Cotton from UEMOA

The White Gold from West Africa Conquering the World Market
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The West African Economic and Monetary Union (UEMOA)

The UEMOA: a successful synergy for sub-regional development

The West African Economic and Monetary Union (UEMOA) is an organisation aimed at the socio-economic development of its members countries. Founded in 1994, the UEMOA encompasses eight countries in West Africa.

With a high level of human and natural resources, the UEMOA area has a great economic potential and its location is favourable to the cultivation of several types of tropical cash and food crops.

Cotton sector, key economic hub in the sub-region

The white gold, cotton, has been cultivated for several generations and generates employment as well as direct and indirect income for more than 15 million people.

Cotton grown in the UEMOA area accounts for approximately 7% of world cotton exports and 6% of the world cotton growing area (2012/2013).

The cotton sector is expanding through an increasingly transparent governance of the sector, creating value addition along the value chain.

UEMOA area

- **Area**: 3.5 million km²
- **Population**: 104.7 million
- **Members countries**
  - Benin
  - Burkina Faso
  - Côte d’Ivoire
  - Guinea Bissau
  - Mali
  - Niger
  - Senegal
  - Togo
Cotton growing in the UEMOA

A green cotton for the benefit of economic and social development

African cotton is rain-fed cotton. Low pesticide use ensures a comparatively low polluting and hand picking preserves the intrinsic qualities of the cotton fibre. African cotton, thus, has a very low carbon footprint, thus protecting the biodiversity of the environment.

In the UEMOA, the cotton sector remains the main source of incomes for more than 15 million people, improving their living conditions, and employs around 70% of the labour force.

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The cotton sector is the engine of economic development in rural areas. It provides incomes for farmers to finance schoolbooks for children, medical treatments, as well as food and thus contributes substantially to food security and poverty reduction in the sub-region.

Moreover, cotton companies in West Africa maintain rural infrastructures, among others, and thus support indirectly food crop development.

Cotton growing areas and production trends

In the UEMOA, cotton is cultivated by small family-owned farms. Cotton growing areas increased and reached the highest levels in 2004-2006 before collapsing. The crisis that followed affected the cotton sector over the last years. Today, the cotton sector in the sub-region is reviving thanks to the sharp rise of world cotton prices.

<table>
<thead>
<tr>
<th>Country</th>
<th>2012-2013</th>
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<tr>
<td>Benin</td>
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<td>Mali</td>
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<td>Togo</td>
<td>122,000</td>
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<td><strong>Total</strong></td>
<td><strong>1,932,700</strong></td>
<td><strong>1,993,500</strong></td>
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</table>

Meeting between producers and ginners during the agricultural season

Cotton fields in Senegal
The cotton sector in the UEMOA

Promotion of research and development of new seed varieties

Through the promotion of research in seed variety development and technical and financial support provided to farmers on good agricultural practices, a potential yield of 1.5 to 2 tons of seed cotton per hectare, depending on the areas of production, could be reached. The current seed cotton yield is lower than 1 ton per hectare.

Classification and quality control

Seed cotton classification is undertaken by technical experts, followed by several visual and manual classification processes as well as technical quality control in the ginner (brightness, staple length, micronaire, stickiness). Around 20% of the production is instrument-tested.

Peak, average and expected seed cotton production in UEMOA’s members countries (tons)

In 2012/2013, the total seed cotton production by UEMOA’s members countries is around 1,784,000 tons.
African fibre: characteristics and values

Handpicked, African cotton keeps its authenticity and purity. African fibre ranks among the highest category of medium-long fibres.

African cotton is 100% rain-fed and its cultivation is non-polluting, as cotton plants grow in their natural environment, thus protecting the biodiversity. Fibres are parallel with little preparation as cotton is handpicked and ginning is done smoothly.

Medium characteristics of West-African fibre

- **Length**: the average length of the fibre is 1”1/8 with an upward tendency.
- **Strength**: in Africa, the fibre is one of the most resistant and tenacious. It can reach 32 g/tex.
- **Micronaire**: it ranges between 3,8 to 4,2.
- **Uniformity**: the average value is 80%.

More than 80% of UEMOA’s fibre is classified as higher grades

- The use of modern methods, taking into account the global development and local environment, improves each year the growing, harvesting and ginning techniques to obtain a better fibre in terms of quality and quantity.
- African fibre is ideally suited for the production of fine combed yarns.
West African cotton marketing sales types
(2012/2013)

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<tr>
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</tbody>
</table>
The quality approach: towards zero contamination

All cotton stakeholders involved in quality improvement

All stages from sowing to export, including harvesting, storage, classification, packaging and handling, are addressed to reduce seed cotton as well as lint cotton contamination in order to become more competitive in international markets.

Training and awareness of producers

Through the projects financed by the European Union and the CFC in UEMOA’s member countries, farmers are aware and trained on good agricultural and harvesting practices to ensure harvesting and storage with no or low contamination levels.

Quality certification

In Senegal, SODEFITEX is certified ISO 9001 2008 version since 2005, and in Mali CMDT is about to be certified, showing that African cotton companies are working actively to remain competitive on the international market.
Cotton ginning in the UEMOA

Ginning outturn in the UEMOA

At ginnery level, all technical measures are taken to preserve the quality of the fibre during the ginning process:

- **Ginning outturn**: 41% to 43%
- **Agro-industrial yield (lint cotton)**: around 400 kg per hectare

Ginning factories are equipped with saw gins in the UEMOA region

Ginning factories and capacity in the UEMOA

<table>
<thead>
<tr>
<th>Country</th>
<th>Number of factories</th>
<th>Capacity (Tons)</th>
<th>%</th>
</tr>
</thead>
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<tr>
<td>Benin</td>
<td>19</td>
<td>612,500</td>
<td>23</td>
</tr>
<tr>
<td>Burkina Faso</td>
<td>19</td>
<td>688,000</td>
<td>26</td>
</tr>
<tr>
<td>Côte d’Ivoire</td>
<td>14</td>
<td>530,000</td>
<td>20</td>
</tr>
<tr>
<td>Mali</td>
<td>17</td>
<td>575,000</td>
<td>21</td>
</tr>
<tr>
<td>Senegal</td>
<td>5</td>
<td>65,000</td>
<td>2</td>
</tr>
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<td>Togo</td>
<td>6</td>
<td>205,000</td>
<td>8</td>
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<tr>
<td><strong>Total UEMOA</strong></td>
<td><strong>80</strong></td>
<td><strong>2,675,500</strong></td>
<td><strong>100</strong></td>
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</table>

Advantages of UEMOA’s cotton companies to sell in international markets

- Cotton ginning and classification undertaken by experts
- West African fibre quality meets the main requirements of spinning factories
- Capacity building and enhanced knowledge of producers and ginners through training, clients feedbacks, and interaction with the main world cotton consuming-importing markets

Cotton bales in a ginning factory before commercialization
Lint cotton marketing

Lint cotton exports

In the UEMOA, lint cotton is commercialised as follows:

- Sales by tender
- Sales over-the-counter
- Sales to traders
- Direct sales to spinners

Lint cotton is generally sold in Euro per kg at fixed-term price and FOB (Free on Board) terms.

The fixed parity rate euro/FCFA eliminates the exchange risk for economic operators (1 € = 655,957 FCFA)

Shipment to international markets is done through the ports of Dakar (Senegal), Abidjan (Côte d’Ivoire), Lomé (Togo) and Cotonou (Benin).
Cotton-textile sector in UEMOA

The « Agenda coton-textile » of the UEMOA

The strategic objective of the "Agenda coton-textile" is to process one quarter (25%) of lint cotton production by 2020, with direct and indirect effects expected in terms of value addition and jobs creation.

Among the 46 spinning factories existing in the UEMOA area in 2003, around 10 are operational and 2% of lint cotton produced in the sub-region is processed locally.

From cotton to textile: modern technologies and institutions

Spinning factory FILSAH in Burkina Faso

FILSAH processes around 3% of lint cotton produced in Burkina Faso. Funded in 1997, the factory is equipped with an advanced spinning technology with a capacity of 5,400 tons of lint cotton per year.

CERFITEX in Mali

The Research and Training Center for the Textile Industry (CERFITEX), equipped with modern laboratories and workshops, provides training and research on textile industry development (spinning, weaving, dyeing, and textile metrology).

CERFITEX is the regional hub and the reference center in research and development for the textile industry in West and Central Africa.
National marketing sales types

<table>
<thead>
<tr>
<th>STANDARD 0</th>
<th>STANDARD 1</th>
<th>STANDARD 2</th>
<th>STANDARD 3</th>
<th>STANDARD 4</th>
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<td>ZANA/C</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>BATI</td>
</tr>
</tbody>
</table>

Production and ginning capacity

- **Ginning season**: December-April
- **Sales period**: sales in advance from December to June
- **Number of ginning companies**: 10
- **Number of ginning factories**: 19
- **Total ginning capacity**: 612,500 tons
- **Number of ginning factories by company**:
  - SODECO : 10
  - ICA : 5
  - SEICB: 1
  - L.C.B : 1
  - SBTC : 1
  - MCI:1
- **Company in charge of cotton marketing in Benin**: SONAPRA

<p>| | | |</p>
<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td>Seeded cotton</td>
<td>Lint Cotton</td>
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</tr>
<tr>
<td>Average production (2007-2011)</td>
<td>194,308</td>
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<td>Peak production (2007/2008)</td>
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<td>Production 2012/2013</td>
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</tr>
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<td>Previsions 2013/2014</td>
<td>306,680</td>
<td>131,000</td>
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</tbody>
</table>

Contacts

- **SONAPRA (Société Nationale pour la Promotion Agricole)**
  Siège Social Cotonou, Zone Industrielle Akpakpa, PK3, Route de Porto-Novo 01BP933
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  Email : info@ica-groupe.net

- **SBTC (Société Sino-Béninoise de Transformation du Coton S.A.)**
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  Tel (+229) 21.33.16.20/95.65.42.59/42.56
  Fax :(+229) 21.33.28.26
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  Tel : (+229) 21.15.41.15
  Email : seicbdg@yahoo.fr
Burkina Faso

National marketing sales types

<table>
<thead>
<tr>
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<td>VOTA</td>
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</table>

Production and ginning capacity

- **Ginning season**: November – April
- **Sales period**: sales in advance
- **Number of ginning companies**: 3
- **Ginning capacity**: 688,000 tons
- **Number of ginning factories**: 19
- **Number of delinting factory**: 1
- **Number of ginning factories by company**:
  - SOFITEX : 15
  - SOCOMA : 3
  - FASO COTON : 1

<table>
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<tr>
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<th>Seed cotton</th>
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<td>Average production (2007-2011)</td>
<td>384,404</td>
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</tr>
<tr>
<td>Peak production (2007/2008)</td>
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</tr>
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<td>Production 2012/2013</td>
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<tr>
<td>Previsions 2013/2014</td>
<td>703,000</td>
<td>295,000</td>
</tr>
</tbody>
</table>

Contacts

- **SOFITEX (Société Burkinabé des Fibres Textiles)**
  Accrédité COFRAC selon la norme ISO/CEI
  17025 Sous le N° 1-5133
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  Website: www.socoma.net

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  Email: unpcb@fasonet.bf
  Website: www.unpcb.org
Côte d'Ivoire

National marketing sales types

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</table>

Production and ginning capacity

- **Ginning season**: Novembre – April
- **Sales period**: sales in advance
- **Number of ginning companies**: 6
- **Total ginning capacity**: 555,000 tons
- **Number of ginning factories**: 14
- **Number of ginning factories by company**:
  - CIDT: 4
  - IVOIRE COTON: 4
  - CO.I.C: 3
  - SICOSA/DOPA/SECO: 3 (1 by company)

Contacts

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  Fax: (+225) 20 22 68 44 / 20 33 90 86
  Email: sicosa@aviso.ci

- **COIC SA**
  BP 193 Korhogo
  Phone: (+225) 36 85 07 36
  Fax: (+225) 36 86 29 49
  Email: yebewognon@aviso.ci

- **SECO (Société d’Exploitation Cotonnière d’Ouangolo)**
  Abidjan-Port-Bouet, Boulevard de VRIDI
  15 Boîte Postale 300 Abidjan 15
  Phone: (+225) 21 21 89 89
  Fax: (+225) 21 21 89 90
  Email: outadmin@olamnet.com

Regulation bodies and associations

- **INTERCOTTON (Association Interprofessionnelle de la Filière Coton)**
  17 B.P. 988 Abidjan
  Phone: (+225) 22 51 05 33
  Fax: (+225) 22 51 05 34
  Email: intercot@aviso.ci/info@intercoton.org
  Website: www.intercoton.org

- **Conseil du Coton et de l’Anarcade**
  Phone: (+225) 22 52 75 80
  Fax: (+225) 22 52 75 85
  Email: support@conseilcotonanarcade.ci
  Website: www.conseilcotonanarcade.ci
National marketing sales types

<table>
<thead>
<tr>
<th>STANDARD 0</th>
<th>STANDARD 1</th>
<th>STANDARD 2</th>
<th>STANDARD 3</th>
<th>STANDARD 4</th>
</tr>
</thead>
<tbody>
<tr>
<td>SARAMA</td>
<td>JULI</td>
<td>LIBA</td>
<td></td>
<td>BATA</td>
</tr>
<tr>
<td>JULI/S</td>
<td>KATI</td>
<td>KOLA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>NERE</td>
<td>KATI/C</td>
<td>LIBA/C</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Production and ginning capacity

- **Ginning season**: Mid-October/Mid-March
- **Sales period**: sales in advance
- **Number of ginning companies**: 1 being privatized (4 subsidiaries: North-East; South; Centre and West and Cotton Classification Office -OCC)
- **Total ginning capacity**: 575,000 tons (in 150 days)
- **Number of ginning factories**: 17

<table>
<thead>
<tr>
<th>Year</th>
<th>Seed cotton</th>
<th>Lint Cotton</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average production (2007-2011)</td>
<td>296,101</td>
<td>124,784</td>
</tr>
<tr>
<td>Peak production (200/2004)</td>
<td>620,000</td>
<td>259,724</td>
</tr>
<tr>
<td>Production 2012/2013</td>
<td>450,000</td>
<td>191,625</td>
</tr>
<tr>
<td>Previsions 2013/2014</td>
<td>440,000</td>
<td>185,000</td>
</tr>
</tbody>
</table>

Contacts

- **CMDT (Compagnie Malienne pour le Développement des Textiles)**
  101, Avenue de la Marne, BP: 487 Bamako
  Phone: (+223) 20 21 79 19/20 21 72 80/20 21 24 62
  Fax: (+223) 22 18 142
  Marketing department
  Phone: (+223) 20 21 05 05
  Fax: (+223) 20 21 95 32
  Email: cmdt@cmdt.ml
  Website: www.cmdt.ml

![Ginning factory of CMDT](image)
Senegal

National marketing sales types

<table>
<thead>
<tr>
<th>STANDARD 0</th>
<th>STANDARD 1</th>
<th>STANDARD 2</th>
<th>STANDARD 3</th>
<th>STANDARD 4</th>
</tr>
</thead>
<tbody>
<tr>
<td>SIGAL/S</td>
<td>SIGAL</td>
<td>TAMA/SAVAL</td>
<td>SEVE/MAKO</td>
<td></td>
</tr>
</tbody>
</table>

Production and ginning capacity

- **Ginning season**: December-March
- **Sales period**: sales in advance
- **Number of ginning companies**: 1
- **Ginning capacity**: 65,000 tons
- **Number of ginning factories**: 5

<table>
<thead>
<tr>
<th></th>
<th>Seed cotton</th>
<th>Lint Cotton</th>
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</thead>
<tbody>
<tr>
<td>Average production</td>
<td>28,190</td>
<td>11,896</td>
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<tr>
<td>(2007-2011)</td>
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<tr>
<td>Peak production</td>
<td>52,610</td>
<td>21,860</td>
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<tr>
<td>(2007/2008)</td>
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<tr>
<td>Production</td>
<td>32,250</td>
<td>13,630</td>
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<tr>
<td>2012/2013</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Previsions</td>
<td>32,000</td>
<td>13,600</td>
</tr>
<tr>
<td>2013/2014</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Contacts

- **SODEFITEX (Société de Développement et des Fibres Textiles)**
  Certified ISO 9001 version 2008 - Certificat BVQI "169919"
  Fair Trade trader certified by FLO-Cert n° 3274
  Organic cotton trader certified by Ecocert n° 2119SN05001f
  Postal Address: BP 3216 Dakar-Senegal
  Km 4,5 Bd du Centenaire de la Commune de Dakar
  Phone : (+221) 33 88 97 950 - Fax : (+221) 33 83 20 675
  Email: dq@sodefitex.sn /
  Website: www.sodefitex.sn
  Facebook: https://www.facebook.com/sodefitex
  Twitter: https://twitter.com/sodefitex

- **FNPC (Fédération Nationale des producteurs de Coton)**
  Quartier Saré Guiléle
  BP : 172 Tambacounda-Sénégal
  Phone/Fax : (+221) 33 98 15 424
  Email: fnpc@orange.sn

Cotton bales stored at the ginning factory

All cotton bales from Senegal are 100% made of cotton
National marketing sales types

<table>
<thead>
<tr>
<th>STANDARD 0</th>
<th>STANDARD 1</th>
<th>STANDARD 2</th>
<th>STANDARD 3</th>
<th>STANDARD 4</th>
</tr>
</thead>
<tbody>
<tr>
<td>OTI ALTO/S</td>
<td>ALTO</td>
<td>TANGO OGOU</td>
<td>TOLE BUTO</td>
<td>LAGO</td>
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</tbody>
</table>

Production and ginning capacity

- **Ginning season**: November – March
- **Sales period**: sales in advance
- **Number of ginning companies**: 1
- **Total ginning capacity**: 205,000 tons
- **Number of ginning factories**: 6

Contacts

- **NSCT (Nouvelle Société Cotonnière du Togo)**
  BP 219 Atakpamé Togo
  Phone: (+228) 24 40 01 53/ 24 40 02 01
  Email: nsct_dgat@togo-imet.com
  Lomé : BP : 3553, Lomé-Togo
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  Fax: (+228) 24 40 00 33
  Marketing Department
  Phone: (+228) 22 21 05 39
  Fax: (+228) 22 22 49 53
  Email: nsct_dglm@togo-imet.com
  nsct_celcom@yahoo.fr

<table>
<thead>
<tr>
<th></th>
<th>Seed cotton</th>
<th>Lint Cotton</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average production</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(2007-2011)</td>
<td>41,330</td>
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<tr>
<td>Peak production</td>
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<td></td>
</tr>
<tr>
<td>Production</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2012/2013</td>
<td>80,700</td>
<td>33,940</td>
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<tr>
<td>Previsions</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2013/2014</td>
<td>69,870</td>
<td>28,990</td>
</tr>
</tbody>
</table>
Major contacts

This brochure was elaborated jointly by the Union Economique et Monétaire Ouest Africaine (UEMOA) and the International Trade Centre (ITC), in collaboration with the main representatives of cotton associations and companies in the sub-region.

For any inquiries, please contact the following persons below:

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Sponsored by:

European Union

ACP Secretariat