

# PURDUE IMPROVED CROP STORAGE 3<sup>RD</sup> SUPPLY CHAIN WORKSHOP



## WORKSHOP PROGRAM

March 12-14, 2018  
Crowne Plaza  
Nairobi, Kenya

**BILL & MELINDA**  
**GATES** *foundation*

**PURDUE**  
UNIVERSITY

**PICS**  
Purdue Improved Crop Storage

For programmatic questions:  
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or  
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For logistics questions:  
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# Purdue Improved Crop Storage

## **Purdue Improved Crop Storage 3<sup>rd</sup> Supply Chain Workshop**

Purdue University is working with the private sector and partners to commercialize the Purdue Improved Crop Storage (PICS) technology ([www.pics-network.org](http://www.pics-network.org)). Partners include non-governmental organizations, government agencies and donor funded projects. The goal of this program is to reduce post-harvest losses using hermetic technologies to increase income and improve food security and health of smallholder farmers.

Efforts by the PICS program and partners continue to build and strengthen the PICS bags distribution network to ensure availability of bags and to reach the last mile of the distribution network in rural areas. The private sector, including PICS licensees, have invested in increasing and improving the supply of PICS bags. However, distribution and availability of PICS bags in rural areas are among the major challenges.

The PICS3 project and partners are organizing the “Third PICS Supply Chain Workshop” (March 12-14, 2018; Nairobi, Kenya). The main goal of the workshop is to assess progress in developing effective distribution networks to increase PICS bags availability to meet the demand by farmers. Participants will include manufacturers, distributors, vendors, partners who are funding and/or promoting PICS bags, and PICS3 project business and media consultants. Workshop participants will share their experiences and new approaches to improve efficiency in the PICS distribution network. Recommendations will be made for potential scale up.

**Dr. Dieudonné Baributsa**  
Lead, PICS Program  
Purdue University

# 3<sup>rd</sup> Supply Chain Workshop

## Sponsors:

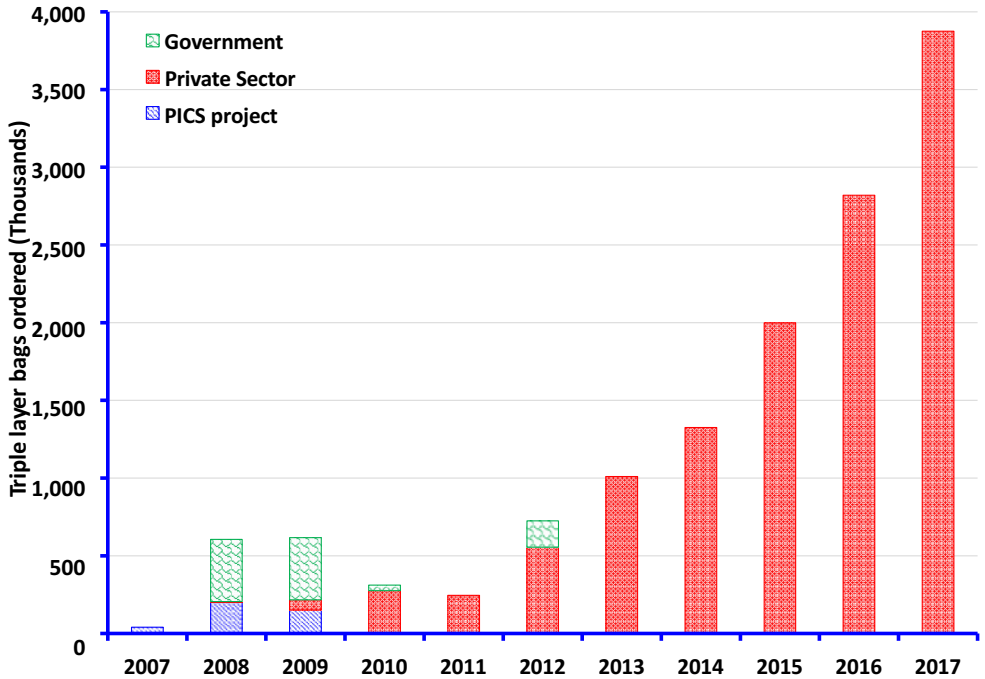
Thanks to Bell Industries Limited for sponsoring the workshop dinner



Thanks to PICS Global for sponsoring lunch and breaks



## PICS BAG SALES FROM 2007 THROUGH DECEMBER 2017



# Purdue Improved Crop Storage

**Monday, March 12, 2018**

**MORNING SESSION**

*Moderator: Daniel Choudry*

<b>Time</b>	<b>Activity</b>	<b>Facilitator</b>
08.00am	<b>Registration</b> .....	<i>Carole Braund</i>
08.30am	<b>Opening &amp; Welcoming Remarks, PICS Overview</b>	
	Opening Remarks .....	<i>Ministry of Agriculture</i>
	Welcoming Remarks - Gates Foundation .....	<i>Rico Natali</i>
	Introduction & Overview of PICS.....	<i>Dieudonné Baributsa</i>
09.30am	<b>Country Reviews – Group Discussions &amp; Reports</b>	
	Group 1. Ethiopia, Kenya, Malawi .....	<i>Jean Njiru</i>
	Group 2. Uganda, Nigeria, Zambia .....	<i>Tahirou Abdoulaye</i>
	Group 3. Tanzania, Nepal, Ghana, Sierra Leone .....	<i>Jake Ricker-Gilbert</i>
	Group 4. Burkina Faso, Niger, Rwanda .....	<i>Bokar Moussa</i>
10.30am	<b>Tea Break &amp; Networking</b>	
11.00am	<b>Group Presentations: Country Progress Reviews</b>	
	Group 1. Ethiopia, Kenya, Malawi .....	<i>Yared Sertse</i>
	Group 2. Uganda, Nigeria, Zambia .....	<i>Yusuf Idrisa</i>
	Group 3. Tanzania, Nepal, Ghana, Sierra Leone .....	<i>Alex Bokuma</i>
	Group 4. Burkina Faso, Niger, Rwanda .....	<i>Abdoulaye Djido</i>
12.00pm	<b>Plenary Session</b>	
12.30pm	<b>Lunch &amp; Networking</b>	

## **AFTERNOON SESSION**

02.00pm	<b>Highlights of the PICS3 Supply Chain Study</b>	
	West Africa - Country reviews .....	<i>B. Moussa/A. Djido</i>
	East Africa - Country reviews .....	<i>J. Njiru/Wilfred Thembo</i>
03.00pm	<b>Group Discussion</b>	
	<i>How do we harness efforts being made at each level of the PICS supply chain from manufacturers/distributors/vendors to the farmers?</i>	
04.00pm	<b>Adjourn - Tea Break &amp; Networking</b>	

**Tuesday, March 13, 2018**

**MORNING SESSION**

*Moderator: Daniel Choudry*

08.30am	<b>Partnership to Improve Supply Chains - Presentations</b>	
	USAID Feed the Future AgDiv - Malawi.....	<i>Sheliox Munthali</i>
	Food Trade ESA .....	<i>Steve Orr</i>
	AECF Kenya .....	<i>Edwin Obiero</i>
	AfDB's Post-Harvest Loss Reduction Efforts.....	<i>Damian Ihedioha</i>

# 3<sup>rd</sup> Supply Chain Workshop

- 10.00am **Tea Break & Networking**
- 10.30am **Credit Facility for PICS Availability - Panel Discussion**  
AGRA/Equity Bank- Yieldwise credit facility .....*Jones Govereh*  
PPTL - Manufacturer's credit to distributor/vendors ..... *Suraj Devani*  
Purdue/USAID-OFDA/PHIRETAJO  
Credit for farmers to access PICS bags  
..... *J. Ricker-Gilbert /Bernadette Majebelle*
- 11.30am **Group Discussion**  
*How do we increase PICS partnerships?*  
*How do we increase access to finance?*
- 12.30pm **Lunch & Networking**
- AFTERNOON SESSION**
- 02.00pm **Last Mile PICS Distribution - Panel Discussion**  
Youth Entrepreneurship in Ethiopia, Ghana and Nigeria  
.....*Y. Sertse/A. Bokuma/Demola Ogundapo*  
Working with farmer's groups to improve access ..... *Abraham Solomon*  
Working with rural shops to improve availability ..... *Patrick Mutisya*
- 3.00am **Group Discussion**  
*New ideas on improving last mile to increase PICS bag availability*
- 04.00pm **Adjourn- Tea Break & Networking**

## Wednesday, March 14, 2018

### MORNING SESSION

*Moderator: Daniel Choudry*

- 09.00am **PICS Field Learnings**  
Adoption of PICS - East Africa and West Africa  
.....*J. Ricker-Gilbert/T. Abdoulaye*  
Update on PICS in Kenya (Bell/Purdue)..... *Lunah Njeri/D. Baributsa*  
Effective Extension approaches to promote PICS in Nigeria  
..... *Y. Idrisa*
- 10.30am **Tea Break & Networking**
- 11.00am **Wrap Up**  
Key findings  
Closing Remarks ..... *R. Natali/D. Baributsa*
- 12.00pm **Lunch & Networking**
- AFTERNOON SESSION**
- 2.00pm **PICS3 meeting – only open to PICS3 team members**

# Purdue Improved Crop Storage

## PICS Licensed Manufacturers/Distributors

### **Afghanistan - Balkh**

Karwan Sabz Agricultural Co.

Contact: Hamidullah Samadi  
Director

Email: Karwan.Sabz@gmail.com

### **Burkina Faso - Ouagadougou**

Boutapa Sarl

Contact: Ablasse Ilboudo

Directeur General

Email: ablassy@yahoo.fr

### **Ethiopia - Addis Ababa**

Ephgen Trading PLC

Contact: Ephrem Negash Gebi

Director

Email: ephremn@yahoo.com

### **Ethiopia - Addis Ababa**

Shayshone Trading

Contact: Yared Sertse

Director

Email: yared.d.sertse@gmail.com

### **Ghana - Accra**

Poly Sacks (GH) Ltd.

Contact: Benjamin Dogbe

Sales Manager

Email: smps@polygroupgh.com

### **Ghana - Bolgatanga**

Simple Prince Enterprises

Contact: Prince Koveh

Director

Email: abotinereba@yahoo.com

### **Ghana - Tamale**

Ganorma Agro Chemicals Ltd.

Contact: Ganiyu Sulemana

Director

Email: aganorma@yahoo.com

### **Ghana - Techiman**

Agyaaku Farms and Trading

Contact: Samuel Yeboah

Director

Email: agyaaku@yahoo.com

### **Ghana - Kumasi**

Kumark Company Limited

Contact: Richmond Kumah

Director

Email: kumark20200@yahoo.com

### **Kenya - Nairobi**

Bell Industries

Contact: Lunah Njeri

Marketing Manager

Email: lnjeri@bellindustrieskenya.com

### **Malawi - Blantyre**

Polypack Ltd

Contact: Pradeep

Purushothaman

Marketing Manager

Email: pradeepanpp@gmail.com

### **Mali - Bamako**

Faso Kaba Seed Company

Contact: Maïmouna Coulibaly

Directrice

Email: fasokaba@yahoo.fr

### **Mali - Segou**

Ets. Agrisahel

Contact: Ousmane Thera

Directeur General

Email: societegrisahel@gmail.com

### **Nepal - Kathmandu**

NAF Seeds Pvt. Ltd.

Contact: Rasmila Maharjan

Executive Officer

Email: nafseeds@gmail.com

### **Nigeria - Kano**

Lela Agro Ltd.

Contact: Ahmed Kaumi

Int'l Marketing Manager

Email: ahmedadamkaumi@yahoo.com

### **Rwanda - Kigali**

Ecoplastic Lt.

Contact: Wenceslas Habamungu

Managing Director

Email: habamunguw@yahoo.fr

### **Sierra Leone - Freetown**

Milla Group, House of Plastics

Contact: Sony Ramakrishnan

Managing Director

Email: sony@milla-group.com

### **Tanzania - Tanga**

P.P.T.L.

Contact: Suraj Devani

Director

Email: devanisuraj@gmail.com

### **Zambia - Lusaka**

Polythene Products (Z) LTD

Contact: Ganesh Teli

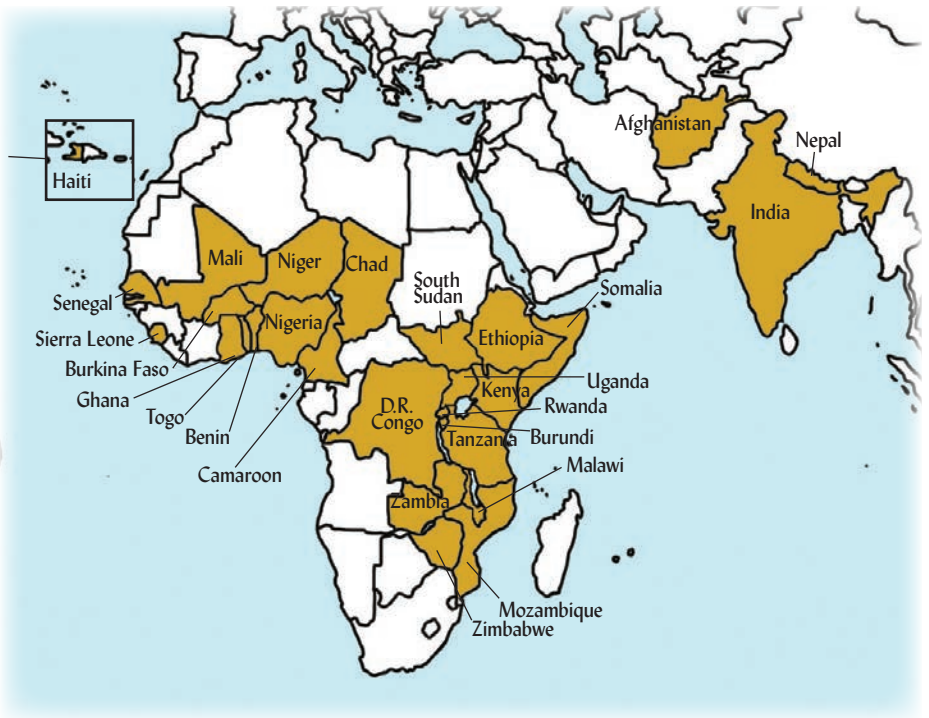
Director

Email: pppzmanda@zamnet.zm



# PICOS

Purdue Improved Crop Storage





# PICS

Purdue Improved Crop Storage

**Generating  
Income for  
Farmers &  
Traders**



**Improving  
Food Security**

**Creating Jobs**

**Promoting  
Good Nutrition  
& Food Health**

***Changing Lives***

Visit our website at:  
[PICSNetwork.org](http://PICSNetwork.org)



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