

WAY FORWARD



Traders gathering goats in the primary market for transport to the terminal market

The **actor- and activity-oriented analysis** revealed the complex organisation of the pastoral sheep and goat value chain.

It pointed to how the **socially embedded nature** of the chain allows local long distance traders to use relationships to deal with supply variability.

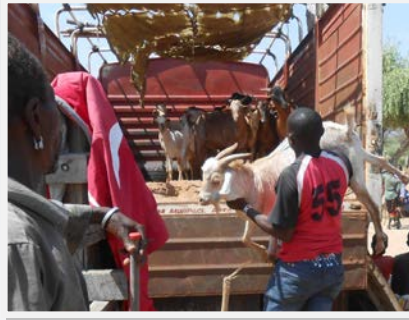
However, despite their centrality to the pastoral livestock value chain, local long distance traders lack relationships to deal with demand variability.

This calls for co-investigating options that reduce local long-distance traders' reliance on spot markets.

Promising options are for example:

i) **Reconfiguring relationships between buyers and sellers** to provide timely and accurate market information and reliability. ICT based markets could be designed for the specific social and cultural context.

ii) **Livestock and product branding** to enable a shift from undifferentiated commodity markets to higher priced niche markets.



Traders loading goats for transport to the terminal market

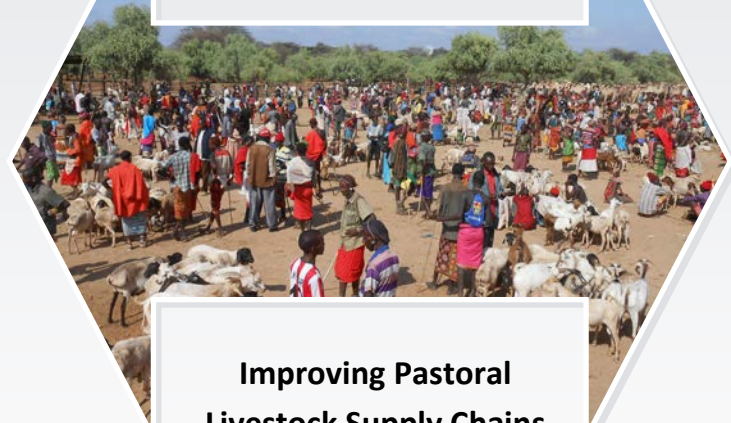
Active involvement of supply chain actors through the co-investigation and co-creation of such options is mandatory, as only their involvement will enable consideration of their conditions and capacities for the establishment of sustainable supply chains.

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ACTOR-ORIENTED AGRICULTURAL RESEARCH

Linking Pastoralists to Markets



Improving Pastoral Livestock Supply Chains



For further information, please get in touch with us!

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An actor- and activity-oriented analysis of pastoral sheep and goat supply chains in northern Kenya



ACTOR- AND ACTIVITY-ORIENTED ANALYSIS OF PASTORAL SHEEP AND GOAT SUPPLY CHAINS

Background

Pastoralists depend on livestock trade for **income generation**. In particular, marketing sheep and goats is important for ensuring regular household income in pastoral communities.

However, **livestock trade is not very profitable for pastoralists and local traders**. Multiple structural issues affecting livestock trade have been identified such as high transaction costs, information asymmetries and weak physical infrastructure.

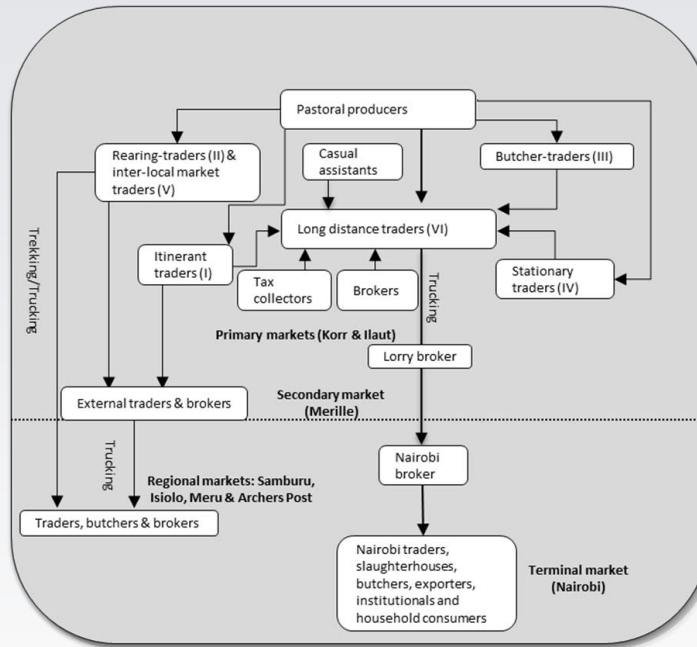
Over the past decades, development actors focussed on the installation of market infrastructures to link pastoralists to markets. The success of these projects remained limited mainly due to a **lack of contextual understanding of the functioning** of the supply chains.

In particular, little is known about specific activities and relations of inter-connected actors that shape supply chain operations in pastoral contexts.

We aimed to improve understanding of the functioning of sheep and goat supply chains in northern Kenya, by analysing **traders' activities and relations, information needs and gaps and economic performance**.

Main insights

- * Activities and relations of different types of local traders define a finely branched supply network that streamlines the flow of sheep and goats from the vast and remote production area.
- * Local long-distance traders occupy a central position in livestock trade networks linking producers to Nairobi consumers.



- * “Limited shelf-life” of sheep and goats create urgency for quick sales at the terminal market.
- * Unpredictable price fluctuations in sheep and goat spot markets quickly make market information obsolete.
- * Dependency on the spot market and lack of coordination leads to low and highly variable profit margins of local long-distance traders
- * Precarity of traders' working conditions threatens the sustainability of the supply chain.



For further information refer to:

- Roba, G.M., Lelea, M.A., Hensel, O., Kaufmann, B., 2018. Making decisions without reliable information: The struggle of local traders in the pastoral meat supply chain. *Food Policy* 76, 33–43.
- Roba, G.M., Lelea, M.A., Kaufmann, B., 2017. Manoeuvring through difficult terrain: How local traders link pastoralists to markets. *Journal of Rural Studies* 54, 85–97.