



ESAP Newsletter

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Ethiopian Society of Animal Production

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LIVE ANIMAL MARKETING ALONG THE ETHIO-SUDAN BORDER

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INTRODUCTION

The Amhara National Regional State, rich in livestock resources, accounts for a quarter of the national total cattle populations and more than a third of the small ruminant populations. Results of CSA surveys show that, the total cattle population in Amhara Region amounts to 10.1 million heads, while the total live sheep enumerated amounts to 7.3 million; and the goat population to be 5.3 million (CSA, 2006). Thus the regional government in its recent comprehensive



Open sheep market in Sudan

Courtesy: Ato Yacob Aklilu

plan for agriculture (BoARD, 2004), has given particular attention to the development of this sector. The development plan for livestock thus is more than ever aimed at transforming the subsistence mode of production system into market oriented production

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EDITORIAL

Marketing information is vital to minimize information gaps and uncertainties that exist in the agricultural sector of a developing economy such as that of Ethiopia. It is much needed by farmers in planning production and marketing, and equally needed by other market participants in arriving at optimal trading decisions. The agricultural sector in Ethiopia is beset with a high degree of uncertainty due to the nature and structure of the production system, organization of the marketing system and natural hazards. Livestock Agriculture is characterized by a large number of small, scattered livestock farmers and marketing is still unorganized, with too many middlemen handling small number of livestock. Within such a structure, market information is deemed necessary to provide the right signal to participants. In fact, the existence and transmission of complete and accurate marketing information is the key to achieving both operational and pricing efficiency in the marketing system. Taking this into account this quarter's ESAP newsletter issue, has brought together different articles, projects and program reports focusing on livestock marketing within the Ethiopian context. And also recommendations on what should be done to extend marketing information to producers and consumers with out any discrepancy.

Enjoy Reading !

LIVE ANIMAL MARKETING . . .

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system and its implementation has begun in 2004. Accordingly, various extension efforts are made by governmental and NGO's to involve smallholder farmers in short-term fattening cycles.

Domestic and export markets along the Ethio-Sudan border have thus emerged as one of the destinations for a good part of such fattened animals in recent years. Similar to other agricultural products, trade in live animals has become an important economic activity in the Ethio-Sudan border, with livestock representing one of the highest valued agricultural commodities in the trade of both countries. This trade is further estimated to increase in the coming years fueled by the differences in the production system between the two countries and the recent increase in the average incomes of the Sudanese people. Some also allude to the collapse of livestock trade in and around the Darfur area of Sudan (Young, et. al, 2005) to be one of the driving forces for increased cross border trade with Ethiopia.

The current article therefore presents some information on the existing situation with regard to live animal marketing along the border with Sudan. Specifically, the paper explains recent trends in trade of livestock; identifies marketing constraints; and, suggests what needs to be done to improve the existing system.

MARKETING CHANNELS

Trade in live animals in the border Woredas of North Gondar Zone generally starts with the collection of animals from farm gates and village markets (i.e. primary or collection markets), then trekked to secondary larger markets (markets in towns near to the border) where animals are sorted into different classes based on condition and age, which later are drove to terminal outlet markets located on either side of the border. The traders participating in these markets also range from small farmers and local collectors, to big wholesale traders, exporters, and importers. Some of these mar-

kets operate daily, while others function only in selected days. Cattle bought in a certain market may change hands several times before they reach their final destination. Upon being bought by the Sudanese, a lot of the animals are said to reach not only Khartoum, but also far beyond markets in Egypt, and other Middle East countries.

TRADE VOLUMES

How many animals are traded through the border? First and foremost, it has to be made clear that this trade is unidirectional, from Ethiopia to Sudan only, and mainly involves cattle. According to a recent study undertaken as a collaborative effort between the Integrated Livestock Development Project (ILDLP), the Amhara Region Bureau of Agriculture (BoARD), and ILRI, the average number of animals legally being traded monthly has been steadily increasing from a little less than 500 heads of cattle in March 2005 to more than 4,000 heads in Sept, 2006 (Fig.1).

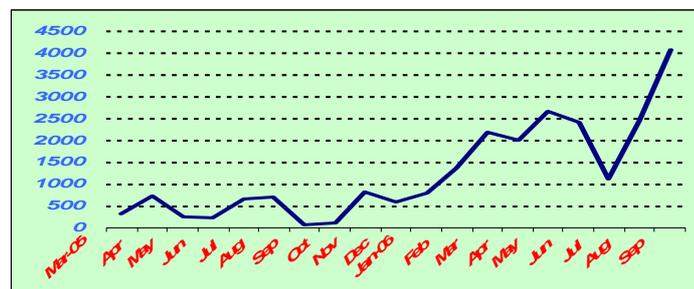


Fig 1: Monthly variation in number of cattle legally exported through Metema.

Source: Metema Livestock Quarantine Service (2006).

As to the type of animals exported cattle, mostly fattened bulls, predominate while goats and sheep are the next ones in descending order. The above figure, however, represents only the volume passing legally through the Metema Quarantine Checkpoint. Thus 20,251 cattle have been sold legally to Sudanese traders in the past 12 months from Oct 2005 to Sep 2006. The above-mentioned study on the other hand estimates that the ratio of legal exports to be only 40% of

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Successful Livestock Marketing

(Source: The Agriculture, Food and Rural Development Department of Alberta Government.)
Contributed by Fanos Mekonnen

To the wise livestock producer/marketer, marketing means more than just selling. Astute marketing involves the entire planning process required to produce, promote or merchandise and price a commodity. The first step in the marketing process is producing the type of that the livestock producer wants to produce. Of course, thought, the producer must produce the kind of animals that the market place wants. It is often a costly lesson to produce an animal that the market place doesn't particularly want. Other essential components of the production and marketing process include: estimating production costs, calculating cash flow needs, knowing what type and quality of animal has been produced and which buyers will be interested in that type of animal. A final, and equally important, step in the plan is evaluating the pricing and delivery alternatives. Once the final sale has been made, it's very important to review the marketing process to determine what worked well and what needs to be improved.

Steps to Livestock Marketing Success

1. Estimate costs

The first step involves accurately estimating costs of production and cash flow needs. This step is listed first because it is vitally import. Even though figuring costs and cash flow needs can be done at any time, it really is best to complete this step as early as possible.

By estimating both production costs and cash flow requirements, a producer can decide what type of animal to produce and when it will have to be sold to meet payment schedules. These estimates, along with price forecasts, should be used to determine how the animal will be marketed. A producer who knows his or her past production costs and future price forecasts, can also determine when to retain

female stock for breeding expansion or when to cull more heavily. Break-evens or production cost estimates are critical in setting a series of target prices that should be watched for in the changing market.

2. Gather market information, including market outlook

Following market trends and projected livestock prices helps a livestock producer decide what to produce in order to bring the greatest return. For example, deciding whether to sell weaned calves, yearlings or slaughter cattle depends upon the market outlook for each of these animals.

3. Know your product

The quality and type of livestock for sale must be assessed before a producer can seriously evaluate the various pricing and delivery alternatives. A producer



Courtesy: Ato Befekadu Alemayehu

that knows exactly what kind and quality of animal he or she has for sale, can contact buyers with the information they need. If there are premiums offered in the market for your type of cattle or other livestock, you will be better able to capitalize on them. Knowing your product also involves presenting them favorably. Sorting animals into lots of similar size and weight

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Successful Livestock. . . *Continued from page 3*

will make them more attractive to buyers. Selling clean and healthy animals helps in reassuring buyers they are paying for a quality product.

4. Set several target prices

Setting target prices is a big help in making livestock marketing decisions. However, a livestock producer can only set target prices by knowing actual or accurately estimated production costs. A marketer must also know what the market is paying, or is expected to pay. The level and timing of these target prices should be set based on quality market outlook information, cost of production figures and cash flow needs rather than expected profit levels. The advantage of setting several target prices rather than just one price allows a producer room to respond to changing market trends. Staying in touch with the market is crucial when trying to hit a target price.

5. Evaluate pricing and delivery alternatives

Producers should evaluate all available alternatives for pricing and delivering their livestock. Each alternative has specific features that may make it more suitable than another in certain circumstances. There are several livestock pricing choices available for any strategy. A forward contract offers a producer an opportunity to lock in a price for his livestock ahead of an expected sale date. Other alternatives are available for pricing livestock. They include open bids at auction markets, producer or breed association sales, video auctions, satellite and internet auctions, direct sales to packers, sales to livestock order buyers or using the futures market and a hedging strategy. Producers should keep their target prices in mind as they consider each pricing alternative. There are a variety of pricing methods for the market delivery alternatives listed above. These pricing methods determine such things as whether an animal is sold live or rail graded and whether it is sold with a pencil shrink or not. All aspects of a pricing agreement will have a direct influence on the final return a producer receives.

When evaluating marketing alternatives, producers should keep in mind how their animals will be delivered to the buyer and if this delivery method will influence the settlement price. The method of transport includes both the operating costs of the truck and the costs of lost weight or quality of the animals. These factors should be considered as producers decide how and where to have their livestock priced. Pricing and delivery decisions are typically made together when selling. The pricing decision will sometimes dictate what the delivery method will be. However, both pricing and delivery methods can often be negotiated when reaching a settlement price with a buyer. A producer, who knows production costs and cash flow needs, can better determine if the price being negotiated is suitable for the producer's business needs or personal profit goals. A producer, who knows current market conditions, can better determine if an offered price is reasonable for current conditions.

6. Stick to your plan

A livestock marketing plan involves all the steps listed above. Producers, who follow these steps, will have a thorough understanding of how their business is functioning. They will also have the confidence to stick to their plan as they watch the market change daily. Changing plans on the spur of the moment can be as bad as having no plan at all.

7. Evaluate your plan

All plans must be evaluated to determine what worked and what needs be improved on in the future. The need for evaluation also applies to the seven-step marketing plan. A producer, who looks back on livestock sales and how the returns received matched the needs of a business, will continue to learn more about what factors influence his operation. This learning process will provide opportunity for growth in the future. Marketing is more than just selling. For your farm to be a successful business, it must include marketing as part of the overall farm management operation.

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the total cattle sold to Sudan annually. This in other words means that an additional 6,000 cattle cross the border illegally each month. Thus the total number of cattle sold from Oct 2005 to Sep 2006, both legally and illegally would amount close to 52 thousand, of which around 32 thousand or 60% of total were sold illegally. Big fluctuations in volume traded are also observed between months, with numbers peaking during the wet season months and reach their lowest during crop harvest, as the need for cash is least. The majority of Ethiopian traders have been further found to operate both in the legal and illegal systems.

TRADE ROUTES

Which routes are more used in the above trade? Livestock are trekked or trucked to the Sudan border from the hinterlands of the highlands via different routes that pass through woredas within N/Gondar Administrative Zone. Apparently the Ethio-Sudan border is an extended border, of which a long portion of it borders the Amhara region. The cattle trade thus uses no less than five outlet points across the border presented in Fig 2 below. As per discussions with traders, the main outlets from the Ethiopian side are Metema Yohannes, Abdurafi, Shinfa and Abrehajira, while Galabat, Tiha, and Berekete Nur are the most important entry points on the Sudanese side.

Furthermore, of the above mentioned outlets, the sole exit for legal trading is the Metema port only, while Bereket Nur, Asira, and Tiha are mentioned as the predominant illegal doors. Legal trading is undertaken based on the bilateral agreement of the two countries which specifies the binding rule of the COMESA trade agreement. Moreover, a recently promulgated directive issued by the Amhara National Regional State Council, states that anyone participating in cross-border cattle trade on the Ethiopian side needs to be licensed, have quarantine certificate for his animals, and pay the necessary customs tax before passing the

Metema exit point.

WHY ILLEGAL TRADE?

As stated earlier, interviews with both government officials and traders indicate that the illegal cattle trade far outstrips the legal one. Thus, according to reports presented at a workshop held on this issue in Bahirdar, the main reasons motivating such illegal trade include:

Lengthy and bureaucratic governmental licensing, quarantine certification and customs procedures;

Unnecessary tariff of 400 birr per ox imposed by Sudanese authorities on animals imported via the legal route, while there is no tariff on illegal imports;

Absence of health certificate requirements by Sudanese officials for animals imported illegally;

Lack of necessary infrastructure, alternative domestic markets and abattoirs in the vicinity; and

Loose regulation and enforcement of laws, rules and foreign currency on the Ethiopian side.



Cattle Market in Western Shoa

Courtesy: Ato Befekadu Ale-

WHAT ARE WE LOOSING?

As per current standing procedures, any trader who wants to export cattle legally to Sudan is required to

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deposit in the bank an advance payment of 180 USD per head before passing the Metema checkpoint. The amount however is under-invoiced compared to current prices of fattened oxen, which range between 300 and 400 USD. Still taking the low value of 180 USD, coupled with the number of illegally exported cattle last year (32,000), the country is losing a minimum of 5.8 million USD in hard currency totally uncollected. If on the other hand we base our estimates on the average real price of 350 USD per ox, then the amount of foreign currency lost each year due to illegal trade would be close to 11.2 million USD. Moreover, there was an additional loss of 3.5 million USD due to under-invoicing the value of legally exported cattle. All in all therefore in the year to Sep 2006, Ethiopia may have lost close to 15 million USD in its cross-border cattle trade with the Sudan. This roughly translates to around 130 million Eth. Birr, which is almost equal to the total revenue the country received from the 8 thousand ton meat exported to Middle East countries in 2005. Depletion of genetic resources, flourishing of parallel black markets, and inequitable returns for smallholder farmers are also additional negative side effects of the trading system.

WHAT NEEDS TO BE DONE?

According to resolutions passed by participants of the

B/Dar workshop, officials of both Federal and Regional government institutions need to take several urgent steps in order to curb the above lopsided situation. Major ones among these include:

1. Streamline working rules and procedures

- ⇒ Revamp licensing requirements and procedures
- ⇒ Review and improve existing quarantine services
- ⇒ Evaluate current advance payment system to overcome under invoicing
- ⇒ Assess and improve existing working modalities of the Customs Authority
- ⇒ Periodically Monitor and Evaluate performance of the cross-border trade.

2. Improve infrastructure and services

- ⇒ Speedy construction of the modern quarantine stations planned for Gondar and Metema
- ⇒ Establish alternative domestic markets to serve the source areas
- ⇒ Encourage meat processing investments to be set up in the vicinity
- ⇒ Launch a viable market information system



Pastoralists and commercial Livestock trade
A case from the Borana Plateau



The Borana pastoralists have been traditionally viewed by development experts as unwilling, or unable, to significantly engage in commercial livestock trade. It has been also observed in the last several decades that animal sales have little or no role in regulating the cattle population on the Borana Plateau. Many social, economic, ecological, and policy factors have been cited as constraints that limit commercial live-

stock trade among the Borana pastoralists. However, as human populations grow and per capita supply of milk declines in rangeland areas, it has been postulated that traditional pastoral production system will increasingly be unable to fully support growing human populations, and hence pastoralists like the Boran will be forced to engage in more commercial livestock activity simply to increase human carrying capacity

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Pastoralists and . . .*Continued from page 6*

through the exchange of animals for grain via market transactions. We postulated that a modest degree of pastoral economic diversification, as facilitated through improved livestock marketing systems, could have large benefits for pastoralists in southern Ethiopia in terms of risk management, wealth conservation, improved resilience to shocks, and heightened food security.

In the last few years several factors have also altered the livestock-marketing landscape in Ethiopia. There has been considerable development in the private livestock export industry. The number of modern livestock export firms established in the Ethiopian highlands has been on the rise. There has also been a growing demand and expanding export market for livestock products, particularly goat meat, from Ethiopia. The primary destinations include Middle Eastern and Gulf State nations.

An applied research project entitled "Improving Pastoral Risk Management on East African Rangelands" (PARIMA) was established in 1997 and has operated in southern Ethiopia and northern Kenya under the auspices of the Global Livestock Collaborative Research Support Program (GL-CRSP). An outreach and action research unit of PARIMA was added for southern Ethiopia as funded by the Ethiopian USAID Mission starting in 2000. A focal point for the PARIMA outreach activity has been the formation of sustainable, community-based, self-help groups. Community pilot projects were initiated based on problem diagnosis using participatory rural appraisal. As of April 2005 there were 10 community pilot projects that incorporated 59 savings and credit groups with 1.7 million Ethiopian Birr (8.65 Birr equal US\$1.00) saved in financial capital. It is these savings and credit groups that have provided the core organizational unit for livestock marketing. The pilot savings and credit pilot projects revealed interest of the people to augment and diversify their income. With this awakening came the realization that having more options to sell livestock and livestock products could help. Local market opportunities, however, have traditionally been very limited. Consequently, efforts were undertaken to

raise marketing awareness and build capacity among key players dealing with livestock marketing.

Thus, as an initial step in 2003, communication among pastoral groups and potential livestock buyers was facilitated. Various training and exchange tours were also organized by collaborating agencies and GL-CRSP PARIMA to link pastoral producers with livestock exporters and policy makers. One goal was to enable pastoralists to acquire knowledge on how best to position themselves for profitability in the livestock marketing industry.

This process occurred against a backdrop of growing export demand for small ruminants, rapid development of the private export industry in Ethiopia, formation of well-trained pastoral marketing groups, and provision of external funds to initially capitalize trading. Following these aggregated activities a positive market response has occurred and a new marketing chain has been created. Here we report on creation of a livestock marketing chain from the Borana Plateau to export outlets largely serving the Gulf States.

Eleven pastoral marketing groups we have monitored, thus far have sold over 70,000 head of goats and sheep to two export firms, just part of a larger surge throughout the region. The groups procured animals for trade from 57,000-km² catchments across northern Kenya and southern Ethiopia. Overall, our observations suggest that given high demand, careful investment in capacity building and reduction of marketing risks via trust building and information sharing among market players, the Borana pastoralists can move aggressively to market small ruminants. The eleven groups have been moderately profitable and income-generation opportunities have been created, although market involvement has proven risky in some situations.

For further information on the above article, please contact:

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Getaway with the Apparent Obsession with Huge Size of Livestock Numbers

By Workneh Ayalew (Papua New Guinea, workneh.ayalew@nari.org.pg) March 2007

While it is entirely legitimate and justified to take pride from the millions of heads of various livestock species kept in Ethiopia, the mere apparent obsession with the huge population sizes is not healthy. It is the net benefit that accrues to the livestock owner, and thus to the country, which should be looked at, and not necessarily the mere numbers. We seem to have missed the burden that unnecessarily large numbers of grazing and browsing animals could bear on the finite rangelands, communal pastures and fallow lands. At least livestock researchers, trainers and extension staff should have a critical look at this challenge.

Let me substantiate my argument. The current estimated chicken population size of Ethiopia, at least by official FAO estimates for 2005, is about 39 million, which on average is like four or five heads of chicken per rural farming family. Talking only of chicken meat production, the same source estimates that annually about 8.4 million chickens are slaughtered to produce 0.8kg of meat per bird. This makes 6720 tons of chicken meat per annum. Here is the point: do we ask whether this level of production is good enough, in view of the total population that we tend to be proud of?

My recent observation of the poultry industry in Papua New Guinea, in the Far East, gave me a stark comparison. Papua New Guinea is a small agrarian

developing country with less than half the surface area of Ethiopia but less than 8% of the human population (only 5.4 million) and 1.5 million village chicken. According to the same source, these chickens produced 5670 tons of chicken meat during the same period. This figure is 84% of the corresponding figure from Ethiopia. That is where the mere obsession with the livestock population size should become painful.

There is also a more interesting and startling story to tell about its commercial broiler industry. There is a vibrant and well integrated commercial chicken industry, producing 20,000 tons of broiler meat per annum. This industry produces broiler chicken not only in its own numerous large commercial farms, but also in rural villages by smallholder farmers in well defined contract arrangements. These farmers receive inbred day-old chicks, commercial formulated starter and grower rations, extension advice and a guaranteed market with a minimum price per unit body weight of finished broiler at the end of the growing period. These farmers are

used to receiving the net profit of the contract broiler farming calculated as the price of finished broiler less the cost of feeds chicks and service by the companies. There is no magic here in such an arrangement: it is simply a worthwhile business venture for both the private companies and the smallholder farmers. In fact many smallholder farmers opt to just buy the day-old chicks and grow the broilers to sell live broilers at the village niche market. The latter alone adds up to 7,000 tons of broiler meat per annum.

The local broiler industry is so strong that every week 404,000 day-old inbred broiler chicks are supplied to the market. It is indeed a common sight at every big or small airport in the country that broiler chicks packed in standard 52-chick cartons are loaded and unloaded of airplanes en route to different destinations in the country. So also is the scene of finisher-broiler transporting trucks loaded with custom-designed broiler carrying crates moving around with loads of live broilers from grower farms and villages to slaughter houses.

Let me add one key point that made this healthy development possible. The commercial poultry industry in this country started to take shape in the 1980s when the national government enacted a policy of ban-

The current estimated chicken population size of Ethiopia, at least by official FAO estimates for 2005, is about 39 million, which on average is like four or five heads of chicken per rural farming family.

ning all poultry imports to effectively protect the growing industry when it needed all round support. The industry gradually became self-sufficient in its input requirements by setting up high output feed mills producing high quality and competitive formula feeds. Later as the industry asserted itself in the local market, the import ban was relaxed and replaced by a system of high tariffs on competitive imports. Because of its size, organization and its healthy linkage with smallholder farmers, the commercial industry has become a major player in the national economy.

So, what is the message? It should be the size and distribution of actual benefits that the Ethiopian smallholder farmers and the national economy generate from local chicken, and not the mere population size, that should inspire us. If these millions of chicken are only scavenging their survival, as they were, to mostly waste away and eventually succumb to disease burden, we better get more critical of the scenario and ourselves.



Ethiopia Sanitary & Phytosanitary Standards and Livestock & Meat Marketing Program (SPS-LMM)
Ministry of Agriculture and Rural Development (MoARD)
Texas Agricultural Experiment Station (TAES)
of the Texas A&M University System
Funded by USAID

The Ethiopia Sanitary and Phytosanitary Standards and Livestock and Meat Marketing Program -- funded by USAID -- has a national mandate for increasing exports of cattle, sheep and goats from crop-livestock systems in the highlands and from pastoral systems in the lowlands. Increasing exports of meat and livestock will provide for market-led economic growth, poverty reduction and improved livelihoods in Ethiopia.

The Government of Ethiopia gives first priority to increasing meat exports in order to capture the added value from hides, byproducts and job creation. The goal to triple meat exports from less than 10000 tonnes in 2005 to 30000 tonnes in 2008. In line with the GOE priority, SPS-LMM gives priority to increasing meat exports. In addition, however, SPS-LMM activities also benefit live animal exports.

SPS-LMM promotes collaboration and cooperation among regional and federal government agencies with the private sector producers, traders and meat exporters.

Activities are organized under two principal objectives:

Objective 1. Improve the capacity of Ethiopian veterinary services to undertake SPS and related activities in support of increased livestock and meat exports, with emphasis on establishing an internationally credible SPS certification system for meat exports.

Objective 2. Improve Ethiopia's capacity and com-

petitive advantage for meat and livestock exports, with emphasis on improving and increasing meat production for export and expanding market opportunities in Middle East, North Africa and other international markets.



Courtesy: Markos Tibo (PhD)

SPS-LMM activities involve three interconnected components:

- ⇒ Sanitary and Phytosanitary Standards (SPS) - Develop an internationally credible program for certifying that Ethiopian meat and livestock exports have no or acceptably low risk of introducing transboundary animal diseases, such as FMD, into the importing countries.
- ⇒ Meat for Export- Increase production of export quality meat by improving numbers and quality of cattle, sheep and goats slaughtered for export, intro-

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ducing processing and packaging technologies which preserve meat quality during shipping and storage, and improving meat inspection procedures to insure health and hygiene standards required by export markets

Market Analysis and Development- Assess current supply, demand and future trends for Ethiopian meat and livestock and develop opportunities for expanding meat exports to Middle East and North African region and other international markets.

SPS-LMM supports the development of the technical and institutional capacity required for an internationally credible SPS certification system. Activities include evaluating technical feasibility and cost-effectiveness for SPS certification systems, training and technical assistance at federal and regional levels to improve effectiveness of surveillance, monitoring, diagnosis and reporting of trans-boundary animal diseases, and developing means for providing livestock vaccine requirements. These activities are undertaken in collaboration with MoARD, USAID-supported partners, and other organizations, including the Ethiopian Veterinary Association (EVA).

Inadequate supplies of export quality livestock for

slaughter have been identified by exporters as their principal limitation to increasing meat exports. Therefore, a major assessment of production constraints and options for increasing offtake is underway in collaboration with EIAR and ILRI. In addition, technical assistance by international experts is provided to improve feedlot design, nutrition and management to increase supplies of export quality meat, plus an innovative intervention to develop dairy beef production systems in Ethiopia. Technical assistance is also provided to improve capabilities of export abattoirs to meet international standards for slaughter and processing meat products and for using cold chain technologies to preserve meat quality during storage and shipping to international markets.

SPS-LMM is actively pursuing export market opportunities in collaboration with GOE and private exporters with priority to Middle East-North African (MENA) markets. These market development initiatives will improve the financial returns to Ethiopian livestock producers, traders and meat processors/exporters and, in turn, encourage needed public sector institutional changes, including investment in animal health services and agreement on policies which enable and promote meat and livestock exports.



New Book Released on Pastoral Marketing

Presents recent research on how livestock markets operate in Eastern Africa and describes policy measures that can help enhance their function.

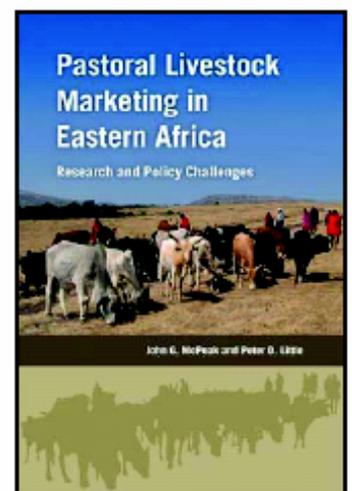
Features case studies primarily focusing on Ethiopia and Kenya to offer research from a variety of regional communities to explore issues of household sales behavior, price determinants, and livestock market information systems, cross border and export marketing, and crisis period marketing.....

Book contains chapters by members of ESAP!

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Upcoming Events and News

Workshop on Managing Animal Genetic Resources in Africa

The Ethiopian Society of Animal Production (ESAP), the LIFE-Network, the Institute of Biodiversity Conservation (IBC), The Pastoral Forum Ethiopia (PFE), and the International Endogenous Livestock Development (IELD) Network are organising a regional multi-stakeholder workshop on community-based animal genetic resources conservation and livestock keepers' rights for Africa. In preparation of the First International Technical Conference on Animal Genetic Resources organized by FAO and the Government of Switzerland from 1-10 September, 2007 in Interlaken, the workshop will offer a forum where stakeholders in animal genetic resources conservation can discuss Livestock Keepers' Rights and the Strategic Priorities of Action developed by the International Working Group on Animal Genetic Resources. Participants will also have the opportunity to learn about new breeding guidelines for policy makers FAO is developing, and about livestock keepers' own approaches to animal breeding and breed documentation.

The workshop will take place in Addis Ababa, Ethiopia, on 24-25 May, 2007. Participants will include representatives from government, policy makers, civil societies, FAO national coordinators from African countries, and livestock scientists.

Prior to the workshop on 23 May 2007, LIFE is planning to hold a one-day LIFE network meeting on livestock keepers' rights and Interlaken open to all CBOs among the workshop participants.

ESAP to be lead institution on the celebration of World Milk day

World milk day is being celebrated all over the world every year on June 01, since 2001 and many countries have participated in the celebrations since then ... and the number is growing each year. World Milk Day is held around the world so that it provides an opportunity to focus attention on milk and to publicize activities connected with milk and the milk industry. This celebration is to be held for the first time in Ethiopia and Ethiopian Society of Animal Production (ESAP) is chosen to be the lead institute in the whole celebration of the day. ESAP is planning and organizing different events which are going to be held starting from the last week of May. The actual day of celebration will be at Janmeda on Friday June 01, 2007. All members and stakeholders of ESAP are kindly requested to participate on the celebration of world milk day in Ethiopia which is the first of its kind. Detailed program of the celebration will be announced soon.

Miss it not ESAP family!!!



ESAP Office Telephone Number Changed

For the last so many years, ESAP has been using telephone line of Ministry of Agriculture, but now the office has its own telephone line and the new number, +251-115547498 has been on service starting from Yekatit 14, 1999 E. C (March 2007 G.C)



Just for laugh!!

A life-long city man, tired of the rat race, decided he was going to give up the city life, move to the country, and become a chicken farmer. He bought a nice, used chicken farm and moved in. As it turned out, his next door neighbor was also a chicken farmer. The neighbor came for a visit one day and said, "Chicken farming isn't easy. Tell you what. To help you get started, I'll give you 100 chickens." The new chicken farmer was thrilled. Two weeks later the neighbor dropped by to see how things were going. The new farmer said, "Not too well. All 100 chickens died." The neighbor said, "Oh, I can't believe that. I've never had any trouble with my chickens. I'll give you 100 more." Another two weeks went by and the neighbor stopped by again. The new farmer said, "You're not going to believe this, but the second 100 chickens died too." Astounded, the neighbor asked, "What went wrong?" The new farmer said, "Well, I'm not sure whether I'm planting them too deep or too close together."