



# Cotton from UEMOA

*The White Gold from  
West Africa Conquering  
the World Market*





# Summary

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# The West African Economic and Monetary Union (UEMOA)

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## 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.

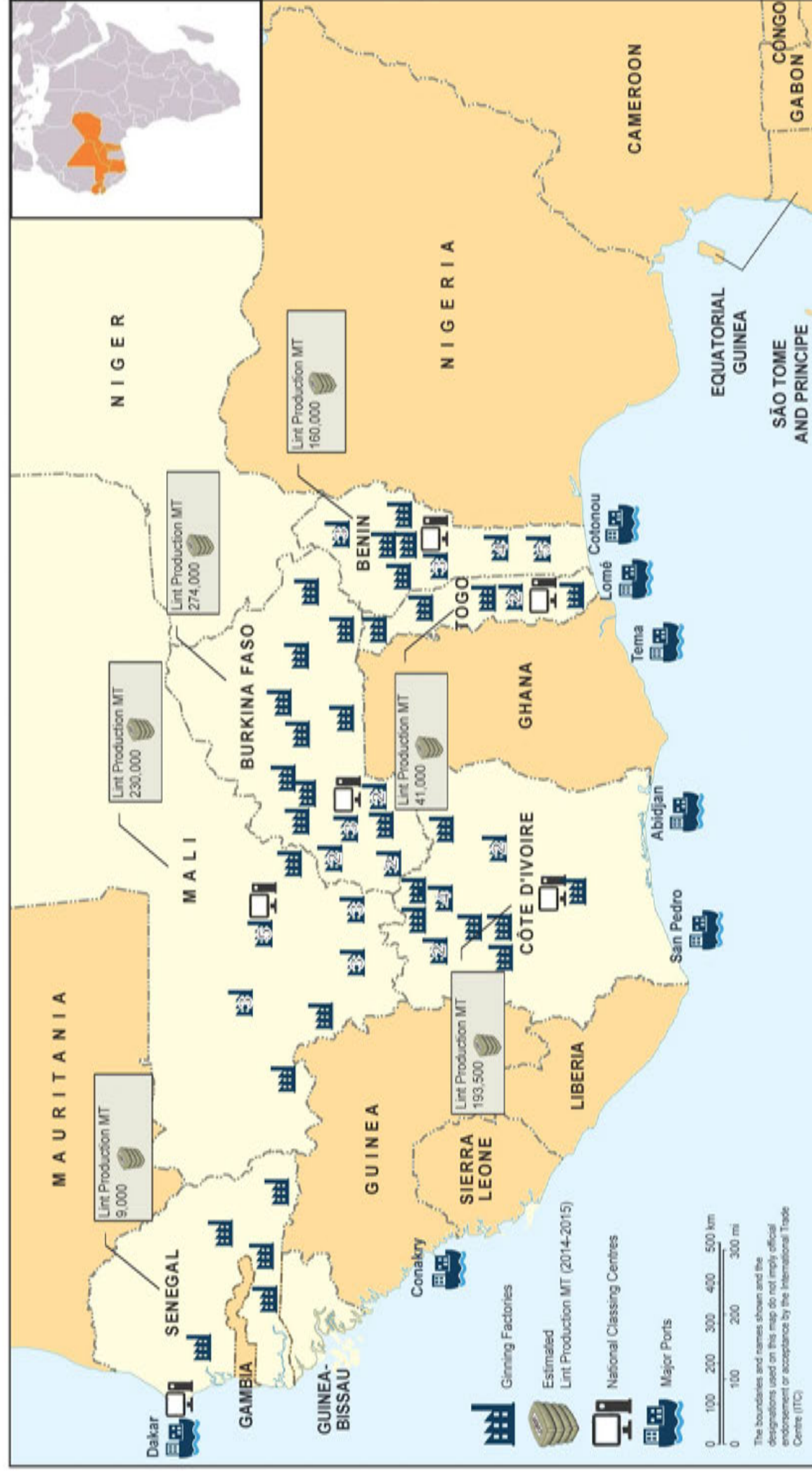
Cotton grown in the UEMOA area accounts for approximately 8% of world cotton exports and 7% of the world cotton growing area (2014-2015).

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 km<sup>2</sup>
- **Population**  
104.7 million
- **Members countries**
  - Benin
  - Burkina Faso
  - Côte d'Ivoire
  - Guinea Bissau
  - Mali
  - Niger
  - Senegal
  - Togo

# WEST AFRICAN COTTON PRODUCING COUNTRIES MAP





# 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.



*Meeting between producers and ginneries during the agricultural season*

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.



*Cotton fields in Senegal*

### Cotton growing areas in the UEMOA

| Country       | Areas (ha)       |                  |
|---------------|------------------|------------------|
|               | 2013-2014        | 2014-2015        |
| Benin         | 347,000          | 405,000          |
| Burkina Faso  | 680,000          | 630,300          |
| Côte d'Ivoire | 360,000          | 400,000          |
| Mali          | 480,500          | 523,200          |
| Senegal       | 32,300           | 25,000           |
| Togo          | 93,700           | 134,000          |
| <b>Total</b>  | <b>1,993,500</b> | <b>2,117,500</b> |

# 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.



Research and seed certification laboratory in Burkina Faso

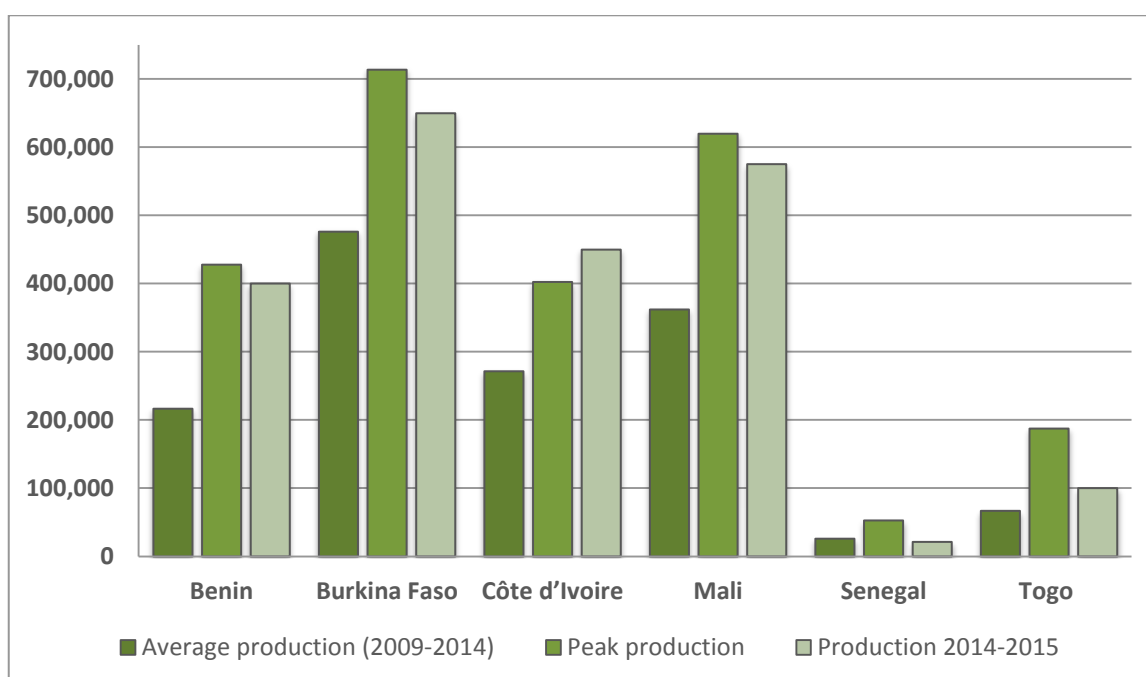


Cotton classification room equipped with HVI machines in Burkina Faso

## 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.

Peak, average and expected seed cotton production in UEMOA's members countries (tons)



In 2014-2015, the total seed cotton production by UEMOA's members countries is around **2,196,300 tons**.

# African fibre: characteristics and values

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**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%.



*African standards certified by the African Cotton Association (A.C.A)*



*Witness box containing different grades of cotton in Mali*

## 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

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## 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.



*Cotton bags with two compartments provided to the producers*

## 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.



*Storage is done on clean sites in height (on trays or tarpaulins)*

Harvesting bags made of polypropylene are being replaced by bags made of cotton or coloured polyethylene. Cotton farmers use cotton bags with two compartments or two bags to separate first and second quality seed cotton during harvesting.



*Training of producers in Mali to reduce contamination*

# 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



*Cotton bales in a ginning factory before commercialization*



*Ginning factories are equipped with saw gins in the UEMOA region*

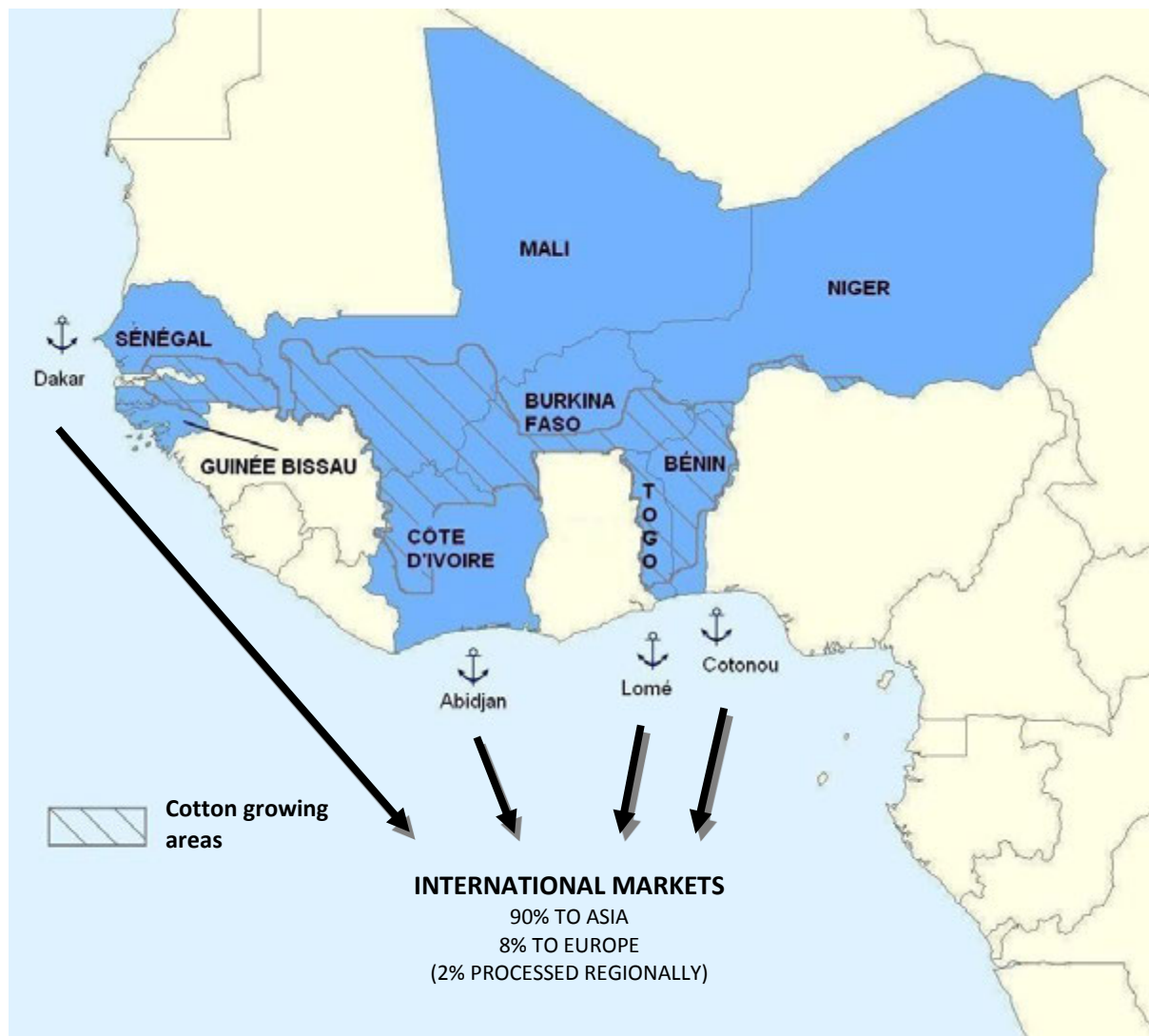
## Ginning factories and capacity in the UEMOA

| Country            | Number of factories | Capacity (Tons)  | %          |
|--------------------|---------------------|------------------|------------|
| Benin              | 19                  | 612,500          | 23         |
| Burkina Faso       | 19                  | 688,000          | 26         |
| Côte d'Ivoire      | 14                  | 530,000          | 20         |
| Mali               | 17                  | 575,000          | 21         |
| Senegal            | 5                   | 65,000           | 2          |
| Togo               | 6                   | 205,000          | 8          |
| <b>Total UEMOA</b> | <b>80</b>           | <b>2,675,500</b> | <b>100</b> |

## 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

# 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

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## 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.



*Handloom sector has a great potential in the sub-region*

## 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.



*Settings of spinning equipments in FILSAH factory*

### 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.



*Integrated Measurement Chains USTER HVI 1000 in CERFITEX laboratory*





## 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

|                                     | Seed Cotton | Lint Cotton |
|-------------------------------------|-------------|-------------|
| <b>Average production 2007/2011</b> | 194,300     | 81,600      |
| <b>Peak production 2007-2008</b>    | 427,700     | 179,600     |
| <b>Production 2013-2014</b>         | 307,000     | 124,000     |
| <b>Previsions 2014-2015</b>         | 400,000     | 165,000     |

## Contacts

- **SONAPRA (Société Nationale pour la Promotion Agricole)**  
Siège Social Cotonou, Zone Industrielle Akpakpa, PK3, Route de Porto-Novo 01BP933  
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## 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

|                                     | Seed Cotton | Lint Cotton |
|-------------------------------------|-------------|-------------|
| <b>Average production 2007/2011</b> | 384,400     | 161,200     |
| <b>Peak production 2007-2008</b>    | 713,700     | 300,400     |
| <b>Production 2013-2014</b>         | 650,500     | 274,000     |
| <b>Previsions 2014-2015</b>         | 650,000     | 273,000     |

## Contacts

- **SOFITEX (Société Burkinabé des Fibres Textiles)**  
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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  
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Email: [unpcb@fasonet.bf](mailto:unpcb@fasonet.bf)  
Website: [www.unpcb.org](http://www.unpcb.org)



Ginning factory of SOFITEX



## 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:**
  - CIDD : 4
  - IVOIRE COTON : 4
  - CO.I.C : 3
  - SICOSA/DOPA/SECO : 3 (1 by company)

|                                     | Seed Cotton | Lint Cotton |
|-------------------------------------|-------------|-------------|
| <b>Average production 2007/2011</b> | 162,800     | 68,400      |
| <b>Peak production 2007-2008</b>    | 400,000     | 168,000     |
| <b>Production 2013-2014</b>         | 405,000     | 173,500     |
| <b>Previsions 2014-2015</b>         | 450,000     | 193,500     |

## Contacts

- **CIDD (Compagnie Ivoirienne pour le Développement des Textiles)**  
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Phone: (+225) 20 22 85 15 / 20 21 16 59  
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- **SECO (Société d'Exploitation Cotonnière d'Ouangolo)**  
Abidjan-Port-Bouet, Boulevard de VRIDI  
15 Boite Postale 300 Abidjan 15  
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Email: [outadmin@olamnet.com](mailto: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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## 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

|                                     | Seed Cotton | Lint Cotton |
|-------------------------------------|-------------|-------------|
| <b>Average production 2007/2011</b> | 296,100     | 124,800     |
| <b>Peak production 2003-2004</b>    | 620,000     | 259,700     |
| <b>Production 2013-2014</b>         | 440,000     | 184,200     |
| <b>Previsions 2014-2015</b>         | 547,700     | 230,000     |

## Contacts

- **CMDT (Compagnie Malienne pour le Développement des Textiles)**  
101, Avenue de la Marne, BP: 487 Bamako  
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*Ginning factory of CMDT*

# Senegal



## 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

|                                     | Seed Cotton | Lint Cotton |
|-------------------------------------|-------------|-------------|
| <b>Average production 2007/2011</b> | 28,200      | 11,900      |
| <b>Peak production 2007-2008</b>    | 52,600      | 21,900      |
| <b>Production 2013-2014</b>         | 28,800      | 12,100      |
| <b>Previsions 2014-2015</b>         | 21,300      | 9,000       |

## Contacts

**SODEFITEX**



### ▪ 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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Km 4,5 Bd du Centenaire de la Commune de Dakar

Phone : (+221) 33 88 97 950 - Fax : (+221) 33 83 20

675

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*Cotton bales stored at the ginning factory*



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



## 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

|                                     | Seed Cotton | Lint Cotton |
|-------------------------------------|-------------|-------------|
| <b>Average production 2007/2011</b> | 41,300      | 17,300      |
| <b>Peak production 1998-1999</b>    | 187,700     | 78,800      |
| <b>Production 2013-2014</b>         | 80,000      | 32,000      |
| <b>Previsions 2014-2015</b>         | 100,000     | 41,000      |

## Contacts



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# Major 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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