



International Trade Centre
UNCTAD / WTO

**IMPROVING COMPETITIVENESS OF AFRICAN COTTON
PRODUCERS AND EXPORTERS THROUGH
SOUTH-SOUTH COOPERATION
2007**

The Development partner for Export Success



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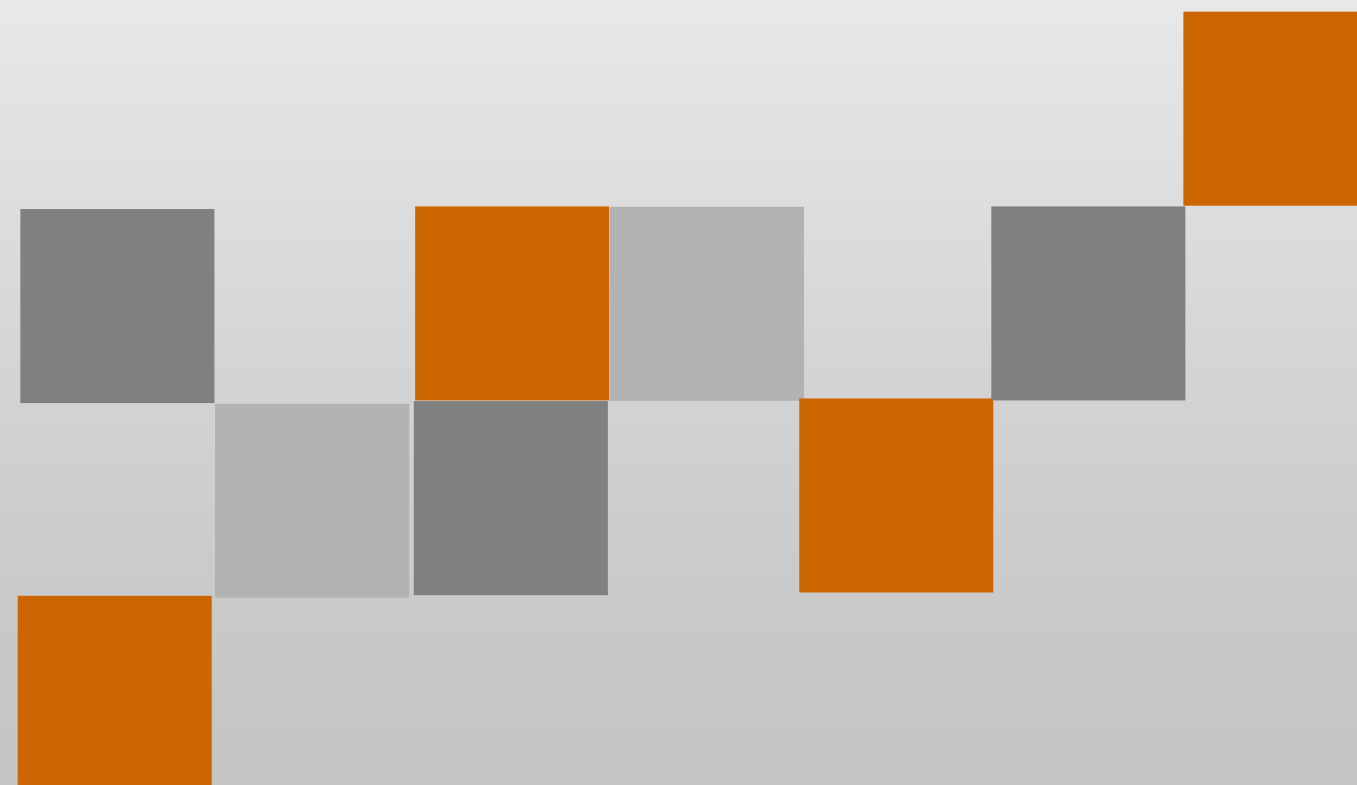
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SOUTH-SOUTH COOPERATION TRAINING SEMINAR BETWEEN INDIA AND WEST AFRICAN COUNTRIES

16-30 June 2007, Coimbatore, India



The training was jointly implemented with the South India Textiles Association (SITRA), the Ministry of Textiles (MoT) and ITC. The Indian Technical and Economic Cooperation (ITEC) programme sponsored the participation of 26 African representatives.

Participants acquired a sound insight of the Indian cotton sector and the success factors behind the Indian cotton boom. Moreover, they understood the market requirements in order to enter this market. The diversity of activities covered allowed participants to understand that the final quality is determined by every step in the value chain, starting from the use of appropriate seeds for cultivation to bale, packaging and transportation.



The training programme was a valuable opportunity to establish contacts throughout the value chain.

SOUTH-SOUTH COOPERATION TRAINING SEMINAR BETWEEN CHINA AND WEST AFRICAN COUNTRIES

20 July - 20 August 2007, Shijiazhuang, China



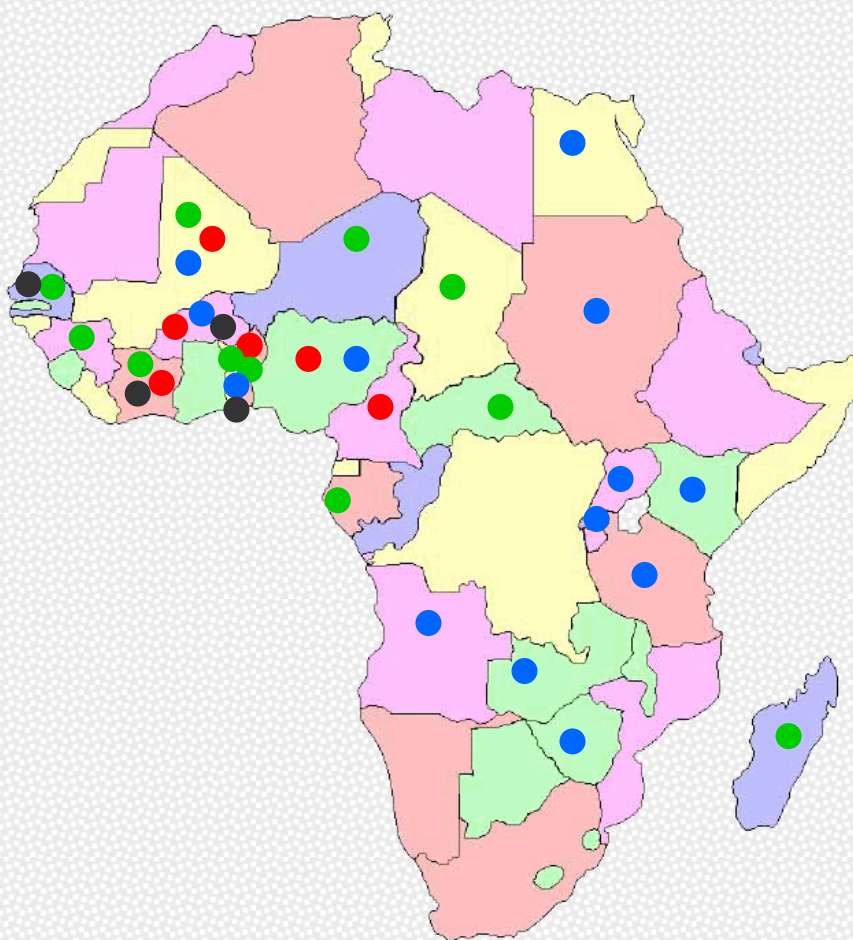
The training was jointly implemented by the Chinese Ministry of Commerce (MOFCOM), the Hebei Academy of Agricultural and Forestry Sciences and ITC.

26 African representatives from 11 countries participated. Chinese technology and know-how related to high-yielding cotton cultivation techniques were transferred to Africa.

New trade opportunities to increase African farmers' revenues were identified. African exporters promoted their cotton to Chinese spinning mills. A memorandum of understanding was signed between the Chinese Agricultural Research Academy and the Ministry of Agriculture of Madagascar for the introduction of new drought-resistant varieties.

Beneficiary countries

Angola, Benin, Burkina Faso, Burundi, Cameroon, Central African Republic, Chad, Côte d'Ivoire, Egypt, Gabon, Guinea, Kenya, Madagascar, Malawi, Mali, Niger, Nigeria, Senegal, Sudan, Togo, Uganda, Zambia, Zimbabwe



- India training seminar
- China training seminar
- Turkey business networking event
- Korea training seminar

SOUTH-SOUTH TRADE BETWEEN TURKEY AND AFRICA

19-24 October 2007, Izmir, Turkey

On the occasion of the 66th plenary meeting of the International Cotton Advisory Committee (ICAC), ITC made a presentation on competitiveness requirements in the cotton, textiles and clothing sectors and introduced the Cotton Exporters Guide.



The wide audience - more than 700 representatives from all over the world operating in the cotton sector - was an ideal target to disseminate information about ITC activities in the cotton sector.



Furthermore, in cooperation with the Izmir Mercantile Exchange, a business-networking event was organized between African cotton exporters and Turkish importers and spinners. Turkey is the world's second largest cotton importer, but Africa's import share remains limited.



The meeting increased awareness of Turkish importers on African cotton and opened a venue for South-South cooperation and trade in cotton. Several enterprises from Benin and Burkina Faso were requested to provide quotations to Turkish importers once back in their countries.

SOUTH-SOUTH COOPERATION TRAINING SEMINAR BETWEEN KOREA AND WEST AFRICAN COUNTRIES

8-22 November 2007, Daegu, Republic of Korea

The training was financed by the Korean International Cooperation Agency (KOICA) and implemented by the Korean Polytechnic College (KOPO) and ITC.

African participants obtained a clear understanding of Korea's cotton market requirements and prevailing business practices, import procedures and prices. They also improved their technical knowledge about value-addition possibilities for cotton based on Korean experiences and identified their competitive advantage and potential sales strategies for the Korean market.

Senegal, which is presently establishing a Textiles and Clothing-specific Trade Support Institution (TSI) for the sector, found the Korea Textile and Fashion Polytechnic (KTFP) a very good example to follow. Consultations with the Ministry of Commerce of Senegal were initiated to create a similar skills development institute in Senegal.

