance and safe food for consumers is key to the production of food *per se*. In principle, the relevance to artisanal processing and trade is obvious. However, implementation of such systems in the region will have to come to terms with some practical issues. For example, what are the incentives for the artisanal sector to adopt quality assurance (QA) and safety standards that will involve additional effort on their part, in the absence of fair enforcement? There will also be dependence on the market and consumers to pay a premium for such products or to provide a more stable market environment. Consideration should also be given to the enabling infrastructural environment, which would facilitate the use of QA systems—for example, the availability of potable water, reliable electricity and adequate transport facilities. Likewise, the training and human development aspects of effectively introducing such systems will also need to be considered.

Harmonization of QA systems may facilitate intra-regional trade by reducing administrative hurdles. Nevertheless, the need for harmonized QA systems for artisanal products must be assessed, as mentioned above. The relevance of this depends on the use of QA systems. What is perhaps more immediate or relevant may be the opportunity to harmonize, regionally, initiatives associated with certain key quality and safety-related issues, such as the use of insecticides during processing.

Including the economic and social role of the sector in policy formulation regarding sustainable development/resource utilization would appear to offer an opportunity to strengthen the link between the sector and national planning. It provides scope for participation of stakeholders from the sector in setting the policy agenda in order to achieve, ultimately, livelihood sustainability and appropriate outcomes through the implementation of appropriate policies. Likewise, it will focus the importance of these issues at a higher policy level.

Appropriate research tailored to the needs of the artisanal sector is promoted in sub-article 6. This is highly applicable to any fisheries sector and, in terms of the region, research could focus on improving stakeholders' livelihood outcomes and the sustainability of their livelihoods by improving the efficiency of processes and reducing risk. Research may be related to technical and socioeconomic issues and would also inform the policy process.

Environmental protection and conservation is reflected in sub-articles 7, 8c and 12. The use of fuelwood for fish smoking and resulting deforestation problems is perhaps the best example of a link between the artisanal sector and environmental issues. Post-harvest fish losses occur in most, if not all, fisheries and hence sub-article 8a is relevant to the artisanal sector. Reducing losses not only provides a potential to improve the income of processors and traders but also improves food security implications. By-

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catch from trawlers is utilized by the artisanal sector in certain localities – for example, in Nigeria and Senegal. It is an issue relevant to the marine artisanal processing sector, as well as to fisheries management.

Related to the production of animal feed from small pelagics, sub-article 9 is seen as less relevant to the artisanal sector or the region as a whole, where the production of fishmeal and animal feeds is thought to be minimal. Value addition can create employment in terms of the extra work needed to add value (assuming non-mechanization of processing) and improve incomes. To a certain extent, value addition already occurs in the artisanal sector. However, value-added can also be “cost-added” and lead to an increase in the price of fish available to the consumer. Traceability of product is an important aspect of QA and food safety systems and, therefore, is linked to previous comments on these issues. At the moment, it is more relevant to the export of products from the region, rather than to intra-regional trade.

Based on the understanding presented above, it can be argued that the majority of RFU sub-articles (1, 2, 4, 5, 6, 7, 8a, 8c, 10, 12) have relevance to the West Africa artisanal fish processing sector. But some issues are more relevant at the moment than others. It is also suggested that because of the complementarity of some of these sub-articles their number could be streamlined. Therefore the following is a suggested list of topics, based on the CCRF RFU, which have relevance to artisanal processing and trade:

- Quality assurance systems
- Regional harmonization of key initiatives
- **Social and economic importance**
- **Research**
- **Environmental protection**
- **Reducing post-harvest losses**
- Value addition

Highlighted in bold are those issues that are arguably the more important ones, at the moment. The importance of other issues to the artisanal sector of the region appears to be less obvious, although there may be certain specific issues related to quality and consumer safety, which could be harmonized regionally.

It is suggested that this shortlist of issues could be considered by stakeholders from the region as the basis for developing a regional code for RFU, in the context of artisanal processing and trade. In this context, reference should be made to issues raised by the Working Group on Post-Harvest Practices and Trade at the 1998 Regional CCRF workshop in Cotonou. The aspects of the CCRF related to trade and legislation would also inform the development of such a guide (see Appendix).

RESPONSIBLE FISH UTILIZATION AND POLICIES, INSTITUTIONS AND PROCESSES: KEY ISSUES

This section suggests linkages between RFU and PIP and, in so doing, aims to provide a basis for participation of key stakeholders in the discussion, development and use of RFU. In terms of encouraging participation, the section also suggests how stakeholders could begin to discuss and analyze their own circumstances in terms of PIP and RFU, based on a checklist of issues.

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One approach to examining how RFU and PIP link up is to begin by identifying which stakeholders RFU is potentially relevant for and could be used by. Five key stakeholder groups or types of organization are suggested. These can be described as: the public sector, civil society organizations, processors and traders, other private sector operators and NGOs. The figure on the next page shows these stakeholder groups and the linkages between them. It is suggested that all these stakeholder groups could utilize the CCRF and RFU, in their own way, to guide policy formulation. This assumes that RFU is appropriate—meeting the needs of stakeholders, while, at the same time, promoting best practices in the post-harvest sector and sustainability.

Civil society organizations, for example, could play a key role promoting RFU principles. Providing an important link between the artisanal sector and other stakeholders at national and international forums, such organizations could lobby for change based on appropriate RFU guidelines. NGOs may also be well placed to adopt, promote, support, monitor and evaluate the impact of RFU.

Artisanal processors and traders have a role to play in articulating their needs in terms of RFU, which, ultimately, should lead or contribute to improvements in their livelihoods and the sustainability of the post-harvest sector. Whilst it has been earlier suggested that the majority of RFU principles are relevant to the artisanal sector, the views of stakeholders must also be sought on this matter and taken on board. This raises a couple of initial questions, which key stakeholders are best placed to answer:

- Do the broad RFU principles reflect the needs of the sector?
- Is there a need to design an RFU guide for West African artisanal fisheries?

Considered in the context of these questions should also be relevant aspects of the CCRF components on Responsible International Trade and Laws and Regulations Relating to Fish Trade (see Appendix).

RFU would likely include other private sector stakeholders, not just artisanal processors and traders, such as service providers who depend fully or partly on processing and trade activities. This group would include industrial processors, those involved in ice production, fuelwood suppliers and labourers. The activities of some of these stakeholders have obvious environmental implications related to sustainability.

A next step would be an examination of how stakeholders would effectively use and apply RFU, and to identify what the implications are in terms of people's livelihoods and the constraints related to adoption and implementation. A key question to answer in such a discussion would be – how do existing policies and institutions constrain or enable implementation of RFU objectives? From this exercise, it should be possible to generate an understanding of relevant institutions and identify opportunities for positive change related to RFU.

Information on a number of key issues and constraints related to RFU and PIP exists, for example, in reports of the Integrated Development of Artisanal Fisheries (IDAF) programme. In addition to some issues presented in the table, it is anticipated that relevant constraints are also likely to be articulated by stakeholders during the workshop. Such information should be reviewed and compiled in support of any further work.

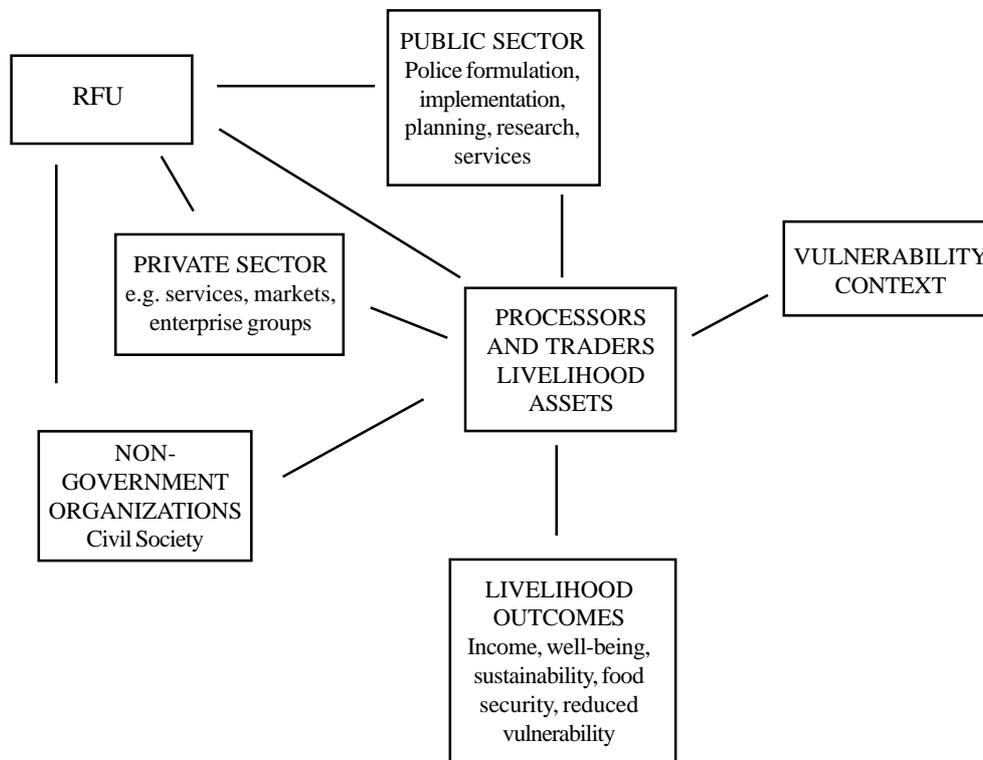
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Figure: RFU and PIP - Key Interactions



A checklist of key issues for artisanal fish processors and traders related to RFU is given below. It is suggested that this could provide a basis for discussion by processors and traders of their own circumstances in relation to PIP and RFU. Such a discussion, it is anticipated, would also enable opportunities for positive change to be identified, as well as engage processors and traders in the development process. The checklist assumes that processors and traders agree RFU is appropriate and beneficial to their livelihoods and the post-harvest sector. This should be first clarified, as suggested earlier in the section.

1. What livelihood assets are important to you, in terms of achieving RFU or aspects of RFU?

[If an objective of RFU is the reduction of post-harvest losses, then assets may include: money, in the form of credit or savings, to invest in appropriate technology; knowledge of improved processing and handling methods; efficient transport facilities; fish of good quality for processing.]

2. Describe how the activities of others, for example, government, private sector and civil society, affect your access to these assets.
3. Describe changes that you feel would improve your access to assets and achieving RFU.
4. Describe how these changes would lead to an improvement in your livelihood.

A thorough understanding of opportunities for change would include an understanding of the perspectives of all stakeholders. It is suggested that the basic checklist above

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could be adapted to provide a basis for discussion by other stakeholder groups. In addition, the checklist could be used to stimulate discussion by key stakeholder groups at a common forum, such as a workshop. ❀

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APPENDIX

Article 12: Code of Conduct for Responsible Fisheries – Post Harvest Practices and Trade

11.1 Responsible fish utilization

11.1.1 States should adopt appropriate measures to ensure the right of consumers to safe, wholesome and unadulterated fish and fishery products.

11.1.2 States should establish and maintain effective national safety and quality assurance systems to protect consumer health and prevent commercial fraud.

11.1.3 States should set minimum standards for safety and quality assurance and make sure that these standards are effectively applied throughout the industry. They should promote the implementation of quality standards agreed within the context of the FAO/WHO Codex Alimentarius Commission and other relevant organizations or arrangements.

11.1.4 States should cooperate to achieve harmonization, or mutual recognition, or both, of national sanitary measures and certification programmes as appropriate and explore possibilities for the establishment of mutually recognized control and certification agencies.

11.1.5 States should give due consideration to the economic and social role of the post-harvest fisheries sector when formulating national policies for the sustainable development and utilization of fishery resources.

11.1.6 States and relevant organizations should sponsor research in fish technology and quality assurance and support projects to improve post-harvest handling of fish, taking into account the economic, social, environmental and nutritional impact of such projects.

11.1.7 States, noting the existence of different production methods, should, through cooperation and by facilitating the development and transfer of appropriate technologies, ensure that processing, transporting and storage methods are environmentally sound.

11.1.8 States should encourage those involved in fish processing, distribution and marketing to:

- a) reduce post-harvest losses and waste;
- b) improve the use of by-catch to the extent that this is consistent with responsible fisheries management practices; and
- c) use the resources, especially water and energy, in particular, wood, in an environmentally sound manner.

11.1.9 States should encourage the use of fish for human consumption and promote consumption of fish whenever appropriate.

11.1.10 States should cooperate in order to facilitate the production of value-added products by developing countries.

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11.1.11 States should ensure that international and domestic trade in fish and fishery products accords with sound conservation and management practices through improving the identification of the origin of fish and fishery products traded.

11.1.12 States should ensure that environmental effects of post-harvest activities are considered in the development of related laws, regulations and policies without creating any market distortions.

11.2 Responsible international trade (in the West African Region)

11.2.1 The provisions of this Code should be interpreted and applied in accordance with the principles, rights and obligations established in the World Trade Organization (WTO) Agreement.

11.2.2 International trade in fish and fishery products should not compromise the sustainable development of fisheries and responsible utilization of living aquatic resources.

11.2.3 States should ensure that measures affecting international trade in fish and fishery products are transparent, based, when applicable, on scientific evidence, and are in accordance with internationally agreed rules.

11.2.4 Fish trade measures adopted by States to protect human or animal life or health, the interests of consumers or the environment, should not be discriminatory and should be in accordance with internationally agreed trade rules, in particular the principles, rights and obligations established in the Agreement on the Application of Sanitary and Phytosanitary Measures and the Agreement on Technical Barriers to Trade of the WTO.

11.2.5 States should further liberalize trade in fish and fishery products and eliminate barriers and distortions to trade such as duties, quotas and non-tariff barriers in accordance with the principles, rights and obligations of the WTO Agreement.

11.2.6 States should not directly or indirectly create unnecessary or hidden barriers to trade which limit the consumer's freedom of choice of supplier or that restrict market access.

11.2.7 States should not condition access to markets to access to resources. This principle does not preclude the possibility of fishing agreements between States which include provisions referring to access to resources, trade and access to markets, transfer of technology, scientific research, training and other relevant elements.

11.2.8 States should not link access to markets to the purchase of specific technology or sale of other products.

11.2.9 States should cooperate in complying with relevant international agreements regulating trade in endangered species.

11.2.10 States should develop international agreements for trade in live specimens where there is a risk of environmental damage in importing or exporting States.

11.2.11 States should cooperate to promote adherence to, and effective implementation of, relevant international standards for trade in fish and fishery products and living aquatic resource conservation.

11.2.12 States should not undermine conservation measures for living aquatic resources in order to gain trade or investment benefits.

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11.2.13 States should cooperate to develop internationally acceptable rules or standards for trade in fish and fishery products in accordance with the principles, rights, and obligations established in the WTO Agreement.

11.2.14 States should cooperate with each other and actively participate in relevant regional and multilateral fora, such as the WTO, in order to ensure equitable, non-discriminatory trade in fish and fishery products as well as wide adherence to multilaterally agreed fishery conservation measures.

11.2.15 States, aid agencies, multilateral development banks and other relevant international organizations should ensure that their policies and practices related to the promotion of international fish trade and export production do not result in environmental degradation or adversely impact the nutritional rights and needs of people for whom fish is critical to their health and well-being and for whom other comparable sources of food are not readily available or affordable.

11.3 Laws and regulations relating to fish trade

11.3.1 Laws, regulations and administrative procedures applicable to international trade in fish and fishery products should be transparent, as simple as possible, comprehensible and, when appropriate, based on scientific evidence.

11.3.2 States, in accordance with their national laws, should facilitate appropriate consultation with, and participation of, industry as well as environmental and consumer groups in the development and implementation of laws and regulations related to trade in fish and fishery products.

11.3.3 States should simplify their laws, regulations and administrative procedures applicable to trade in fish and fishery products without jeopardizing their effectiveness.

11.3.4 When a State introduces changes to its legal requirements affecting trade in fish and fishery products with other States, sufficient information and time should be given to allow the States and producers affected to introduce, as appropriate, the changes needed in their processes and procedures. In this connection, consultation with affected States on the time frame for implementation of the changes would be desirable. Due consideration should be given to requests from developing countries for temporary derogations from obligations.

11.3.5 States should periodically review laws and regulations applicable to international trade in fish and fishery products in order to determine whether the conditions which gave rise to their introduction continue to exist.

11.3.6 States should harmonize, as far as possible, the standards applicable to international trade in fish and fishery products in accordance with relevant internationally recognized provisions.

11.3.7 States should collect, disseminate and exchange timely, accurate and pertinent statistical information on international trade in fish and fishery products through relevant national institutions and international organizations.

11.3.8 States should promptly notify interested States, WTO and other appropriate international organizations on the development of, and changes to, laws, regulations and administrative procedures applicable to international trade in fish and fishery products.

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Appendix 6.4: Paper by Yvette Diei

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Fish Trade in West Africa

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Dakar, Senegal
30 May to 1 June 2001

FAO EXPERIENCES IN SUPPORTING ARTISANAL FISH
PROCESSING AND TRADE IN WEST AFRICA

Yvette Diei
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FAO Regional Office for Africa

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ABSTRACT

This paper gives an overview of FAO support to artisanal fish processing and trade in West Africa and draws on the lessons learnt from this support, especially the main bottlenecks to upgrading incomes and quality of life of the thousands of people involved, and the elements to be taken into account in future.

INTRODUCTION

The total annual fish production in the African region is estimated at 5.9 million tonnes, which represents barely 5 per cent of the world production. This figure, however, shields the noticeable role of fish as an income-generating commodity, and as a significant source of food and employment. This is particularly true in West Africa, where virtually all (coastal and landlocked) areas derive substantial benefits from fisheries, with figures of up to 80 per cent of domestic supplies being landed by artisanal fishermen. An estimated 1.8 to 2.0 million stakeholders are involved in the fishing industry/fishmongering, processing, marketing/trade, as well as in ancillary activities as boat builders, repairmen, spare parts sellers, middlemen, and mechanics, etc. In addition, the artisanal fisheries sub-sector provides a significant proportion of the production, representing about 40 per cent of the total supply of animal protein to the ever-increasing population.

In West Africa, post-harvest operations dominate fisheries activities in the small-scale sub-sector, in terms of diversity and volume of activities, number of persons involved who are mostly the poorer, more marginalized sections of rural communities, and ignore the gender division of labour. In effect, women play a prominent role in the supply and delivery system in artisanal fisheries, with fishmongering, processing, distribution, and marketing being their domain. Recent studies carried out in eight West African countries¹ revealed that women constitute at least 60 per cent of all post-harvest workers, and most of their incomes from the fishing business go into domestic and community-generating activities.

In view of these important figures, FAO, within the framework of its policy on food security promotion and its mandate of raising levels of nutrition and standards of living of the poor and vulnerable strata of the community, has been making a lot of effort in the past three decades to provide relevant technical assistance to the artisanal post-harvest fisheries sub-sector within the region. This assistance, mainly provided through its regular programme and field projects, includes social analysis and advice, assistance in the transfer of technologies, and training of national staff and ultimate beneficiaries (post-harvest fishworkers).

This paper gives an overview of FAO support to artisanal fish processing and trade in West Africa and draws on the lessons learnt from this support, especially the main bottlenecks to upgrading incomes and quality of life of the thousands of people involved, and the elements to be taken into account in future.

¹ Member Countries of the CIFA Subcommittee for the Sahel region: Burkina Faso, Chad, Gambia, Guinea, Mali, Niger, Nigeria, Senegal

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BRIEF REVIEW OF FAO ASSISTANCE IN POST-HARVEST FISH TECHNOLOGY IN WEST AFRICA

FAO support to small-scale fisheries, with regard to processing, distribution, marketing and quality assurance, in the past two decades was marked by three main projects:

1. The FAO/DANIDA Inter-regional Training Project on Fish Technology and Quality Assurance (GCP/INT/391/DEN, later GCP/INT/609/DEN);
2. INFOPECHE (the project for Fish Marketing Information and Co-operation Services for Fishery Products in Africa); and
3. The Programme for Integrated Development of Artisanal Fisheries in West Africa (IDAF Programme, GCP/RAF/306/DEN).

The main philosophy embodied in these FAO technical assistance efforts was the active participation of the fisherfolk and the whole community. This was particularly the approach of the IDAF Programme for assuring sustainability of initiatives within communities. Many of the activities carried out by these projects have been initiated under co-financing arrangements.

The Fish Utilization and Marketing Service (FIU) of FAO Headquarters and the Fisheries Group (RAFI) of the FAO Regional Office for Africa also provided substantial support to actions to assist fish processors and traders.

In order to better appraise and address the local needs in technology, marketing and quality assurance, liaison/collaboration was established with national food/fish research and extension institutions and other relevant organizations. Thus, the Food Technology Institute (ITA, Senegal), Food Research Institute (FRI, Ghana), the Food Technology division of the Rural Development Institute (IDR, Mali), National Institute for Oceanography and Marine Research (NIOMR, Nigeria) etc., and several Fisheries Departments of many African countries have been extensively involved in FAO's post-harvest-related field initiatives to assist artisanal fish workers.

So far, the following activities have been organized:

- **assistance in the preparation of project documents for supply of equipment** (for example, ice production units, cold stores, improved smoking kilns) and social infrastructure, funded by private or multi/bilateral organizations. Besides, FAO inputs were provided in the evaluation of several projects funded/executed by other international organizations. This particularly contributed to the gathering of important records of success stories and failures, and contributed to drawing lessons for further effective assistance to post-harvest fishing communities. In a joint effort, FAO also provided, in collaboration with international research institutes (like the Natural Resources Institute, UK), support in the assessment of post-harvest fish losses in the region and their control.
- **organization of "brainstorming" sessions and meetings.** The well-known FAO Expert Consultation on Fish Technology in Africa falls within this type of activity. Reviewing the progress in fish technology in Africa, examining ongoing activities of research institutes in different African countries, identifying existing difficulties and obstacles to co-operation, and determining needs and priorities for further research programmes in fish technology, were the main aims of such meetings. Since its inception in 1980, six consultations have been held, which brought together numerous experts directly involved with artisanal fish processing and preservation.

Working groups have been formed to discuss issues of interest to artisanal fishworkers and findings have provided information useful for focusing on activities at the

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grassroots level. Typical examples are the studies on the working conditions of women and gender awareness and gender issues, carried out in IDAF-associated countries (Senegal, Gambia, Nigeria, Cameroon). Follow-up actions led to training in good practices (in fish handling/processing, general hygiene, nutrition of the family, etc.), strengthening organizational capacity and use of capital and incomes.

- **demonstration/promotion of improved fish processing technologies.** Fish smoking and drying are, undoubtedly, the most important fish technologies in the West African region. FAO has promoted appropriate fish smoking facilities to replace the traditional ones (smoking on mud oven with thatched cover, trayless rectangular oven, round barrel oven, etc.). A variety of ovens were developed (closed Banda, Altona, Ivory Coast, Chorkor, Bonga). However, from the point of cost effectiveness and local acceptance (fitting within existing sociocultural habits), Chorkor and Bonga ovens achieved a relatively wider spread within the region. It should be noted that, besides the delivery of good quality product (which leads to increased earnings and availability of fish for consumption), FAO's emphasis was also put on protection of the environment (a stress on less fuelwood consumption, for example) and the health of processors. Fishing communities within the region are now well familiar with these two ovens.

Drying on raised racks and using mosquito mesh have been the main improvements brought into the drying technology. Solar dryers using plastic tents, developed to overcome the climatic uncertainties and prevent insect attacks during the drying process, though suitable to produce high-quality products, have not proved to be economically sound, thus justifying, to some extent, their low adoption by fishworkers.

The promotion of the use of ice in insulated containers has also been a main FAO activity within the region. Historically, this started in Guinea and Senegal, but it is now relatively well spread within the West African region. In fact, as fresh fish attracts the best price, trade in fresh products is increasing in importance for fishworkers. This is the main reason behind FAO's effort in ensuring wide access to cooling facilities by artisanal fishmongers. Hence, the current investigation in the use of ice-silo technology is amply justified and in the right direction.

- **study tours:** Fisheries officers as well as artisanal private operators have benefited from the study tours. The participants not only gained new knowledge and exchanged experiences, but also had an opportunity to make trade-related contacts. Through the study visits, FAO also encourages an interchange of expertise and technical information within the region, thus strengthening regional capabilities in fish technology research in Africa;
- **technical publications:** FAO has put out numerous technical papers and special reviews on various important aspects of fish technology of regional interest. Thus, extension tools such as audiovisual materials and commentary booklets, mainly for use by fisheries officers, have been developed. A series of practical guides to improved fish smoking, drying and salting as well as good fish handling practices have been published and used by fisheries extension officers.
- **training:** Workshops and training courses on aspects of fish technology and quality assurance that need attention are occasionally organized at national, subregional and regional levels. Some of these activities are undertaken in collaboration with national institutions, while others are carried out under the aegis of field projects. In some countries, for example, Senegal and Benin, the training courses were designed exclusively for artisanal fish processing and preservation, while in others, like Ghana, Gambia and Côte d'Ivoire, both artisanal and industrial/semi-industrial

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issues were tackled. This allowed interaction among operators of different fields of activity, and contributed to sharing ideas and views on collaboration in upgrading the artisanal fish delivery system.

- **support to microfinance system:** Since the lack or insufficiency of capital is a bottleneck in small-scale fisheries, FAO has set up actions to address funding of operations in the post-harvest sub-sector. Some support has been provided to establish institutional finance schemes and some lines of credit for funding fisheries activities, mainly through local private institutions.
- **collection and dissemination of market information:** Information on market trends and prices is made available through the FAO-INFO network (INFOPECHE in Africa).
- **advisory services:** In addition to its technical staff, FAO occasionally utilizes the services of highly experienced consultants, as needed, to provide advice, supervision and guidance on some selected research activities and implementation of the results.

The outcomes of these initiatives, which are not exhaustive, place FAO in a position to draw useful lessons.

LESSONS LEARNT FROM FAO SUPPORT TO FISH PROCESSING AND TRADE

The FAO, through its own projects and programmes, has provided development assistance and has been involved in the implementation and evaluation of investment projects meant for artisanal fishworkers within the region. However, many issues linked to this support need to be elaborated and made known to all interested stakeholders. These issues can be categorized into four types:

1. Technological

The review of technology transfer within the region showed that the full involvement of the community at an early stage of technology identification and development is the guarantee for its successful adoption. The actual appraisal of the beneficiaries' needs, as well as addressing them faithfully during the design and execution of activities, are key warranties to be ensured. One single illustration was that newly designed/constructed processing facilities that did not integrate this idea, have been abandoned (or sometimes not used at all): yet, they were supposedly "improved technologies".

It should also be kept in mind that what is "appropriate" in one country or a particular fishing site in the same country may not be so in another country or site. Thus, the laudable efforts to promote the Chorkor oven in the West African region revealed a need for its modification in countries like Senegal, Gambia, Guinea and Sierra Leone, where working habits and the presence of larger small pelagics (mainly *Ethmalosa fimbriata*) did not allow the adoption/acceptance of this type of kiln, though it was effective. This is why the Bonga oven is widely used in these countries.

To be effective and for good follow-up at the community level, an appropriate technology must be demonstrated well. In fact, in some cases, it was noted that the extension of a well-identified and designed technology failed, simply because the site selected for the facilities was not relevant.

It has been sometimes said that more value-added products (apart from dried, smoke-dried or fermented fish) should be produced by the artisanal fisheries sub-sector so as to increase the incomes of processors. There is definitely room for developing higher value-added fishery products. However, any development process should depend on

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the answer to a vital question for the sustainability of these products: Which product for which market? It should be recalled that almost 80 per cent of the artisanal fish landed goes for local consumption, and weak consumer purchasing power is a constraint to the marketing of such products.

2. Institutional

It is absolutely difficult to address the problem of the performance of small-scale fisheries without considering the vital issue of credit and micro-finance systems. In fact, financing for artisanal fisheries operations in West Africa has always fallen short of the demand and needs of the individual fishers and the community at large. There has been an increasing reluctance on the part of lending institutions to provide credit to the sector, mostly due to past experience of defaults and low repayment rates. Nevertheless, access to credit is a critical need for fishing communities. Experiences have also shown that women have the highest repayment rate. As they constitute more than 60 per cent of the post-harvest workers, the development of such services should not *a priori* be risky. Any mechanism to be put in place should, consequently, take into account this dimension of the credit issue in the processing and trade segment. This, however, implies that governments ascribe a certain level of priority to this sub-sector, and encourage private financial institutions and entrepreneurs to invest in such activities. Governments' support and political will are also most necessary in the cumbersome cross-border trade of fishery products. The current practices involving long and multiple administrative procedures, checks and police harassment do not favour the expansion of business.

One notable feature in the post-harvest sub-sector is the low involvement of NGOs; and when they do participate, many of them are weak.

3. Social

Without well-structured and organized fishing communities, no sound technology can be effectively transferred, nor reliable information, especially market information, flow adequately through the communities. In these cases, any fight for a professional cause rarely has a successful outcome. Professionalism is a must. Experience has shown that this process has been biased in most instances by the formation and mushrooming of opportunistic organizations, which, in fact, ignore what is expected of them. Besides, the mistrust and suspicious culture within communities hamper any collective initiative.

4. Economic

It has been noted that the level of acquisition and dissemination of marketing information is not enough to enable fair competition and access to more lucrative markets. Besides, it is unanimously recognized that the reason for the poor level of adoption of improved technology is linked, *inter alia*, to the weak exchange of information among countries on alternative solutions for local requirements, and the lack of information on costs, capacities and practical operational details. This has discouraged individual or collective purchasing. There is also a need to set up and strengthen an information network on market channels and improved distribution and trade, which will focus on price patterns, marketing opportunities, transportation costs, etc.

Improving the livelihood status of artisanal fishing communities requires that these points be taken into account in any support process related to post-harvest operations. ❀