

# Urban milk markets and distribution channels in Bamako, Mali

Jennifer Provost<sup>1</sup>, Hamidou Nantoumé<sup>2</sup>, Eva Schlecht<sup>1</sup>

<sup>1</sup> Animal Husbandry in the Tropics and Subtropics, University of Kassel and Georg-August-Universität Göttingen, Germany

<sup>2</sup> Institut d'Economie Rurale, Bamako, Mali

## Introduction

- Urban milk production alleviates poverty, creates employment, and strengthens food security.
- But: formal distribution channels of the dairy sector remain negligible in Mali (Fig. 1).
- Activities of the informal sector are unrecognized, unrecorded, unprotected or unregulated by public authorities.
- **RESEARCH QUESTION:** What affects milk producers' choice to sell to formal or informal distribution channels?



Figure 1: Woman in collection center packaging milk in bags for on-spot sales

## Methods

- Field research Aug. 2017 - March 2018
- Household survey of milk producers who have sold milk in the last year.
- Sample (Fig. 2) included members of dairy cooperatives, livestock breeders cooperatives or independent farmers.

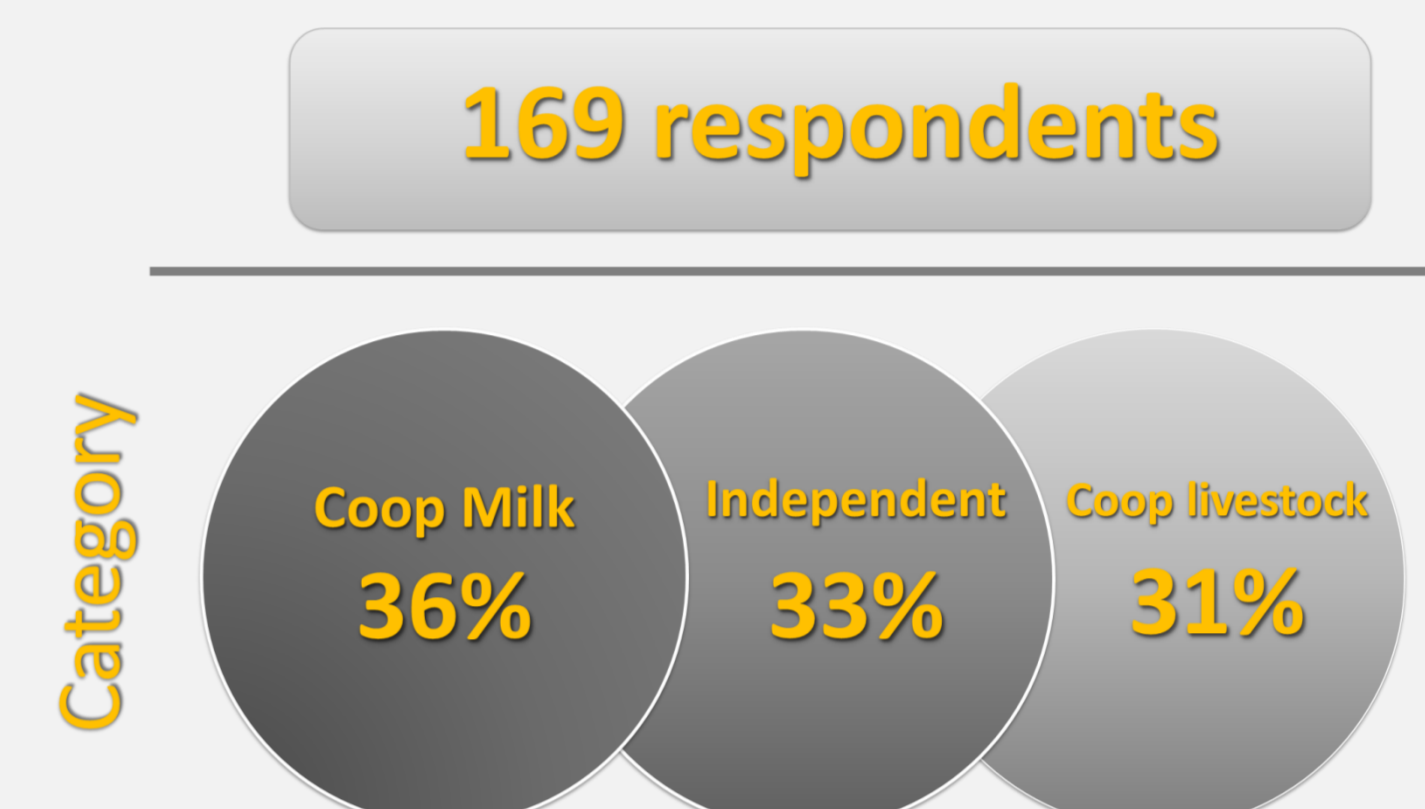


Figure 2: Division of our sampling population per category

## Results

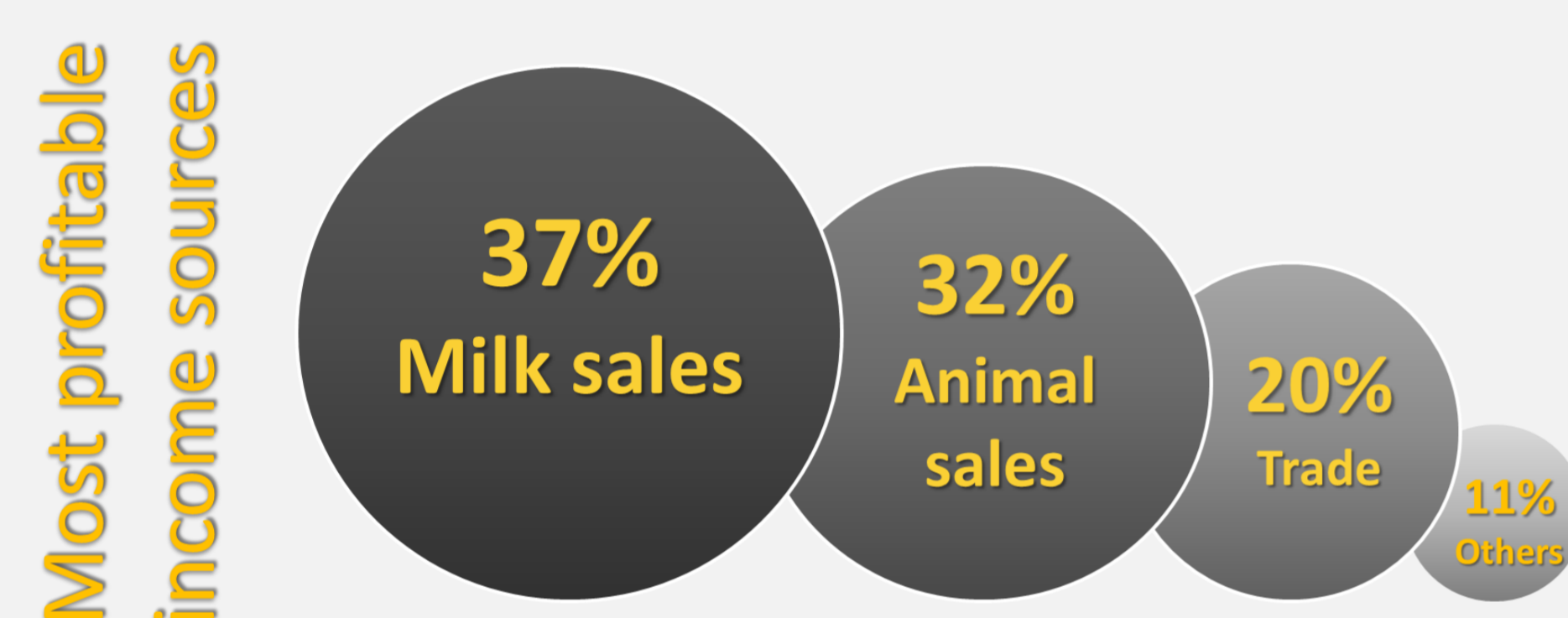


Figure 3: Weighted average of perceived most profitable income sources

- Milk sales were perceived as the most important source of income to farmers' households (Fig. 3).
- 46% of farmers keep only local Zebus, while 41% also keep some crossbred cattle, i.e. local Zebus mixed with European milk breeds.
- The sample shows a median of 20L milk sold/day (Fig. 4) but in fact the majority of farmers sell less than that (Fig. 5).

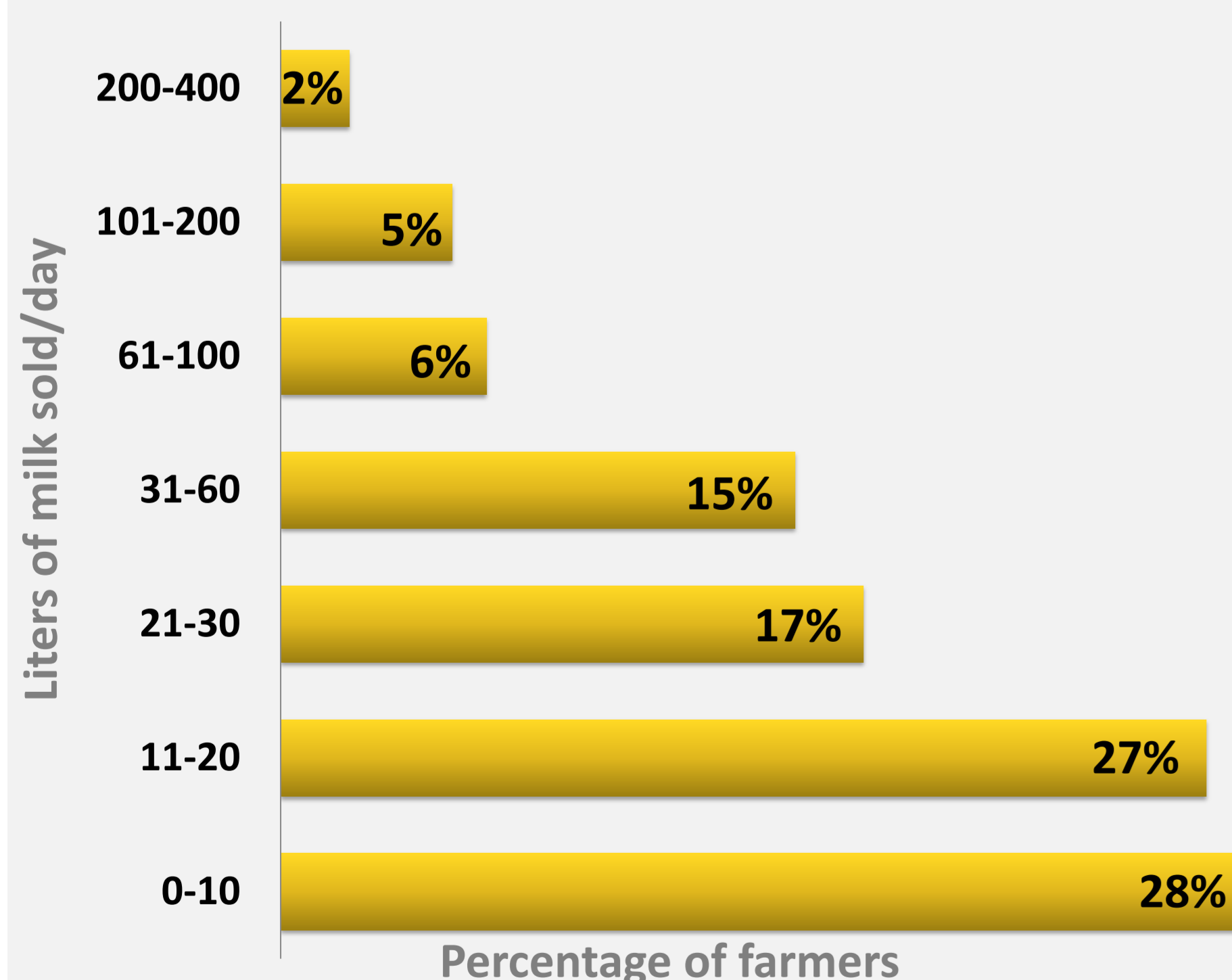


Figure 5: Proportion of farmers per milk sale ranges

## Highlights

- Most farmers (48%) rely exclusively on informal distribution channels.
- The farm-gate price of raw milk ranges from 325 to 375 CFA/L (0.50 - 0.57€).
- When buying from milk retailers, milk origin is unknown to consumers.

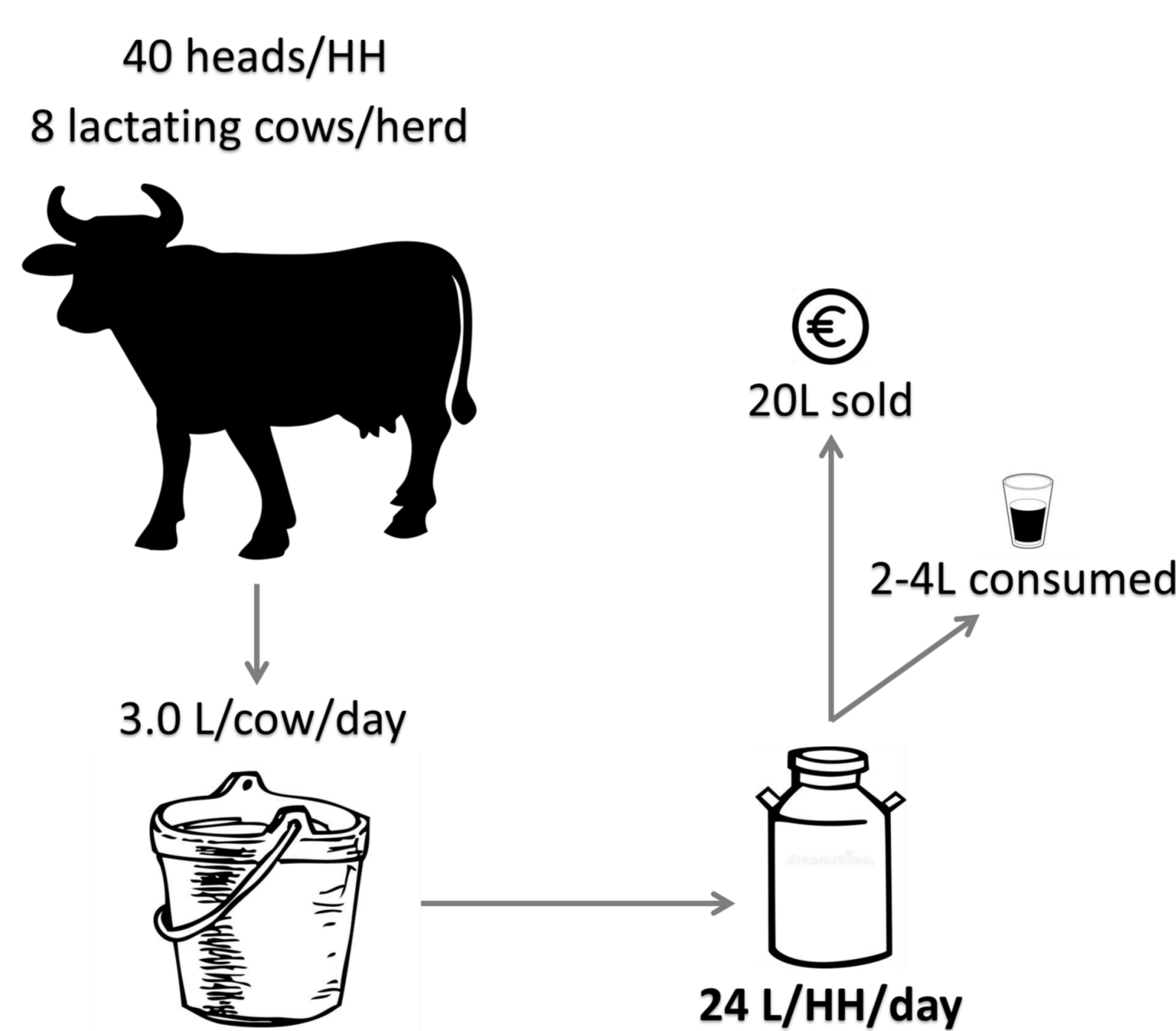


Figure 4: Milk production per household



Figure 7: The only link between the collection centers and the retailers of Bamako: two men with two cellphones in an idled construction site

## Results

- Only 21% of producers use the formal channel exclusively, 31% use a mix of both formal and informal.
- Selling to private customers offers most benefits in terms of price and transaction costs (Fig. 6).
- The formal channel offers neither milk pick-up service nor competitive prices to producers.
- Small amounts of milk produced are not worth the trip to a collection centre.
- Collection centres lament losing a lot of milk due to distribution issues (Fig. 7).

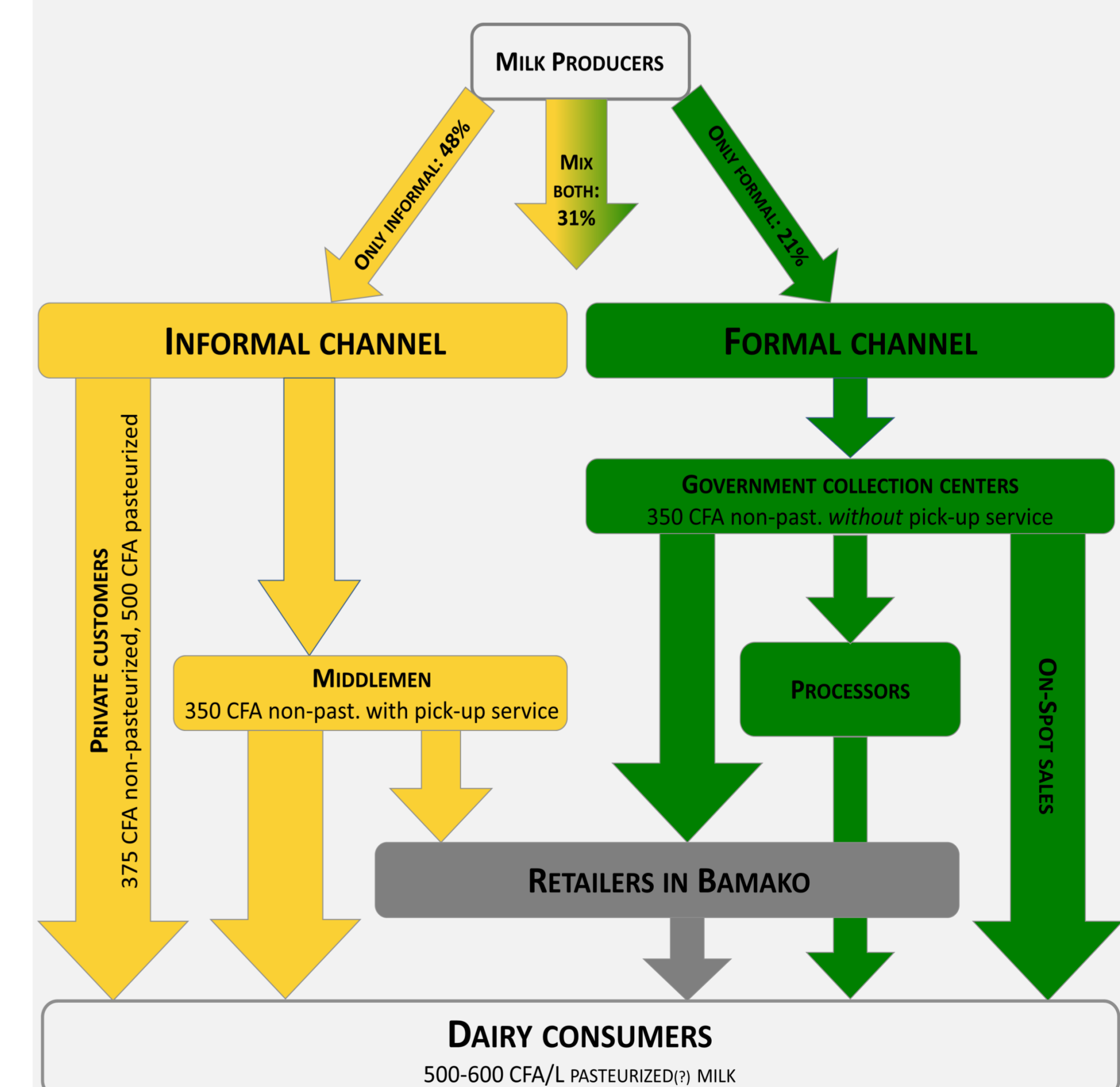


Figure 6: Value chain map of the distribution channels for milk producers



Contact the author: [jprovos@gwdg.de](mailto:jprovos@gwdg.de)

Find me!

[www.linkedin.com/in/jennifer-provost-a05139123/](https://www.linkedin.com/in/jennifer-provost-a05139123/)

[www.urbanfoodplus.org](http://www.urbanfoodplus.org)



SPONSORED BY THE



Federal Ministry of Education and Research

GlobE, 031A242-A