

PURDUE IMPROVED CROP STORAGE

~ 4TH ~
**SUPPLY CHAIN
WORKSHOP**

March 4 - 5, 2019

*Grand Legacy Hotel
Kigali, Rwanda*



**BILL &
MELINDA
GATES**
foundation

PURDUE
UNIVERSITY

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Purdue Improved Crop Storage

Purdue Improved Crop Storage 4th Supply Chain Workshop

Purdue University is working with the private sector to commercialize the Purdue Improved Crop Storage (PICS) technology worldwide. For the last 11 years, PICS bags have been commercialized in more than 25 countries in Africa (Ethiopia, Tanzania, Uganda, Nigeria, Burkina Faso, Ghana, Malawi, Kenya, Rwanda, Zambia, Mali, Senegal, Togo, Benin, Cameroon, Niger, Sierra Leone, DR Congo, Burundi, Somalia, Botswana, South Sudan, Zimbabwe, Mozambique, and Chad), Asia (Nepal, Afghanistan and India), and recently in Central America and the Caribbean (Haiti and Guatemala).

Significant progress has been made in establishing the PICS supply chain to ensure availability and accessibility to the technology. However, last mile distribution remains a challenge and sales are significantly below the potential in each country. The PICS bags business is entering a transition phase from a project-supported supply chain development to a fully private sector driven one. PICS Global, a company created to sustainably commercialize PICS bags, is working with manufacturers and distributors in various countries to grow the business.

The “Fourth PICS Supply Chain Workshop” is being organized on March 4-5, 2019 in Kigali, Rwanda. The main goal of the workshop is to review progress and plan for growth of the PICS business. The Workshop will also provide a platform for the private sector to share learnings and experience in improving sales. PICS Global will lead the discussion on the role of the private sector in growing the PICS business. Participants will include manufacturers, distributors, business and media consultants, and key individuals who have been involved in supply chain development.

Dr. Dieudonné Baributsa
Lead, PICS Program
Purdue University

4th Supply Chain Workshop

Sponsors:

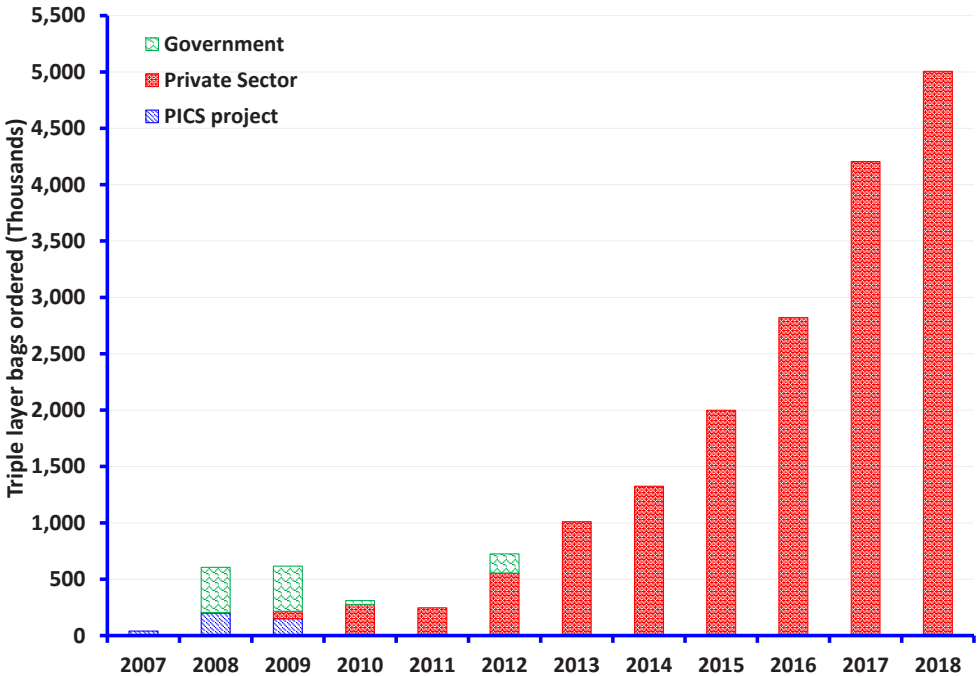
Thanks to EcoPlastic for sponsoring the workshop dinner



Thanks to PICS Global for sponsoring lunches and breaks



PICS BAG SALES FROM 2007 THROUGH DECEMBER 2018



Purdue Improved Crop Storage

Monday, March 4, 2019
MORNING SESSION

Time	Activity	Facilitator
08.00am	Registration	<i>Carole Braund</i>
08.30am	Opening & Welcoming Remarks, PICS Overview	
08.30am	Opening Remarks - Ministry of Agriculture	<i>Rep. Minagri</i>
08.40am	Welcoming Remarks - Gates Foundation.....	<i>Rico Natali</i>
08.50am	Introduction of Participants & Overview of PICS.....	<i>D. Baributsa</i>
09.15am	PICS Global Business Model & Marketing Strategies ...	<i>Laurie Kitch</i>
10.00am	Group Discussions - Review 2018 Activities	
	Group 1. Burkina Faso, Ivory Coast, Niger, Rwanda.....	<i>Bokar Moussa</i>
	Group 2. Ethiopia, Zambia, Nigeria.....	<i>Tabirou Abdoulaye</i>
	Group 3. Tanzania, Nepal, Uganda.....	<i>Jake Ricker-Gilbert</i>
	Group 4. Ghana, Malawi, Kenya	<i>Jean Njiru</i>
11.00am	Tea Break	
11.30am	Group Presentations (15 minutes each).....	Yared Sertse
	Group 1. Burkina Faso, Ivory Coast, Niger, Rwanda	
	Group 2. Ethiopia, Zambia, Nigeria	
	Group 3. Tanzania, Nepal, Uganda	
	Group 4. Ghana, Malawi, Kenya	
12.30pm	Plenary Discussion	
01.00pm	Lunch & Networking	

AFTERNOON SESSION

02.00pm	Group Discussions: Way Forward	
	<ul style="list-style-type: none">• <i>Challenges & Opportunities</i>• <i>New Ideas to Improve the Supply Chain</i>• <i>2019 Goals</i>	
	Group 1. Burkina Faso, Ivory Coast, Niger, Rwanda.....	<i>Bokar Moussa</i>
	Group 2. Ethiopia, Zambia, Nigeria.....	<i>Tabirou Abdoulaye</i>
	Group 3. Tanzania, Nepal, Uganda.....	<i>Jake Ricker-Gilbert</i>
	Group 4. Ghana, Malawi, Kenya	<i>Jean Njiru</i>
04.00pm	Tea Break & Networking	

4th Supply Chain Workshop

Tuesday, March 5, 2019
MORNING SESSION

- 08.30am **Group Presentations: Way Forward** Alex Bokuma
- *Challenges & Opportunities*
 - *New Ideas to Improve the Supply Chain*
 - *2019 Goals*
- Group 1. Burkina Faso, Ivory Coast, Niger, Rwanda
Group 2. Ethiopia, Zambia, Nigeria
Group 3. Tanzania, Nepal, Uganda
Group 4. Ghana, Malawi, Kenya
- 10.00am **Tea Break & Networking**
- 10.30am **Wrapping Up & Way Forward** Dieudonné Baributsa
- 10.30am Ecoplastic experience in recycling in Rwanda W. Habamungu
- 11.00am Plenary Discussion & Key Issues Tahirou Abdoulaye
- 11.30am Market projections & Strategies to grow PICS markets L. Kitch
- 12.00pm **Lunch & Networking**

AFTERNOON SESSION

- 01.00pm **Field Trip to Ecoplastic manufacturing facility** W. Habamungu
- 03.45pm **Return to Grand Legacy Hotel**
- 04.30pm **Tea Break & Networking**



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

Burkina Faso - Bobo Dioulasso

Etong SARL
Contact: Barry Adama
Directeur Général
Email: etongbf@yahoo.fr

Burkina Faso - Bobo Dioulasso NAFASO

Contact: Abdoulaye Sawadogo
President Director General
Email: nafasabf@gmail.com

Ethiopia - Addis Ababa

Ephgen Trading PLC
Contact: Ephrem Negash Gebi
Manager
Email: ephremn@yahoo.com

Ethiopia - Addis Ababa

Shayshone Trading
Contact: Yared Sertse
General Manager
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
CEO
Email: kumark20200@yahoo.com

Ivory Coast - Abidjan

Agrotech Industrie
Contact: Guy Olivier Koffi
Director of Innovation
& Development
Email: guyolivier@
agrotech-indus.com

Kenya - Nairobi

Bell Industries
Contact: Lunah Njeri
Marketing Manager
Email: lnjeri@bellindustrieske-
nya.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: societeagrisahel@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
General Manager
Email: ppzmanda@zamnet.zm

4th Supply Chain Workshop

Countries with PICS Activities



Grand Legacy Hotel; Kigali, Rwanda

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



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