Cotton from UEMOA

The White Gold from West Africa Conquering the World Market
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The West African Economic and Monetary Union (UEMOA)

The UEMOA: a successful synergy for sub-regional development

The West African Economic and Monetary Union (UEMOA) is an organisation aimed at the socio-economic development of its members countries. Founded in 1994, the UEMOA encompasses eight countries in West Africa.

With a high level of human and natural resources, the UEMOA area has a great economic potential and its location is favourable to the cultivation of several types of tropical cash and food crops.

Cotton sector, key economic hub in the sub-region

The white gold, cotton, has been cultivated for several generations and generates employment as well as direct and indirect income for more than 15 million people.

Cotton grown in the UEMOA area accounts for approximately 8% of world cotton exports and 7% of the world cotton growing area (2014-2015).

The cotton sector is expanding through an increasingly transparent governance of the sector, creating value addition along the value chain.

UEMOA area

- **Area**
  - 3.5 million km²

- **Population**
  - 104.7 million

- **Members countries**
  - Benin
  - Burkina Faso
  - Côte d’Ivoire
  - Guinea Bissau
  - Mali
  - Niger
  - Senegal
  - Togo
COTTON FROM UEMOA

Cotton growing in the UEMOA
A green cotton for the benefit of
economic and social development

African cotton is rain-fed cotton. Low pesticide use
ensures a comparatively low polluting and hand
picking preserves the intrinsic qualities of the
cotton fibre. African cotton, thus, has a very low
carbon footprint, thus protecting the biodiversity
of the environment.

In the UEMOA, the cotton sector remains the main
source of incomes for more than 15 million
people, improving their living conditions, and
employs around 70% of the labour force.
The cotton sector is the engine of economic
development in rural areas. It provides incomes for
farmers to finance schoolbooks for children,
medical treatments, as well as food and thus
contributes substantially to food security and
poverty reduction in the sub-region.

Moreover, cotton companies in West Africa
maintain rural infrastructures, among others, and
thus support indirectly food crop development.

Cotton growing areas and
production trends

In the UEMOA, cotton is cultivated by small family-owned farms. Cotton growing areas increased and
reached the highest levels in 2004-2006 before
collapsing. The crisis that followed affected the
cotton sector over the last years. Today, the
cotton sector in the sub-region is reviving thanks
to the sharp rise of world cotton prices.

**Country**

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>Benin</td>
<td>347,000</td>
<td>405,000</td>
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<td>680,000</td>
<td>630,300</td>
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<td>Côte d'Ivoire</td>
<td>360,000</td>
<td>400,000</td>
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<tr>
<td>Mali</td>
<td>480,500</td>
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<td>Senegal</td>
<td>323,300</td>
<td>250,000</td>
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<td>Togo</td>
<td>93,000</td>
<td>134,000</td>
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<tr>
<td><strong>Total</strong></td>
<td>1,993,500</td>
<td>2,117,500</td>
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Meeting between producers and ginners during the
agricultural season

Cotton fields in Senegal

Cotton growing areas in the UEMOA
Cotton growing in the UEMOA

A green cotton for the benefit of economic and social development

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<td>Togo</td>
<td>93,700</td>
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<td><strong>Total</strong></td>
<td><strong>1,993,500</strong></td>
<td><strong>2,117,500</strong></td>
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</tbody>
</table>

Cotton fields in Senegal
The cotton sector in the UEMOA

**Promotion of research and development of new seed varieties**

Through the promotion of research in seed variety development and technical and financial support provided to farmers on good agricultural practices, a potential yield of 1.5 to 2 tons of seed cotton per hectare, depending on the areas of production, could be reached. The current seed cotton yield is lower than 1 ton per hectare.

**Classification and quality control**

Seed cotton classification is undertaken by technical experts, followed by several visual and manual classification processes as well as technical quality control in the ginnery (brightness, staple length, micronaire, stickiness). Around 20% of the production is instrument-tested.

In 2014-2015, the total seed cotton production by UEMOA’s members countries is around **2,196,300 tons**.
African fibre: characteristics and values

Handpicked, African cotton keeps its authenticity and purity. African fibre ranks among the highest category of medium-long fibres.

African cotton is 100% rain-fed and its cultivation is non-polluting, as cotton plants grow in their natural environment, thus protecting the biodiversity. Fibres are parallel with little preparation as cotton is handpicked and ginning is done smoothly.

Medium characteristics of West-African fibre

- **Length**: the average length of the fibre is 1”1/8 with an upward tendency.
- **Strength**: in Africa, the fibre is one of the most resistant and tenacious. It can reach 32 g/tex.
- **Micronaire**: it ranges between 3.8 to 4.2.
- **Uniformity**: the average value is 80%.

More than 80% of UEMOA’s fibre is classified as higher grades

- The use of modern methods, taking into account the global development and local environment, improves each year the growing, harvesting and ginning techniques to obtain a better fibre in terms of quality and quantity.
- African fibre is ideally suited for the production of fine combed yarns.
The quality approach: towards zero contamination

All cotton stakeholders involved in quality improvement

All stages from sowing to export, including harvesting, storage, classification, packaging and handling, are addressed to reduce seed cotton as well as lint cotton contamination in order to become more competitive in international markets.

Training and awareness of producers

Through the projects financed by the European Union and the CFC in UEMOA’s member countries, farmers are aware and trained on good agricultural and harvesting practices to ensure harvesting and storage with no or low contamination levels.

Quality certification

In Senegal, SODEFITEX is certified ISO 9001 2008 version since 2005, and in Mali CMDT is about to be certified, showing that African cotton companies are working actively to remain competitive on the international market.
Cotton ginning in the UEMOA

Ginning outturn in the UEMOA

At ginnery level, all technical measures are taken to preserve the quality of the fibre during the ginning process:

- **Ginning outturn**: 41% to 43%
- **Agro-industrial yield (lint cotton)**: around 400 kg per hectare

Advantages of UEMOA’s cotton companies to sell in international markets

- Cotton ginning and classification undertaken by experts
- West African fibre quality meets the main requirements of spinning factories
- Capacity building and enhanced knowledge of producers and ginners through training, clients feedbacks, and interaction with the main world cotton consuming-importing markets

<table>
<thead>
<tr>
<th>Country</th>
<th>Number of factories</th>
<th>Capacity (Tons)</th>
<th>%</th>
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<tr>
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<td>19</td>
<td>612,500</td>
<td>23</td>
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<td>19</td>
<td>688,000</td>
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<td>14</td>
<td>530,000</td>
<td>20</td>
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<td>Mali</td>
<td>17</td>
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<td>21</td>
</tr>
<tr>
<td>Senegal</td>
<td>5</td>
<td>65,000</td>
<td>2</td>
</tr>
<tr>
<td>Togo</td>
<td>6</td>
<td>205,000</td>
<td>8</td>
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<tr>
<td><strong>Total UEMOA</strong></td>
<td><strong>80</strong></td>
<td><strong>2,675,500</strong></td>
<td><strong>100</strong></td>
</tr>
</tbody>
</table>

Ginning factories are equipped with saw gins in the UEMOA region

Cotton bales in a ginning factory before commercialization
Lint cotton marketing

Lint cotton exports

In the UEMOA, lint cotton is commercialised as follows:

- Sales by tender
- Sales over-the-counter
- Sales to traders
- Direct sales to spinners

- Lint cotton is generally sold in Euro per kg at fixed-term price and FOB (Free on Board) terms.
- The fixed parity rate euro/FCFA eliminates the exchange risk for economic operators (1 € = 655,957 FCFA)
- Shipment to international markets is done through the ports of Dakar (Senegal), Abidjan (Côte d’Ivoire), Lomé (Togo) and Cotonou (Benin).
Cotton-textile sector in UEMOA

The « Agenda coton-textile » of the UEMOA

The strategic objective of the "Agenda coton-textile" is to process one quarter (25%) of lint cotton production by 2020, with direct and indirect effects expected in terms of value addition and jobs creation.

Among the 46 spinning factories existing in the UEMOA area in 2003, around 10 are operational and 2% of lint cotton produced in the sub-region is processed locally.

From cotton to textile: modern technologies and institutions

Spinning factory FILSAH in Burkina Faso

FILSAH processes around 3% of lint cotton produced in Burkina Faso. Funded in 1997, the factory is equipped with an advanced spinning technology with a capacity of 5,400 tons of lint cotton per year.

CERFITEX in Mali

The Research and Training Center for the Textile Industry (CERFITEX), equipped with modern laboratories and workshops, provides training and research on textile industry development (spinning, weaving, dyeing, and textile metrology).

CERFITEX is the regional hub and the reference center in research and development for the textile industry in West and Central Africa.
Benin

Production and ginning capacity

- **Ginning season**: December-April
  - ICA: 5
  - SEICB: 1
  - L.C.B: 1
  - SBTC: 1
  - MCI: 1

- **Company in charge of cotton marketing in Benin**: SONAPRA

- **Total ginning capacity**: 612,500 tons

- **Number of ginning factories by company**:
  - SODECO: 10
  - **Number of ginning companies**: 10
  - **Number of ginning factories**: 19
  - **Sales period**: sales in advance from December to June

### Contacts

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- **MCI (Marian's Cotton Industries)**
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- **SEICB (Société d’Egrenage Industriel de Coton du Bénin)**
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  Tel: (+229) 21.15.41.15
  Email: seicbdg@yahoo.fr

### Production and ginning capacity table

<table>
<thead>
<tr>
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<th>Seed Cotton</th>
<th>Lint Cotton</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average production</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2007/2011</td>
<td>194,300</td>
<td>81,600</td>
</tr>
<tr>
<td>Peak production</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2007-2008</td>
<td>427,700</td>
<td>179,600</td>
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<tr>
<td>Production</td>
<td></td>
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<tr>
<td>2013-2014</td>
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<td>124,000</td>
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<tr>
<td>Previsions</td>
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<tr>
<td>2014-2015</td>
<td>400,000</td>
<td>165,000</td>
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</table>
Production and ginning capacity

- **Ginning season**: November – April
- **Sales period**: sales in advance
- **Number of ginning companies**: 3
- **Ginning capacity**: 688,000 tons
- **Number of ginning factories**: 19
- **Number of delinting factory**: 1
- **Number of ginning factories by company**:
  - SOFITEX: 15
  - SOCOMA: 3
  - FASO COTON: 1

<table>
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<tr>
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<td>Average production</td>
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<td>Production 2013-2014</td>
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<td>274,000</td>
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<tr>
<td>Previsions 2014-2015</td>
<td>650,000</td>
<td>273,000</td>
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</tbody>
</table>

Contacts

- **SOFITEX (Société Burkinabé des Fibres Textiles)**
  - Accrédité COFRAC selon la norme ISO/CEI 17025 Sous le N° 1-5133
  - 01 BP 147 Bobo Dioulasso
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- **SOCOMA (Société Cotonnière du Gourma)**
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  - 01 BP 1454 Ouagadougou
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  - Fax: (+226) 50 34 63 01
  - Email: info@faso-coton.bf
  - Website: [www.faso-coton.bf](http://www.faso-coton.bf)

- **Secrétariat Permanent de la Filière Coton Libéralisé**
  - 01 BP 6453 Ouagadougou Z.I de Gounghin
  - Phone: (+226) 50 34 38 82
  - Fax: (+226) 50 34 88 52

- **UNPCB (Union Nationale des Producteurs de Coton du Burkina) Et AICB (Association Interprofessionnelle du Coton du Burkina)**
  - 02 BP 1677 Bobo-Dioulasso
  - Phone: (+226) 20 97 33 10 / 20 98 03 08
  - Fax: (+226) 20 97 20 59
  - Email: unpcb@fasonet.bf
  - Website: [www.unpcb.org](http://www.unpcb.org)

![Ginning factory of SOFITEX](image-url)
Côte d'Ivoire

Production and ginning capacity

- **Ginning season**: Novembre – April
- **Sales period**: sales in advance
- **Number of ginning companies**: 6
- **Total ginning capacity**: 555,000 tons
- **Number of ginning factories**: 14
- **Number of ginning factories by company**:
  - CIDT: 4
  - IVOIRE COTON: 4
  - CO.I.C: 3
  - SICOSA/DOPA/SECO: 3 (1 by company)

<table>
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<tr>
<th></th>
<th>Seed Cotton</th>
<th>Lint Cotton</th>
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<td><strong>Average production</strong> 2007/2011</td>
<td>162,800</td>
<td>68,400</td>
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<td><strong>Peak production</strong> 2007-2008</td>
<td>400,000</td>
<td>168,000</td>
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<td><strong>Production 2013-2014</strong></td>
<td>405,000</td>
<td>173,500</td>
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<tr>
<td><strong>Previsions 2014-2015</strong></td>
<td>450,000</td>
<td>193,500</td>
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</tbody>
</table>

Contacts

- **CIDT (Compagnie Ivoirienne pour le Développement des Textiles)**
  01 BP 4125 Abidjan
  Phone: (+225) 20 22 85 15 / 20 21 16 59
  Fax: (+225) 20 22 27 61
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- **IVOIRE COTON**
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  BP 3419 Abidjan 18
  Phone: (+225) 36 86 50 10
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- **SICOSA-SA (Société Industrielle Cotonnière des Savanes)**
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- **SECO (Société d'Exploitation Cotonnière d'Ouango)**
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  Fax: (+225) 21 21 89 90
  Email: outadmin@olamnet.com

Regulation bodies and associations

- **INTERCOTON (Association Interprofessionnelle de la Filière Coton)**
  17 B.P. 988 Abidjan
  Phone: (+225) 22 51 05 33
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  Website: www.intercoton.org

- **Conseil du Coton et de l’Anarcade**
  Phone: (+225) 22 52 75 80
  Fax (+225) 22 52 75 85
  Email: support@conseilcotonanacarde.ci
  Website: www.conseilcotonanacarde.ci
Mali

Production and ginning capacity

- **Ginning season**: Mid-October/Mid-March
- **Sales period**: sales in advance
- **Number of ginning companies**: 1
  (4 subsidiaries: North-East; South; Centre and West and Cotton Classification Office -OCC)
- **Total ginning capacity**: 575,000 tons (in 150 days)
- **Number of ginning factories**: 17

<table>
<thead>
<tr>
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<th>Lint Cotton</th>
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<tbody>
<tr>
<td>Average production 2007/2011</td>
<td>296,100</td>
<td>124,800</td>
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<tr>
<td>Peak production 2003-2004</td>
<td>620,000</td>
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<td>Production 2013-2014</td>
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<td>547,700</td>
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</table>

Contacts

- **CMDT** (Compagnie Malienne pour le Développement des Textiles)
  101, Avenue de la Marne, BP: 487 Bamako
  Phone: (+223) 20 21 79 19/20 21 72 80/20 21 24 62
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  Website: www.cmdt.ml

![Ginning factory of CMDT](image)
### Production and ginning capacity

- **Ginning season**: December-March
- **Sales period**: sales in advance
- **Number of ginning companies**: 1
- **Ginning capacity**: 65,000 tons
- **Number of ginning factories**: 5

<table>
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<td>9,000</td>
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### Contacts

- **SODEFITEX (Société de Développement et des Fibres Textiles)**
  
  Certified ISO 9001 version 2008 - Certificat BVQI "169919
  
  Fair Trade trader certified by FLO-Cert n° 3274
  
  Organic cotton trader certified by Ecocert n° 2119SN0500z1f
  
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  Facebook: https://www.facebook.com/sodefitex
  
  Twitter : https://twitter.com/sodefitex

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  Quartier Saré Guiléle
  
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  Email : fnpc@orange.sn

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Cotton bales stored at the ginning factory

All cotton bales from Senegal are 100% made of cotton
Togo

Production and ginning capacity

- **Ginning season**: November – March
- **Sales period**: sales in advance
- **Number of ginning companies**: 1
- **Total ginning capacity**: 205,000 tons
- **Number of ginning factories**: 6

<table>
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<tr>
<th></th>
<th>Seed Cotton</th>
<th>Lint Cotton</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Average production 2007/2011</strong></td>
<td>41,300</td>
<td>17,300</td>
</tr>
<tr>
<td><strong>Peak production 1998-1999</strong></td>
<td>187,700</td>
<td>78,800</td>
</tr>
<tr>
<td><strong>Production 2013-2014</strong></td>
<td>80,000</td>
<td>32,000</td>
</tr>
<tr>
<td><strong>Previsions 2014-2015</strong></td>
<td>100,000</td>
<td>41,000</td>
</tr>
</tbody>
</table>

Contacts

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This brochure was elaborated jointly by the Union Economique et Monétaire Ouest Africaine (UEMOA) and the International Trade Centre (ITC), in collaboration with the main representatives of cotton associations and companies in the sub-region.

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