SOUTH-SOUTH COOPERATION CAPACITY BUILDING FOR COTTON FARMERS AND GINNERS

TURKEY, 4 - 8 OCTOBER 2010
Mention of firm names and commercial products does not imply the endorsement of ITC.

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Report and Pictures by: Cynthia Zijlstra-Adriano, ITC
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Cover photo: African cotton producers presenting samples at the Izmir Mercantile Exchange

Project INT/75/24E
Introduction

Within the framework of ITC cotton development activities and under the EC All ACP Commodity Programme, the International Trade Centre organized a Capacity Building training seminar in Turkey for East and Southern African countries of Tanzania, Uganda and Zambia. The event was organized in close collaboration with the Aegean Textiles and Raw Materials Exporter’s Association from 4 to 8 October 2010.

ITC led a delegation composed of 10 cotton stakeholders from the government, ginning and farming sectors in Tanzania, Uganda and Zambia. The study group also included two representatives from the CRDB Bank of Tanzania, who fully financed their trip to Turkey.

The mission was implemented through the following objectives:

- Gain understanding of how Turkish farmers and ginners are organized and work together;
- Gain knowledge on Turkish cotton cultivation and ginning;
- Gain knowledge on cotton crop improvement (farming techniques and seed improvement);
- Gain understanding of the prospects and procedures for lint exports to Turkey.

Mr. Sebahattin Gazanfer, ITC national consultant provided technical support and organized the programme, under the supervision of Mr. Matthias Knappe, Programme Manager for Cotton, Textiles and Clothing (ITC).

Ms. Cynthia Zijlstra-Adriano, Research Assistant (ITC) facilitated the training event and prepared this brochure.

The European Commission provides financing to the ITC Cotton Programme under the EU All ACP Agricultural Commodities Programme.

Turkey has a long history of cooperative movement and many cotton farmers are organized in cooperatives. This method of organization allows for obtaining efficiencies in financial services, training, technical support, seed growing, cotton purchasing, ginning and processing, etc. In addition, there is close collaboration between cotton growers and ginners and government support of agricultural research institutions aimed at improving efficiencies. The Turkish experience may serve as a guide for African countries such as Tanzania, Uganda and Zambia, who face many challenges to produce and export cotton.
**Participants**

Group picture taken at Tariş Söke with participants, Cooperative Managers and ITC staff.

<table>
<thead>
<tr>
<th>TANZANIA</th>
<th>UGANDA</th>
<th>ZAMBIA</th>
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<tbody>
<tr>
<td>Mr. Jones BWAHAMA</td>
<td>Mr. Richard PARWOT</td>
<td>Mr. Danford SIMUJIKA</td>
</tr>
<tr>
<td>Zonal Director</td>
<td>Executive Director</td>
<td>Programme Officer</td>
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<tr>
<td>Tanzania Cotton Board</td>
<td>National Cotton Farmers Federation</td>
<td>Cotton Association of Zambia</td>
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<tr>
<td>Mr. Mohamed SHARIF</td>
<td>Mr Frederick ITUNGULU</td>
<td>Mr. Keith HASIMUNA</td>
</tr>
<tr>
<td>Director</td>
<td>Ginning Engineer</td>
<td>Executive Committee Member</td>
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<tr>
<td>Birchand Oil Mills Ltd.</td>
<td>Cotton Development Organization</td>
<td>Cotton Association of Zambia</td>
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<tr>
<td>Mr. Jackson Nyanda MILIGWA</td>
<td>Mr Karl-Mark OBOTE ACELAM</td>
<td>Mr. Komani NG’AMBI</td>
</tr>
<tr>
<td>Tanzania Cotton Growers</td>
<td>Chairman</td>
<td>Executive Committee Member</td>
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<tr>
<td>Association (TACOGA)</td>
<td>East Acholi Co-operative Union Ltd.</td>
<td>Cotton Association of Zambia</td>
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<tr>
<td>Mr. Issac Joseph MASUSU</td>
<td>Mr Adam BWAMBALE</td>
<td></td>
</tr>
<tr>
<td>Senior Relationship Manager</td>
<td>Secretary Manager</td>
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<tr>
<td>CRDB Bank</td>
<td>Nyakatonzi Growers Co-operative Union Ltd.</td>
<td></td>
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<tr>
<td>Mr. Mathew Aloyce KERETI</td>
<td></td>
<td></td>
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<tr>
<td>Relationship Manager</td>
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<tr>
<td>Trade Finance, CRDB Bank</td>
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**Associations and Companies visited in Turkey**

- Aegean Textiles and Raw Materials Exporters’ Association
- İzmir Mercantile Exchange
- Agricultural Credit Coop of Söke
- Tariş Söke Cotton Cooperative
- Tariş Torbali Ginneries and Warehousing
- Koçarlı and Özaltın Cotton Seed Breeding and Delinting Factory
- Nazilli Cotton Research Institute
- Torbali Çetineller Group
- Çukobirlik Cotton Cooperatives in Yemişli
- ProGen/Özbugday Seed Plant and Seed Biotechnology
Meeting with the Aegean Textiles and Raw Materials Exporters’ Association - Izmir

The participants gained insight into Turkish cotton imports and exports and progress on cotton standardisation work. They learned how the Aegean Textiles and Raw Materials Exporters’ Association acts as a bridge between the private sector and governmental bodies and how education through seminars and courses are provided. The African delegations presented an overview of their respective cotton sectors to input providers and had bilateral meetings with them.

The visit of the African Delegation to the Aegean Exporters’ Association received coverage in the Turkish Press.

(Right) Vice-Chairman of the Aegean Exporters Association, Mr Jak Eskinazi, welcomes the participants and highlights the importance to strengthen Africa-Turkey cooperation

In her overview presentation, Ms Çigdem Önsal, Director of textiles and apparel presents the main functions and activities of the Aegean Exporters Association

(Right) Regional Deputy Director, Mr Ilyas Akyıldız provides a comprehensive presentation on progress in the classification and standardization of Turkish cotton

Participating delegates introduce themselves, their areas of interest and priorities in the training programme.

(Right) Spokesman for the African Delegation, Mr Richard Parwot extends a hand of friendship and invites Turkey to come and invest in Africa. He said “There are approximately 2 million hectares of so far unused land”.
Delegate presents an overview of the cotton sector in Uganda, followed by presentations from Zambia and Tanzania

Outcome of the bi-lateral meeting

The National Cotton Farmers Federation from Uganda has shown interest in importing the following machines:

- A cotton cleaning and single roller gin that is used in Turkey for testing cotton and determining the degree of waste;
- Laboratory equipment for tissue culture.

Visit of the Izmir Mercantile Exchange (IME)

Live trading of lint and price determination was observed at the cotton pit of the IME. African cotton samples brought by the participants were viewed and tested by the brokers at the IME.

A meeting was also held between members of the Cotton Ginners Professional Committee and African stakeholders, during which the participants raised questions on ginner-farmer relationships and cotton pricing systems. Samples of African cotton were presented to Turkish traders.
Participants meet with Turkish cotton traders and engineers at the Izmir Mercantile Exchange

Visit of the Agricultural Credit Cooperative - Söke

Cooperative unions provide agricultural inputs to their members, access to finance, buy and market their cotton.

Group photo with participants and members of the agricultural credit cooperative

(Right) Credit Cooperative Manager explains how the cooperative works, financing methods, share of profits, different buying prices, etc.

Visit of the Tariş Cotton Cooperative - Söke

Tariş cotton cooperative is one of the largest cooperatives in Turkey. The cooperative has 5000 cotton growers as members, provide fertilizers and sell seeds to the growers. Tariş is also one of the leading agricultural sales cooperative unions in the campaign against contamination. The participants learned that there is a regulation in Turkey to minimize contamination through the compulsory use of cotton picking bags.

Participants share views of challenges faced in their countries with regard to production, ginning and problems facing cooperative management

Participants exchange contact information with Mr. Mehmet Ramazam Karayel, Manager of Tariş Söke Cotton Cooperative
Participants observe seed cotton warehousing and mechanization facilities

A mechanical shovel is used to heap cotton onto a container

Saw-ginning processes

A participant inspects the fibre quality of saw-ginned cotton

Participant from Tanzania shows interest in a modern baling machine

Mechanically-harvested seed cotton containing foreign matter

A device is used to detect moisture content in seed cotton

Pre-cleaning methods and calculation of ginning out-turns to determine the actual price. Cotton samples are weighed, ginned and weighed again

**Visit of the Özaltin Group – Koçarli**

The participants visited the Özaltin group to observe ginning and delinting processes.

Participant inquires about suppliers of delinting and separator machines

Participants observe roller ginning processes and compare fibre qualities
The Nazilli Cotton Research Institute has bred 38 cotton varieties with yields ranging from 3-6 tons per ha. Participants observed improvements in seed quality and yield at the research station, as well as methods of how information is collected on experimental cotton varieties with improved yield per hectare and resistance factors. The use of cotton quality testing machines and analysis methods were also demonstrated.
The African countries would like to establish contacts with researchers to improve local cotton cultivation.

The Assistant Director of the Institute presents strategies for inter-cropping.

Group photo of participants and members of the Nazilli Cotton Research Institute.

Outcome of the meeting

- The Nazilli Cotton Research Institute offered to send their scientists to Africa to help improve on cotton cultivation.

Visit of the Torbali Ginneries and Warehousing – Aydin

A visit to the Torbali Ginneries and Warehousing Company was made.

Tanzanian banker takes note of ginning machine specifications

Inspection of a bale press

Cotton bales ready for export

Visit of the Çukobirlik Mihmandar Cooperative – Adana

The Çukobirlik Cotton Cooperative provides services to 34 cooperatives and 65,000 shareholders, from planting to marketing the products. Çukobirlik operates >370,000 tons of seed cotton and has a warehousing capacity of 150,000 tons. The participants witnessed the open-air warehousing facilities, and measurements of ginning outturn. After the Cooperative, the cotton fields of Yemişli were visited.

Participants observe mechanically-harvested cotton on a truck weigh bridge

The cooperative manager records the weight of the truck

Seed cotton is being transported to the warehouse
Participants observe pre-cleaning of seed cotton

Bales ready for export at the warehouse.

### Visit of the Özbuğday/ProGen Group – Antakya

A visit was made to the ProGen Research Laboratories in Antakya, which is focussed on the development of new, productive and high quality seeds of cotton, corn, wheat and soybean. Within the last 15 years, ProGen has registered more than 30 varieties of plants that are adapted to different regions, climates and soil conditions including storm resistance and drought tolerance varieties. As the major constraint facing farmers and ginners in Africa is low yield, the participants saw a grand opportunity of having high yielding Turkish cottonseed varieties to be researched and introduced to the farmers in their respective countries.
Cotton quality testing equipment  Ginning machine for pre-cleaning cotton  Extruding and extraction of cotton oil with a press

Discussion of possible partnerships with African countries  Group photo with the President of ProGen Seeds, Mr. Ali Özbüğday (fourth from left)

Outcome of the meeting

- A meeting with the President of ProGen Research and Development Institute resulted in a proposal to initiate a study to determine which cotton varieties would thrive best in Africa, as well as training in the seed system.
### Lessons learned and follow-up activities

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<tr>
<th>LESSONS LEARNED</th>
<th>FOLLOW UP</th>
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<tr>
<td><strong>COTTON QUALITY AND PRODUCTION</strong></td>
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<tr>
<td>- Cotton production can be increased by using high-yielding and disease-resistant varieties</td>
<td>- Follow-up with Turkish public and private sector cotton research institutes to investigate cotton varieties adapted to African conditions</td>
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<td>- Introduce a study to determine which cotton varieties would thrive best in Africa. Disseminate the results</td>
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<td>- Develop a short training programme on the development of a seed system, together with ProGen. Subsequently, provide the training in interested countries, willing to cost-share activities.</td>
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<tr>
<td>- Cotton production can be increased by advanced crop husbandry and mechanized farming</td>
<td>- Provide training for farmers on improving crop growing and crop rotation</td>
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<td>- Develop blocks of land sufficiently large for mechanized farming (5-100 hectares)</td>
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<td>- The importance of quality control at every step of the production process</td>
<td>- Establish national cotton quality standards</td>
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<td>- Improve quality control programmes and strategies</td>
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<td>- Improve cotton storage conditions</td>
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<td>- Improve on training programmes</td>
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<td>- Adapt measures to reduce cotton contamination at farm and gin levels.</td>
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| **PRODUCTIVITY AND ORGANIZATION** | |
| - Government involvement and policies actively support national cotton and textiles industry | - Lobby with government institutions to support the cotton industry and partner with research institutes |
| - Cooperatives improve the efficiency and competitiveness of cotton producers | - Create and re-design existing cooperatives to provide common services, such as training, finance, insurance, procurement of fertilizers, pesticides, harvesting equipment, etc. |
| - Cooperatives can facilitate obtaining government support | - Create linkages between Turkish and African cotton cooperatives |
| - Turkey has a Commodities Exchange market where price is determined by open-outcry methods | - Investigate the possibilities of creating cotton mercantile exchanges in Africa. |