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# PrOpCom

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Making Nigerian Agricultural Markets Work for the Poor

**Monograph Series # 17**

## **Ofada Rice Processors Needs Assessment Report**

By

**AFRICAN REGIONAL CENTRE FOR ENGINEERING DESIGN AND  
MANUFACTURING**

**(ARCEDEM)**

**April 2007**



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**AFRICAN REGIONAL CENTRE FOR ENGINEERING DESIGN AND MANUFACTURING  
(ARCEDEM)**

# **SUMMARY**

**OF**

**Recommendations made for the processors  
and marketers of Ofada rice**

**IN**

**OGUN STATE, LAGOS STATE, IBADAN  
TOWNSHIP AND ITS ENVIRONS**

**APRIL 2007**

# SUMMARY OF

Recommendations for the processors and marketers of Ofada rice  
in Ogun State, Lagos state, Ibadan Township and its environs

## Background

Promoting pro-poor opportunities in commodity and service market PrOpCom an innovative project funded by the department of International Development of the United Kingdom (DFID) aimed at facilitating functionality and efficiency of Nigerian service market to benefit the poor took the resolve to identify individuals and organizations (both formal and informal) involved in the **processing, packaging and marketing** of Ofada rice, a local brand of rice highly praised and cultivated around Ofada known as Ogun. The entire chain of rice processing and packaging (bagging) was targeted. The final out come was to identify and document all formal and informal organizations engaged in these activities, see how they work, conduct a need assessment exercise for them for better output and proffer recommendations.

To carry the survey, ARCEDEM, the African Regional Centre for Engineering Design and Manufacturing was contacted. The work span between November, 2006 and April 2007. A team of over 70 people drawn from Ogun, Lagos and Ibadan was put up. They were headed by Engr. Thierno Amadou Diallo, Programme officer from ARCEDEM. **441** businesses were covered.

## Objective of the Survey

The immediate objective of the Study “Directory and Need Assessment of Processors and Marketers of Ofada Rice” was to identify the actors engaged in the chain of activities defined above, document them; produce first a directory for them, and to identify their needs by collecting information on the staffing, the way they operate, who they interacted with, what is their output, where and how they sold their products, what are their prospects and constraints, etc. Finally, ultimately, to formulate recommendations on how to improve their operations.

It should be noted that a similar study was conducted for fabricators, sellers, repairers and sellers of rice related machinery by the same team under the same sponsorship.

The ultimate objective of the study was to:

- Remove the constraints to efficient market operation within the rice chain by generating and making widely available the first-ever accurate information on the actors involved;

- Link these actors and make them to work together and serve each other on a complementary and sustainable basis based on assessed needs and capabilities.

Data collection was carried out along Local Government Area (LGA) basis in each of the 3 locations by local enumerators specially trained for the purpose. Specially designed data collection forms were produced. Data collected were recorded in specially designed data entry sheet in Excel format and were later analyzed using special data analysis package to generate the needed information which is summarized in this document. The findings were compiled in a Document titled **“Survey of Processors and Marketers of Ofada Rice in Ogun State, Lagos State and Ibadan Township and its Environs.”** and handed over to the sponsor.

Based on the findings, recommendations were made and are compiled in the present document that we are submitting to the Sponsor, PrOpCom for amendment and adoption as **Action Plan** to make the rice processing a buoyant activity that can benefit also the poor in Nigeria as a partial fulfillment of the agreement signed between PrOpCom and ARCEDEM in November, 2006 and modified in January, 2007.

Engr. T. A. Diallo,  
Programme officer,  
ARCEDEM  
April, 27 2007



<b>Observation 1</b>	13.02% of businesses at Lagos, 3.58% in Ibadan and 5.98% operate Sole proprietorship kinds of businesses while the overwhelming majority of the same businesses (78.76% at Lagos, 96.42% in Ibadan and 92.40%) are established as informal businesses, not registered. Private Liability companies exist in Lagos (5.4%), partnership (.68%) only in Lagos.
<b>Recommendations</b>	Assist operators especially the fabricators to:
	1 see the benefit of registration of their businesses;
	2 trust each other;
	3 be in partnership, or to form cooperatives or any kinds of such in order to secure more recognition, be able to pool together resources better for the benefit of their businesses;
	4 introduce to the operators, especially the millers some simple kits on how to register a business
<b>Observation 2</b>	Obviously the first step in that direction above is the Directory made from this survey. People should know each other first and be able to locate each other without fail and then be known to any other entity active in this area. A wide circulation of the Directory will serve that purpose. Other programs must now be devised.
<b>Recommendations</b>	Give the Directory of the Processors, millers and sellers of Ofada rice a very wide circulation.
	It must be made in soft and hard copies and put in all paces within and outside Nigeria where actual and potential users can be found
<b>Observation 3</b>	Operations are not standardized.
	- Each processor does what he found his/her master doing. There is no recognized training place or method for this activity;
	- There is no documented processing method(s) for this activity: The succession of the process operations, the length in time for each operation, etc. differ from one location to the other, often from one processor to the other, etc. affecting the tastes, colors, aroma differently.
	- Quantity and quality of water in use are different and usually, are found dependant of what is available in each particular processing place;
	- Hygiene, safety and security need to improved;
	- Equipments for de-stoning and polishing are not common; this leads to the perceived feeling that local rice – Ofada rice – for that matter contains stones and other impurities and make people to run away from it.
	- Drying is usually conducted in open places using the sun which brings along the entry of sand, other foreign objects reducing the quality of the rice. During rainy seasons, this practice cannot be conducted successfully affecting the entire operations. Generally sun drying is cumbersome, uses a lot of space, call for the use of many people to be able to respond to emergencies when rain suddenly comes. When dealing in medium or bigger quantities, sun drying must be discarded.
	- At the time of the globalization many of these processing units may not qualify to access foreign markets because of one or the majority of these shortcomings above;

	- Efficiency of some operations need to be enhanced. For example, the way the heat for parboiling is applied is not the most effective. Rice husk in some places constitutes a nuisance whereas it is possible to apply them to different uses increasing thereby the value of the rice chain, protecting also at the same time, the environment. Sun drying must be discarded as just said;
	- Equipment in use are different in one place from the other in terms of size, method of operation. At times same equipment are obtained at totally different prices;
	Ofada rice processors were found operating under severe conditions. Many of them had their shops in open places, under trees, at the backyards, in houses under construction, etc.
	Those who had sheds or workshops did not have proper lay out, as earlier said they all did not observe enough security, or safety, health & safety. Most of the work is manual. The machines used are all crude machines.
<b>Recommendations</b>	1) hold sensitization lectures on hygiene, safety and security matters for rice milers. Assist owners with safety and hygiene kits
	2) conduct a study on selected workshops with the aim of improving operations of Ofada rice processing and packaging; Select the best methods and the best performing machinery among the ones being used; include in the study also the influence of the quality of water on that of the quality and cost of the rice;
	3) Look for and introduce equipment for drying evn if sun drying must be continued;
	4) assist operators with business and production management improvement kits;
	5) standardize the processing of ofada rice. It could by the way of establishing one model processing unit in each of the three locations: Ogun State, Lagos State and in Ibadan /its environs.
	The Model Processing Centre to be equipped with sound machines partly identified from No. 2 and 3 above and partly from other sources; a model processing centre that can execute efficiently and economically all the processing operations; a processing centre that will be used as :
	- a Model processing unit to inspire actual and prospective entrepreneurs on the needed (all available) machines, the available techniques and technologies, the way modern businesses must be established and conducted;
	- a Centre for learning, acquiring and taming, documenting and diffusing the knowledge of rice processing for actual and future rice processors;
	- a Centre for learning and a source of inspiration for fabricators of rice processing machines;
	- Finally an especially, as a Commercial venture for generating income from its operations beside training and extension services that must be free;
<b>Observation 4</b>	Except in Lagos where 6.55% were found auditing their accounts, no auditing is conducted by respondents in the other two locations. Records Keeping was found being conducted by 44.26% in Lagos, but only 2.1% do it in Ogun State and 6.67% in Ibadan.
<b>Recommendations</b>	1) Show the importance of record keeping and accounts auditing. Gradual enlightenment needed. Thereby assist operators:

	- To realize the meaning of business, the usefulness of records keeping and of a proper accounting system.
	- To have skills to develop, establish, apply and interpret simple but working records keeping systems, accounting systems;
	- To go about keeping and auditing their accounts.
<b>Observation 5</b>	Processors were found using all kinds of machines, generally different one from the others in terms of sizes, modes of operation, etc. In cases millers would declare different prices for apparently similar machines. This brings a lot of disparity and confusion at times when considering taking loans in acquiring rice processing machines. It can also give chances to cheating and frustrating development supports or financial programmes.
<b>Recommendation</b>	Efforts to standardize the machines and the machine-parts should be considered.
	An established and functional reputable engineering institution that understands the problem and is willing to undertake the job could be contracted to carry this assignment or an engineering consortium could be put up under PrOpcom for 6 to 9 months during which, the consortium will address the matters and train a core number of fabricators of spare-parts and entire machines and set them off.
<b>Observation 6</b>	Insufficient access to market information was deduced. Businesses were found established near existing markets endeavoring to sell their products directly there or just wait for prospective buyers to come. Seldom, had they information on markets or the sizes of these outside their locations. There is no information on demand or supply of rice available anywhere. Production capacity is certainly underutilized. Respondents also did not know who else is in the same business like him /her except their immediate neighbors.
<b>Recommendations</b>	1) Create capacity for market information to include generation, documentation and diffusion of market information. Information on demand and supply of rice generally and Ofada rice in particular should be generated and made available.
	2) Build up and regularly update information on Ofada rice processors, marketers and buyers; Obviously, the Directories generated by this study are expected to bridge an important gap here. The Directories should therefore be given high diffusion. They must be produced in high quality support with attractive adds and put at all locations where they can find uses: Chambers of commerce, agriculture and industry, all Libraries, etc. Directories should also be regularly updated and the next update should include information on bulk buyers.

<b>Observation 7</b>	This is a business dominated by individuals. Males and females individuals are almost at par (53% to 47%). Firms of all sizes are totally absent. No bulk purchase, no bulk purchasers; portraying here again that the business is an artisan type of business or a business at its formative stage given the current statistic that give rice import to be 170,000t per month. Buyers are mostly individuals: bulk buyers are absent. All purchases are direct. A client must find all the money needed for a purchase, give it before getting his rice. No any other forms of purchase, etc. All contracts are cash driven. Certainly the worst hit could be the farmers themselves. Specialized financial institutions that could fill this gap are totally absent from the scene.
<b>Recommendations</b>	1) Individuals as main buyers cannot sustain the market. Especially when those individuals must find all the money they need to make the purchase. There is a need to develop a sustainable market for processed rice.
	2) Assist to develop a sound market devoid of all these shortcomings; In Oyo Township a different situation is reported where by the business climate is somehow close to what I recommended here. Therefore we additionally recommend ;
	3) As a way to boost market activity, carry detail study of Ofada business transactions in Oyo Township to explore possibilities to establish similar buyer-seller relationships in Ibadan, in Lagos and Ogun States where the businesses are still mostly run on cash basis;
	4) see the conditions put together by both buyers and sellers to have such a business relationships;
	5) Market improvement through bringing the financial institutions in the business of purchase and introduce bulk purchasers.
<b>Observation 8</b>	Banking Services exist and are acknowledged better by rice processors than by machine fabricators. However, respondents had a wide range of perception of banking services while some find them poor or only fair other find them excellent within a same locality.
<b>Recommendations</b>	Conduct a study on interaction between banks and the rice processing businesses;
	Processors need to be enlightened about the need of financial services and on sourcing funds for running rice processing and or marketing rice. Banks and other financial institutions need to be enlightened about the predicaments of rice processors and the services they require. Need for raising awareness of rice processors on existing banks, banking services (both actual and future) and how to access them. There is a need to build trust and an active joint platform for the two sub-sectors. Hold therefore enlightenments on banks and all available banking services for this kind of businesses. Carry this along with the CBN, BOI, National Bank for Agriculture, etc.
	Conduct a study to find out why while some people find banking services good, very good and even excellent others within the same location find the same services poor.
	The present situation where a single business operator must find at least 80% money resources to establish or to operate his business and a client must find over 90% of the cash needed to buy the rice for re-sell must be avoided to make the processing and marketing of Ofada rice a buoyant one.

	There is a need to reinforce the informal financial institutions and explore possibility to use them.
<b>Observation 9</b>	Business Associations exist, are active and members value them and respect them They are funded by the members themselves and have not much support from Government. They Provide various services (socials, financial, representation, technical legal, etc.). Above 50% of respondents found them relevant and rated them very good, good or encouraging; a measure higher than what we saw in the fabricators. However, there are rooms for improvement as around 10% claimed not to be willing to deal with them, 2% in some locations said they are time wasting and 10 did not give response.
	We believe that the Associations can serve as a vehicle to convey much of the programmes or project for the processors and marketers. Associations need to be reinforced.
<b>Recommendations</b>	Identify Business and Professional associations,
	Conduct a Study on how they are established, what are their targeted members, how they operate; what are their strengths and weaknesses; find out what can be done to make them more effective.
<b>Observation 10</b>	Operators are aware of usefulness of advertising. However, they use mostly only business cards. Generally, the study revealed that operators do not practice advertisement to the fullest. Very few only attend exhibitions, trade fairs, etc.
<b>Recommendations</b>	Operators need to be enlightened on other ways of advertising i.e. specialized exhibitions by the business and professional associations, flyers, the internet, etc. and assisted to practice them;
	Processors generally need to have enlightenment campaigns on advertising
	Arm processors with advertisement kits that they can use.
	Assist on how to hold joint advertisement in radio, TV, local magazines, in schools, in restaurants, fast food, etc.
<b>Observation 11</b>	Operators were found selling their rice mostly within Nigeria and even there, the market is yet to be fully exhausted. Assisting operators to sell effectively (successfully) outside Nigeria will boost their income and project the image of the country in the long run.
<b>Recommendations</b>	Train operators in good business practices; one can use the Model Processing Centres;
	Assist to get access to international markets by identifying those markets, standardizing and branding the Ofada rice, developing sound packaging, developing sound channels of distribution; etc.
	Assist to develop a financial market tailored to the needs and peculiarity of the processors and marketers of Ofada rice to help them acquire more resources and fund their businesses;
	sound managerial, marketing, technical and engineering supports are highly needed.
<b>Observation 12</b>	Salary payment is not uniform. Hours of work do not reflect international standards, hygiene, safety and security don not exist, apprenticeship, the main source of re-generating the workforce for this sub-sector needs attention

<b>Recommendations</b>	Business practices such as record keeping, account auditing, business ethics, sound personnel management, quality control, product standardization, cost control, and many more need to be enhanced.
<b>Observation 13</b>	Above 40% of the workforce is trained by the business itself. There are no specifically dedicated training institutions both formal or informal where rice processors can be trained or groomed. This is a shortcoming to the sector that is up til now, bound to use master – apprentice type of training. Also the training so done is not as a purposely oriented training activity. It is a helper kind of training where the aim of the trainer is really only to get a helper that will not cost him/her much and; for the trainee the activity is a temporary one, just to feed him or her until better activity is found.
	In addition, the study did not find existing seminar, workshop where training courses / lectures or sessions for this sub-sector are conducted.
<b>Recommendations</b>	The Model Processing Centres to be established should to take care of this shortcoming.
	To conduct a study on the present status of training and grooming of staff for rice processing and selling;
	Efforts should be made to study in details the apprenticeship training as praceded now and to bring it to a level where it is a voluntary and systematic activity aimed at training and generating a capable and responsive workforce for rice processing, selling and utilizing with emphasis on Ofada rice; the Models Processing Centres should be taken care of that.
	Efforts should be made to get more operators and staff trained at vocational and tertiary levels to come to rice processing sub-sector;
	Train members or at least operators on Management, Book keeping, recording of business activities, simple accounts techniques, business ethics and on HIV/AIDS.
<b>Observation 14</b>	Very few operators were found selling their rice out side Nigeria.
<b>Recommendations</b>	Assist to develop brands of Ofada rice that can sell in markets outside Nigeria
	Assist to access these markets.
<b>Observation 15</b>	Operators have different sizes for shops, different layout, different sheds.
<b>Recommendations</b>	The recommended Model Processing Centres should be able to take care of this short coming.
<b>Observation 16</b>	Between 34 to 55% of contact persons were found within the range of 26 to 46 years of age: still active, receptive to changes and conscious of the need to improve
<b>Recommendations</b>	Let us start now, have programs that can yield benefit within 10 to 15 years.



AFRICAN REGIONAL CENTRE FOR ENGINEERING DESIGN AND MANUFACTURING  
(ARCEDEM)

# **SURVEY**

**OF  
PROCESSORS AND MARKETERS OF  
OFADA RICE  
IN**

**OGUN STATE, LAGOS STATE AND  
IBADAN TOWNSHIP AND ITS  
ENVIRONS**

**APRIL, 2007**



# SURVEY OF

## PROCESSORS AND MARKETERS OF OFADA RICE IN OGUN STATE, LAGOS STATE AND IBADAN TOWNSHIP AND ITS ENVIRONS

### Background

Promoting pro-poor opportunities in commodity and service market PrOpCom an innovative project funded by the department of International Development of the United Kingdom (DFID) aimed at facilitating functionality and efficiency of Nigerian service market to benefit the poor took the resolve to identify individuals and organizations (both formal and informal) involved in the processing, packaging and marketing of Ofada rice a local brand of rice highly praised and cultivated around Ofada known as Ogun. The entire chain of rice processing and packaging (bagging) was targeted. The final out come was to identify and document all formal and informal organizations engaged in these activities, see how they work and conduct a need assessment exercise for them for better output.

To carry the survey, ARCEDEM, the African Regional Centre for engineering Design and Manufacturing was contacted. A multiple team of over 70 people drawn from Ogun, Lagos and Ibadan. They were headed by Engr. Thierno Amadou Diallo, Programme officer from ARCEDEM.

### Objective of the Survey

The immediate objective of the Study “Directory and Need Assessment of Processors and Marketers of Ofada Rice” was to identify the actors engaged in the chain of activities defined above, document them by producing a directory for them and identify their needs and formulate recommendations on how to improve the operations of these actors.

The ultimate objective is to:

- Remove the constraints to efficient market operation within the rice chain by generating and making widely available the first-ever accurate information on the actors involved;
- Link these actors and make them to work together and serve each other on a complementary and sustainable basis based on assessed needs and capabilities.

Data collection was carried out along Local Government Area (LGA) basis in each of the 3 locations by local enumerators specially trained for the purpose. Specially designed data collection forms were produced. Data collected were recorded in specially designed data entry sheet in Excel format and were later analyzed using special data analysis package to generate the needed information which is summarized in this document. Based on the information so collected, recommendations were made and are being compiled in a separate document that will be presented for discussion, amendment and adoption as action plan to make the rice processing a buoyant activity that can benefit also the poor in Nigeria.

We present bellow the summary of the findings in each of the three (3) locations.

## 1.0 SURVEY OF PROCESSORS AND MARKETERS OF OFADA RICE IN LAGOS STATE

The survey covered the whole of Lagos State. In total **146** respondents (Annex A) were interviewed out of which **61** were selected on sample basis for evaluating the need of the respondents and capture in a format called annex B. Basic information of the respondents has been compiled into a document called "Directory of Processors and Marketers of Ofada Rice in Lagos State." A document that has already been submitted in both hard and soft copies. A computer programming version of the same with various reporting formats has also been worked out.

Bellow is the compilation of the findings.

For ease of understanding the agricultural zones as established by the State Authorities has been used; they comprises the following;

- **Far-East Zone** comprising of 3 Local Governments: Epe, Ibeju Lekki, and Eti Osa;
- **East- Zone** comprising of 1 Local Government: Ikorodu LGA.
- **Western Zone** Comprising of the remaining 16 Local Governments: Kosofe; Mushin; Amuwo Odofin; Agege; Lagos Island; Lagos Mainland; Ifako-Ijaiye; Badagry; Ojo, Shomolu, Surulere, Apapa, Ikeja, Oshodi-Isolo, Ajeromi, Alimosho.

### 1.2 Findings from the Survey of Lagos State

#### a. Year Business Operation Started

Between 1970 and 1980 there were no such businesses in the Far-East and only 5 units in the East. During that period most activities were in the West. That region still has the biggest number of businesses. At present, one can note that 50.33% of the businesses started between 1991 and the year 2000 while 29.65% started between 2001 and 2006.

Table 1.1 ; Year Rice Processing and Marketing Businesses Began

	Far East		East		West		State	
	No	%	No	%	No	%	No	%
< 1970	0	0	0	0	1	1.075	0.34	0.7
1971 - 1980	0	0	0	0	1	1.075	0.34	0.7
1981 - 1990	0	0	5	17.24	19	20.45	8	16.54
1991 - 2000	10	43.48	9	31.04	54	58.06	24.34	50.33
2001 - 2006	11	47.82	15	51.72	17	18.28	14.34	29.65
No response	2	8.7	0	0	1	1.075	1	2.08
<b>Total</b>	<b>23</b>	<b>100</b>	<b>29</b>	<b>100</b>	<b>93</b>	<b>100</b>	<b>48.36</b>	<b>100</b>

Source: Field Survey

#### b. Legal Status

Table 1.2 ; Legal Business Status

S/n	Legal Status	FAR EAST		EAST		WEST		STATE	
		count	%	count	%	count	%	count	%
1	Sole proprietorship	8	34.75	9	30	2	2.15	19	13.02
2	Informal business Not registered	10	43.45	20	66.67	85	91.40	115	78.76
3	Partnership	0	0	1	3.33	0	0	1	0.68
4	Private Lim. Liability	2	8.7	0	0	6	6.45	8	5.4
5	Public Lim. liability	0	0	0	0	0	0	0	0
6	Subsidiary of Nig. Public Corporation	0	0	0	0	0	0		0
7	Subsidiary of Multinational	0	0	0		0	0		0
8	NGO	0	0	0	0	0	0	0	0
9	Government Institution	2	8.7	0		0	0	2	1.37
10	Business. Member Organization	1	4.4	0	0	0	0	1	0.68
11	Cooperative Union	0	0	0	0	0	0	0	0
12	Others	0	0	0		0	0		0
14	<b>Total</b>	<b>23</b>	<b>100</b>	<b>30</b>	<b>100</b>	<b>93</b>	<b>100</b>	<b>146</b>	<b>100</b>

Source: Field Survey, 2006

**78.76%** of respondents is made of informal business, not registered! This is followed by a 13.02% Sole Proprietorship businesses making a total of **92%** of the businesses established on soft grounds virtually incapable to pool resources or secure loans in a normal financial set-up.

Partnership with 0.68% here too scores low.

The issue of why partnership is not found common could not be captured in this study.

**REC 1 ASSIST ACTORS ESPECIALLY THE PROCESSOS TO BE IN PARTENERSHIP, OR TO FORM COOPERATIVES OR TO BE ABLE TO POOL MORE THEIR RESOURCES.**

### c. Service Areas

#### List of Services rendered

**Table 1.3** : List Of Service Areas Offered

	Far East		East		West		State	
Service Area	Count	%	Count	%	Count	%	Count	%
1 Milling	7	30.43	5	16.67	3	3.22	15	10.27
2 Polishing	1	0.43	0	0	2	2.15	3	2.05
3 De-stoning	8	34.78	0	0	4	4.44	12	9.21
4 Bagging/ Packaging	9	39.13	10	33.34	14	15.05	33	22.6
5 Bulking	4	17.39	0	0	9	9.67	13	8.90
6 Marketing	19	82.60	18	60.00	81	87.09	118	80.82
7 Transportation	20	86.95	7	23.34	50	57.76	77	53.73
8 Other – Please Specify								
9 <b>Total</b>	<b>23</b>	<b>-</b>	<b>30</b>	<b>-</b>	<b>93</b>	<b>-</b>	<b>146</b>	<b>-</b>

In the **West**, all services are available. It was found however that 87% have marketing activity and 57% had transportation. 4 respondents carried de-stoning and 14 enterprises were engaged into bulking activity.

The **Far-East** and the **East** seem to be less involved in the area of coverage; in total only 53 businesses were found active in those 2 zones, compared to 93 for the West. In the East, three (3) services polishing, de-stoning and bulking are missing.

Attempts were made to collect data for value volume analysis of the corresponding services. These are compiled down here. Enumerators informed of the inaccuracy of the data as respondents were found not keeping records and that they were given the figures of head. We therefore bring the figures so collected just for the sake of bringing them only.

### Value and Volume of Services offered

**Table 1.4** : Average Distribution Of Service Areas , Volume And Value

	Far East		East		West		State	
Service Area	Value (N'000)	Volume	Value (N'000)	Volume	Value (N'000)	Volume	Value (N'000)	Volume
Milling	-	-	-	-	21800	23.5	48.67	2.47
Polishing	-	-	-	-	7500	3	230.78	41.55
De-stoning	-	-	-	-	30000	43	224.27	475.78
Bagging/ Packaging	-	-	-	-	561450	2030	128.83	116.56
Bulking	-	-	-	-	24570	23	123.00	33.13
Marketing	-	-	-	-	9308071	1384	476.33	85.44
Transportation	-	-	-	-	162392	182.13	168.00	131.67
Other – Please Specify	-	-	-	-			0.00	0.00
<b>Total</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>2083</b>	<b>1946.99</b>	<b>1511.21</b>	<b>997.99</b>

**Rec 3 ASSISTANCE IN STANDADIZING THE PROCESSING OF OFADA RICE BY THE WAY OF ESTABLISING MODEL PROCESSING UNITS IN THE FAR-EAST AND THE EAST**

**REC 4 - TO CONDUCT A STUDY ON SOME OF THE WORKSHOPS WITH THE AIM OF IMPROVING OPERATION OF THE PROCESSING CENTRES WITH INTRODUCTION OF SOUND MACHINES.**

- TO ASSIST OWNERS WITH SAFETY AND HYGIENE TRAINING KITS
- TO ASSIST OWNERS WITH PRODUCTION MANAGEMENT PRODUCTIVITY IMPROVEMENT TRAINING

### **c Gender**

Table 1.5: Average Gender Distribution of Staff in Business Covered

S/N	ITEM	FAR EAST		EAST		WEST		STATE	
		No	%	No	%	No	%	No	%
	Male	13.91	64.13	2.03	62.85	3.53	59.33	6.49	63.07
	Female	7.78	35.87	1.20	37.15	2.42	40.67	3.80	36.93
	Total	21.69	100.00	3.23	100.00	5.95	100.00	10.29	100.00

Male staff with the State average of 63.07% is of female staff. These figures cut across the 3 zones.

### **Distribution of Business Outlets**

Table 1.6 Distribution of Business Outlets

ITEM	FAR EAST		EAST		WEST		STATE	
	No	%	No	%	No	%	No	%
Business Outlets/ Branches had 1	6	66.67	6	66.67	30	78.95	42.00	75
Had 2	2	22.22	2	22.22	7	18.42	11.00	19.64
More than 2 outlets	1	11.11	1	11.11	1	2.63	3.00	5.36
Total	9	100	9	100	38	100	56	100
count	9		9		38		56	
Min	1		1		1		1	
Max	3		3		4		4	

75% of the businesses operate from a single outlet; only 19.64% had more than 1 outlet. The maximum outlet found was 4.

### **Keeping records and auditing accounts**

Table 1.7 Keeping records and auditing accounts

ITEM	FAR EAST		EAST		WEST		STATE	
	No	%	No	%	No	%	No	%
Keeping of accounts	5	55.55	6	42.85	16	42.1	27	44.26
Auditing of accounts	0	0	1	7.14	3	6.55	4	6.55
Total								

Between 42 to 55% of the respondents claim to be keeping records of activities bringing the State average to 44.26%: a notable event. No respondent in the Far-East reported auditing his/her accounts. In general less than 10% was found doing it in the other 2 zones bringing the average to 6.55%: an area that needs reinforcement.

### Business Location / proximity to clients or to markets

Table 1.8 Business Location / proximity to clients or to markets

ITEM	FAR EAST		EAST		WEST		STATE	
	No	%	No	%	No	%	No	%
Proximity-Low=1	1	11.11	9	64.28	14	36.84	24	39.34
High=5	8	88.89	5	35.72	24	63.16	37	60.66
	9		14		38		61	100

Proximity to markets was rated similarly. Far-East rated it high by 88.89%; in the East the same was rated high by only 35.75% while the West rated it same by 63.16% making a State average of 60.66%.

### Rating Of locations To Support/ Ancillary Services raw materials & Inputs

Table 1.9: Rating Of locations To Support/ Ancillary Services raw materials & Inputs

ITEM	FAR EAST				EAST				WEST				STATE			
	Proximity		Rating		Proximity		Rating		Proximity		Rating		Proximity		Rating	
Item	Near	far	Low	High	Near	far	Low	High	Near	far	Low	High	Near	far	Low	High
Machin e parts Suppliers	3	3	2	4	3	1	3		5	6		10	11	10	5	14
Machin e parts Fabricators	4	2	2	4	2				5	6		11	11	8	2	15
Supplie rs of fuel	7		2	4	8		2	1	23	2	7	21	38		11	26

Supply of national electricity	6		1	5	11		6		30	1	9	27	47	1	16	32
Supply of alternative electricity													0	0	0	0
Suppliers of water - near	4		4	1	1	2	3	2	30	4	11	23	35	6	18	26
Suppliers of Other raw materials	3	3	3	3	1	2	2	1	7	7	1	14	14	12	6	18
Packaging of Raw Materials	5		3	2	5	3	2	3	13	9		22	23	12	5	27
Availability of Telecommunication supports	6		1	4	11			13	31	4	12	23	48	4	13	40
Access to financial services													0	0	0	0
Banks	3	2	2	3	8	6	1	6	31	1	12	18	42	9	15	27
Informal Financial Inst	4	2	2	2	2			2	28	1	8	20	34	3	10	24
Non Government Organisation	1	1	1	1					7	7	6	8	8	8	7	9
Others									1	1		7	0	1	1	7

## Perceived Value of Financial & Banking Services

Table 1.10.: Perceived Value of Financial & Banking Services

ITEM	FAR EAST		EAST		WEST		STATE	
	No	%	No	%	No	%	No	%
Poor	0	0	0	0	1	2.63	1.00	1.64
Fair	4	44.44	2	14.29	12	31.58	18.00	29.51
Good	2	22.22	9	64.29	21	55.26	32.00	52.46
Very good	1	11.11	3	21.43	4	10.53	8.00	13.11
Excellent	0	0.00	0	0.00	0	0.00	0.00	0.00
No Idea	2	22.22	0	0.00	0	0.00	2.00	3.28
Total	9	100	14	100	38	100.00	61.00	100.00

Banking services are available in Lagos and processors have good opinion about them. No one in the Far-East and the East rated them “poor” while only a mere 2.6% in the West did so. Averagely 13.11 of the respondents found very good value and 52.46% as good and 29.51% rated them as fair. These findings are in sharp contrast with those for the fabricators within the same area and from the same institutions and point out to the direction of fabricators. However, the fact that no one rated them “excellent” shows that processors still see rooms for improvement and any action should go toward identifying and clearing bottlenecks.

### Availability of Financial Services to Business

Table 1.11: Availability of Financial Services to Business

ITEM	FAR EAST		EAST		WEST		STATE	
	No	%	No	%	No	%	No	%
Banking Services - Current account	5	55.56	4	28.57	30	78.95	39	63.93
- saving account	6	66.67	6	42.86	26	68.42	38	62.30
Both	3	33.33	7	50.00	20	52.63	30	49.18
Currency Exchange	1	11.11	1	7.14	21	55.26	23	37.70
E-Banking	1	11.11	1	7.14	16	42.11	18	29.51
Loans	2	22.22	2	14.29	33	86.84	37	60.66
Overdraft	1	11.11	4	28.57	29	76.32	34	55.74
Money Transfer	3	33.33	2	14.29	25	65.79	30	49.18
Bonds	0	0.00	2	14.29	17	44.74	19	31.15
Others (friends, etc.)	0	0.00	0	0.00	4	10.53	4	6.56
Cooperatives	1	11.11	5	35.71	31	81.58	37	60.66
Friends	0	0.00	1	7.14	0	0.00	1	1.64

Nine (9) services were singled out. It was found (tabl.1.11) that they were all known and being used by the business operators with the predominance of Current Accounts (63.93%), Savings Accounts with 62.30% and loans with 60.66%. Overdraft is also used by 55.74%.



Interestingly, two elements appear here “Money Transfer” with 49.18% and Bonds with 31.15%. Cooperatives score 60.66% a good omen as these can be used to channel any financial assistance. Friends scored a mere 1.64%.

It looks like we are in a presence of a sophisticated type of business operators. With “friends” retreating to 1.64%, it looks like the more we become sophisticated in business, the less one is dependent on them to run one's own business. Compared to the table below which what actual services are in use by the operators, one will understand that there is really room for improvement.

### List of Available Financial Services

Table 1.12 List of Available Financial Services

ITEM	FAR EAST		EAST		WEST		STATE	
	No	%	No	%	No	%	No	%
Loans	3	30	0	0	5	4	7	4
Overdraft	4	40	0	0	0	0	4	2
savings	0	0	0	0	0	0	0	0
Currency Exchange	0	0	0	0	0	0	0	0
Insurance services	0	0	0	0	0	0	0	0
Bulk Purchase	2	20	2	4.76	0	0	4	2
Combinations	0	0	42	95.24	109	96	151	86
Others	1	10	0			0	1	0

When asked which services are in actual fact being used, the replies are shown compiled.

### Total Value Of Services Benefited By Business Operators

Table 1.13 : Total Value Of Services Benefited By Business Operators

ITEM	Far East	East	West	State
	Value (N'000)	Value (N'000)	Value (N'000)	Value (N'000)
Access Bank	0	250	0	250
Afribank	0	0	0	0
Diamond Bank	0	0	5000	5000
Ecobank Nigeria	0	0	0	0
Equitorial Bank	0	75	0	75

Fidelity Bank	0		0	0
First Bank	0	200	123000	123200
First city monument Bank	0	0	0	0
First inland Bank	0	0	0	0
Guaranty Trust Bank	0	0	0	0
Habib Plantinum Bank	0	0	0	0
IBTC Chartered Bank	0	0	0	0
Intercontinental Bank.	0	190	5000	5190
NIB bank	0		0	0
Oceanic Bank	0		0	0
Skye Bank	0	250	15	265
Spring bank	0	0	0	0
Stanbic Bank	0	0	0	0
Standard Chartered Bank	0	0	0	0
Sterling Bank	0	0	0	0
Union Bank	0	0	1775	1775
UnitedBank for Africa	200	0	0	200
Unity Bank	0		0	0
Wema Bank	0	10	0	10
Zenith bank	0	0	50000	50000
Community Bank	0	0	0	0
N A C R D B	0	0	325	325
Other Financial Institutions(e.g Insurance Houses, etc)	0	0	0	0
Informal Financial Institutions (e.g Cooperatives Credit and Thrift, Esusu, Ajo,etc)	0	0	1245	1245
<b>total</b>	<b>200</b>	<b>975</b>	<b>186360</b>	<b>187535</b>
Interest rate Paid %	19.125	17.3	19.33	18.585
Interest rate received %	13.2	5.4	5.89	8.163

Out of the 25 existing Banks only 11 were found involved with the banks with a total offered as =N= 200,000 in the Far-East, =N=975,000 in the East and =N=186,360,000 in the West making a total for the State as =N=187,535,000; an appreciable amount.

Bellow is the list of the 11 banks really involved.

List of Active Financial institutions and Total Value Offered.

Table 1.14 : Total Value Of Services Benefited  
By Business Operators

	<b>Far East</b>	<b>East</b>	<b>West</b>	<b>State</b>
<b>ITEM</b>	<b>Value (N'000)</b>	<b>Value (N'000)</b>	<b>Value (N'000)</b>	<b>Value (N'000)</b>
Access Bank	0	250	0	250
Diamond Bank	0	0	5000	5000
Equitorial Bank	0	75	0	75
First Bank	0	200	123000	123200
Intercontinental Bank.	0	190	5000	5190
Skye Bank	0	250	15	265
Union Bank	0	0	1775	1775
UnitedBank for Africa	200	0	0	200
Wema Bank	0	10	0	10
Zenith bank	0	0	50000	50000
N A C R D B	0	0	325	325
Informal Financial Institutions(e.g Cooperatives Credit and Thrift, Esusu, Ajo,etc)	0	0	1245	1245
<b>total</b>	<b>200</b>	<b>975</b>	<b>186360</b>	<b>187535</b>

Table 1.15: Seasonality of Business Operations

ITEM	FAR EAST		EAST		WEST		Total for STATE	
	No	%	No	%	No	%	No	%
Seasonality (Value) N'000								
January	2575.00	1.089	465.780	11.707	40182.00	1.848	43222.78	1.790
February	1885.00	0.797	72.520	1.823	43035.70	1.979	44993.22	1.863
March	1830.00	0.774	67.905	1.707	58586.40	2.694	60484.30	2.505
April	3125.00	1.321	416.66	10.47	1155549.40	53.141	1159091.07	47.995
May	2820.00	1.192	186.80	4.69	54856.80	2.523	57863.60	2.396
June	3690.00	1.560	151.00	3.79	53027.00	2.439	56868.00	2.355
July	1870.00	0.791	71.13	1.78	51597.00	2.373	53538.14	2.217
August	2770.00	1.171	105.00	2.64	51471.00	2.367	54346.00	2.250
September	3601.00	1.522	90.00	2.26	57862.80	2.661	61553.80	2.549
October	201481.00	85.181	45.00	1.13	91037.20	4.187	292563.20	12.114
November	5635.00	2.382	910.40	22.88	100440.40	4.619	106985.80	4.430
December	5250.00	2.220	1396.60	35.10	416865.60	19.171	423512.20	17.537
<b>Total:</b>	236532.00	100.00	3978.81	100.00	2174511.30	100.000	2415022.11	100.000

Seasonality (Volume) per month	Far	East	East	West	West	Total for	State	
January	14.45	7.811	94.000	17.172	6627.500	4.284	6735.95	4.333
February	14.33	7.746	3.000	0.548	5869.800	3.794	5887.13	3.787
March	14.22	7.687	22.000	4.019	7666.210	4.955	7702.43	4.955
April	14.65	7.919	30.000	5.480	16511.200	10.672	16555.85	10.651
May	14.55	7.865	15.000	2.740	5820.350	3.762	5849.90	3.763
June	14.50	7.838	3.000	0.548	6045.230	3.907	6062.73	3.900
July	14.41	7.790	19.000	3.471	5765.580	3.727	5798.99	3.731
August	14.55	7.864	0.000	0.000	5748.120	3.715	5762.67	3.707
September	15.67	8.471	0.000	0.000	6410.150	4.143	6425.82	4.134
October	15.64	8.457	5.000	0.913	10976.550	7.095	10997.19	7.075
November	17.04	9.211	130.000	23.749	11083.100	7.164	11230.14	7.224
December	20.99	11.338	226.400	41.359	66189.940	42.782	66437.31	42.740
<b>Total:</b>	184.98	100.00	547.400	100.000	154713.730	100.000	155446.12	100.00

One cannot not trust these figures as they were all collected from memories of operators. We should use them only for the purpose of perceived trends by the operators. By the time operators have fully embraced the habit of keeping records and auditing accounts, only then, it I possible to get accurate and reliable figures.

The project should be geared towards that.

### Perception of Business Operators on Business Association

Table 1.16: Perception of Business Operators on Business Association

ITEM	FAR EAST		EAST		WEST		STATE	
	No	%	No	%	No	%	No	%
No Proper Coordination of business association	0	0	0	0	0	0	0	0
Good, and assisting members	4	44	5	36	10	26	19	31
No response	5	56	9	64	28	74	42	69
Total	9	100	14	100	38	100	61	100

There are number of associations. Members value them. Three (3) parameters were selected to evaluate how respondents perceive the associations. It looks like they do not have a bad opinion of them as no one of the respondents said there is no proper coordination. 31% found good and assisting members while 69% preferred not to voice anything for or against.

For us we believe that the associations can serve as a vehicle to convey any programme or project for the operators.

### . Existing Business Associations with target and annual fees

Table 1.17: Existing Business Associations with target and annual fees.

ITEM	FAR EAST		EAST		WEST	
	Target	Annual Memb. fee	Target	Annual Membership fee	Target	
Rice farmers Ass. Of Nigeria	Farmers	500	Farmers	500	Farmer	500

Agbelere Association	Farmers and Traders	500	Farmers and Traders	500	Farmers and Traders	0
Atelewo Rice Farmers Association	Farmers and Traders	500	Farmers and Traders	500	Farmers and Traders	0
Rice Importers Association	Traders and Dealer	0	Traders and Dealer	1000	Traders and Dealer	1000
Ise Rice Farmers Association	Farmers and Traders	500	Farmers and Traders	0	Farmers and Traders	0
Cassava Millers Association	Millers	0	Millers	500	Millers	500
Market Women Association	Traders and Dealer	0	Traders and Dealer	500	Traders and Dealer	500
Rice Dealers Association	Traders and Dealer	0	Traders and Dealer	1000	Traders and Dealer	1000

**REC: Associations need to be reinforced**

### Services Received By Association Members

Table 1.18 : Services Received By Association Members

ITEM	FAR EAST		EAST		WEST		STATE	
	count	%	count	%	count	%	count	%
Technical Supports	2	5.26	4	7.84	12	10.71	18.0	9.0
Financial Supports	8	21.05	6	11.76	14	12.50	28.0	13.9
Legal Supports	0	0.00	2	3.92	6	5.36	8.0	4.0
Representation	9	23.68	10	19.61	22	19.64	41.0	20.4
Commercial Supports( Product Promotions)	9	23.68	14	27.45	27	24.11	50.0	24.9
Combinations	0	0.00	3	5.88	5	4.46	8.0	4.0
Bulk	9	23.68	8	15.69	11	9.82	28.0	13.9

Purchasing								
No Record	1	2.63	4	7.84	15	13.39	20.0	10.0
Total	38	100	51	100	112	100.0	201.0	100.0

Services were grouped into seven (7). It was found that all these services were being used by the operators in the West with the predominance of commercial support, representation and Financial supports. This trend is followed closely by the East on a bit lower note though. Operators in the Far-east still need to shakeup.

The presence of all these services shows again that business associations are already playing an important role that if reinforced can transform the sector.

### Perception of Business Operators on Advertisement

Table 1. 19: Perception of Business Operators on Advertisement

ITEM	FAR EAST		EAST		WEST		STATE	
	No	%	No	%	No	%	No	%
Very Poor	2	22.22	0	0	1	2.6	3.0	4.9
Poor	2	22.22	1	7.14	4	10.5	7.0	11.5
Fair	1	11.11	6	42.86	17	44.7	24.0	39.3
Good	1	11.11	5	35.71	12	31.6	18.0	29.5
Very Good	3	33.33	1	7.14	2	5.3	6.0	9.8
Excellent	0	0	0	0.00	1	2.6	1.0	1.6
Others	0	0	1	7.14	0	0.0	1.0	1.6
No Response/ No records								
		0	0	0	1	2.6	1.0	1.6
Total	9	100	14	100	38	100	61	100

Respondents have a good perception of the role of advertisement to move their businesses: 68.80% (39.3 +29.5) rated their perception as fair and good and even 9.8% rated it very good. So there is the basis from where to build.

Here again the Far-east is distinguishing itself as the place where more work needs to be done.

### Practice of Advertisement by Operators

Table 1.20 Practice of Advertisement by Operators

ITEM	FAR EAST		EAST		WEST		STATE	
<b>ADVERTISED BUSINESS</b>	Count	%	Count	%	Count	%	Count	%
Advertised Business (yes)	5	55.56	9	64.29	21	61.76	35.0	61.40
Advertised Business (No)	4	44.44	5	35.71	13	38.24	22.0	38.60
<b>Total</b>	<b>9</b>	<b>100</b>	<b>14</b>	<b>100.00</b>	<b>34</b>	<b>100.00</b>	<b>57</b>	<b>100.00</b>
<b>MODE OF ADVERTISEMENT</b>								
Showroom	3	33.33	1	7.14	12	27.27	16.0	23.88
Bill board	1	11.11	3	21.43	3	6.82	7.0	10.45
Television	0	0.00	0	0.00	1	2.27	1.0	1.49
Radio	0	0.00	0	0.00	1	2.27	1.0	1.49
Flyers	0	0.00	0	0.00	2	4.55	2.0	2.99
Trade fair	0	0.00	4	28.57	9	20.45	13.0	19.40
Exhibitions	1	11.11	1	7.14	10	22.73	12.0	17.91
No Response	4	44.44	5	35.71	6	13.64	15.0	22.39
<b>Total</b>	<b>9</b>	<b>100</b>	<b>14</b>	<b>100</b>	<b>44</b>	<b>100.0</b>	<b>67.0</b>	<b>100.0</b>
<b>ANNUAL ADVERTISEM ENT EXPENDITURE (N'000)</b>	9.6	-	18.8	-	1604	-	1632.4	-

61.40% advertise their products while 38.60 did not. Seven (7) types of advertisement were selected and compared. Among these, the more used type is the showroom (23.88%) followed by Trade Fairs (19.40) and exhibitions 17.91%. Radio and television scored each less than 2%. 22.39% did not give reply. The sampled respondents spend up to =N=1,632,400.

## CLIENT INFORMATION

### Average Number Of Clients By types

Table 1.21: Average Number Of Clients By types



ITEM	FAR EAST		EAST		WEST		STATE	
	Cnt	%	Cnt	%	Cnt	%	Cnt	%
Individuals male	225	40.98	218	78.70	2581	33.11	3024	35.07
Individuals Female	261	47.54	59	21.30	4947	63.46	5267	61.09
Firms(<5)	35	6.38	0	0.00	125	1.60	160	1.86
Firms <100	8	1.46	0	0.00	30	0.38	38	0.44
Firms >100	20	3.64	0	0.00	25	0.32	45	0.52
NGO/Coop.	0	0.00	0	0.00	35	0.45	35	0.41
Others	0	0.00	0	0.00	53	0.68	53	0.61
Total:	549	100	277	100	7796	100	8622	100

The population of clients is dominated by individuals accounting for 96.16% of which 61.09% is female individuals; males accounting for 35.07%. Firms of all sizes; the one that normally will make the bulk of the purchase such as Mr. Biggs and the rest, account for less than 2.8% a far cry from their actual needs. Government institutions needing food items are also absent.

**REC: Individuals as main buyers cannot sustain the market.**

Table 1.22 : Distribution Of Clients and Their Distance to Business location

Location	State	
	Average No of Clients	Distance(Km)
Within Lagos	110	25
Osun State	7	185
Oyo State	11	150
Ogun	20	100
Niger	0	600
AKODO	0	20
Magbon	0	18
Orimedu	0	25
Ilado	0	12
Eleko	0	15
Ikorodu	85	45
Edo	49	200
Abuja	20	650
Kano	10	700
Kwara	10	350



Basic (Informal training/ Apprenticeship)	60	25.97	10	33.33	117	47.56	187.00	36.88
Vocational	93	40.26	14	46.67	57	23.17	164.00	32.35
Advanced (formal qualifications in related fields/Tertiary Education)	78	33.77	6	20.00	72	29.27	156.00	30.77
TOTAL	231	100	30	100	246	100	507	100
PROVISION FOR STAFF TRAINING	3	33.33	4	28.57	10	26.32	17	27.87
NO PROVISION FOR STAFF TRAINING	6	66.67	10	71.43	28	73.68	44	72.13
Time	1	11.11	2	14.29	0	0.00	3	4.92
Money	8500		10000		0		18500	30327.87

The business train through apprenticeship almost 37% of its workforce; the following 32.35% is provided by vocational training while tertiary education account for 30.77%. The presence of 63.12% of people trained by either vocational system or the tertiary institutions may account for the orderliness of this sub-sector. We saw a number of cases where it surpassed the fabricators – repairers of machinery.

It should also be noted one other innovation distinguishing these two sub-sectors: that here there is a provision for training of the staff with allocation of both time and money. To be noted also is the fact that the West which has shown itself more advanced in many cases up till is not seen giving training a good consideration.

Rec: - **EFFORTS SHOULD BE MADE TO ENCOURAGE MORE OF THESE TO ENTER THIS SUBSECTOR.**

- **EFFORTS SHOULD BE MADE TO GET MORE OPERATORS AND STAFF TRAINED AT VOCATIONAL AND TERTIARY LEVELS TO COME TO THE MACHINE FABRICATION SUB-SECTOR.**

### Special Training Received By Members

Table 1.25 :Special Training Received By Members

ITEM	FAR EAST		EAST		WEST		STATE	
	cnt	%	cnt	%	cnt	%	cnt	%

Business Management and or Book keeping	5	55.56	4	28.57	9	23.68	18	29.51
No. of Staff attended	0	0.00	1	7.14	19	50.00	20	32.79
Training on HIV/AIDS issues	3	33.33	2	14.29	4	10.53	9	14.75

Operators train their staff in business management and or book keeping. The west trains it staff on special skills as can be seen here. Training on HIV/AIDS is also being conducted.

**Rec: NEED TO FIND OUT MORE ON THE TRAINING ON BOOK KEEPING AND BUSINESS MANAGEMENT AND POSSIBLY BORROW FROM IT.**

## PRIMARY CONTACT INFORMATION

### Age and Gender Distribution of Primary Contact

Table 1.26: Age and Gender Distribution of Primary Contact

ITEM	FAR EAST		EAST		WEST		STATE	
	cnt	%	cnt	%	cnt	%	cnt	%
Less than 26 years	1	11.11	0	0.00	2	5.26	2	1.22
26 - 35 years	1	11.11	0	0.00	7	18.42	7	14..27
36 - 45 years	2	22.22	9	64.29	14	36.84	32	19.51
46 - 55 years	4	44.44	5	35.71	14	36.84	34	20.73
56 - 65 years	1	11.11	0	0.00	0	0.00	0	0.6
Above 65 years	0	0.00	0	0.00	1	2.63	1	0.61
No response	0	0.00	0	0.00	0	0.00	0	0.00
<b>Total</b>	<b>9</b>	<b>100.00</b>	<b>14</b>	<b>100.00</b>	<b>38</b>	<b>100.00</b>	<b>164</b>	<b>100.00</b>

<b>GENDER</b>								
Male	8	88.89	10	71.43	25	65.79	105	64.02
Female	1	11.11	4	28.57	13	34.21	17	10.37
Total	9	100	14	100	38	100	164	74.4

The adult age of 36 to 45 account for 19.51 and the mature age of 46 to 55 accounts for 20.79%. Meaning that the majority is within the active age where it is still possible to train them.

### **Average Length Of Service of Primary Contacts in the Business**

Table1.27: Average Length Of Service of Primary Contacts in the Business

ITEM	FAR EAST	EAST	WEST	STATE
Years	No	No	No	No
Length of Service in the present Business	5.78	8.21	10.63	8.21
Length of Service in the line of work	10.22	9.57	11.62	10.47
No response				0.00

WE find all the population having more than 5 years in his/her present business with an experience in the same line of business of more than 9 years: a good material for business improvement programmes.

### **Training Received by Primary Contact for Present line of Business**

Table 1.28: Training Received by Primary Contact For Present line of Business

ITEM	FAR EAST		EAST		WEST		STATE	
	No	%	No	%	No	%	No	%
Basic (Informal Training Apprenticeship)	3.00	33.33	2.00	14.29	2.00	5.88	7.00	12.28
Mid-Level (Literacy and numeracy/ secondary education)	3.00	33.33	3.00	21.43	0.00	0.00	6.00	10.53

Advanced (formal qualifications in related fields/Tertiary Education)	3.00	33.33	1.00	7.14	3.00	8.82	7.00	12.28
No response	0.00	0.00	8	57.14	29	85.29	37.00	64.91
Total	9.00	100.00	14.00	100.00	34.00	100.00	57.00	100.00

We are seeing low level of education. 12.28% from apprenticeship and 10.53% from the numeracy (secondary education) and 64.91 no response. For a population of within the range of 36 to 55 it shows that adult education needs to be taken in to consideration. The thing to be contented about is the fact that the staff, the one that in the near future will be handed over this sub-sector have a better education.

Nevertheless the present leadership needs to benefit from an adult education programme.

### Other Formal/ Informal Training Received by Primary Contact For Present line of Business

Table 1.29 : Other Formal/ Informal Training Received by Primary Contact For Present line of Business

ITEM	FAR EAST		EAST		WEST		STATE	
	No	%	No	%	No	%	No	%
VOCATIONAL /ADULT EDUCATION/ SEC.SCH	5.00	55.56	6.00	42.86	0.00	0.00	11.00	18.03
Specialized training courses E.g PGD	0.00	0.00	0.00	0.00	1.00	2.63	1.00	1.64
INFORMAL TRAINING APPRENTISHIP	1.00	11.11	0.00	0.00	3.00	7.89	4.00	6.56
FORMAL TETIARY EDC.	2.00	22.22	6.00	42.86	2.00	5.26	10.00	16.39
No response	1	11.11	2	14.29	32	84.21	35.00	57.38
Total	9.00	100	14.00	100.00	38.00	100.00	61.00	100.00

### Other Occupations Of Primary Contacts

Table 1.30 :Other Occupations Of Primary Contacts

ITEM	FAR EAST		EAST		WEST		STATE	
	No	%	No	%	No	%	No	%
Politics	0	0	1	7.14	0	0	1	1.64

Spare part suppliers	0	0	1	7.14	1	2.63	2	3.28
Fashion Hair Dressing	0	0	1	7.14	2	5.26	3	4.92
Trading	0	0	1	7.14	0	0.00	1	1.64
Electrical ENGINEERING	1	11.11	0	0.00	0	0.00	1	1.64
Driving	1	11.11	0	0.00	0	0.00	1	1.64
Teaching	1	11.11	0	0.00	0	0.00	1	1.64
Civil Service Farming	1	11.11	0	0.00	0	0.00	1	1.64
No Respond	5	55.56	10	71.43	35	92.11	50	81.97
Total	9	100	14	100	38.00	100	61.00	100.00

The two tables above show that primary contacts did like to respond to these questions as majority choose to keep quiet.

### Physical Size of work space

Table 1.31 : Physical Size of work space

ITEM	FAR EAST		EAST		WEST		STATE	
	Area(m2)	%	Area (m2)	%	Area (m2)	%	Area (m2)	%
Average Size of Work Space	460.88		140.85		762.76		454.54	
Total	460.88	0	140.85	0	762.76		454.54	0

### Condition of Work Space

Table 1.32. : Condition of Work Space

ITEM	FAR EAST		EAST		WEST		STATE	
	No	%	No	%	No	%	No	%
Canopy	0	0	0	0	0	0.00	0	0.00
Planks used	2	22.22	1	7.14	1	2.63	4	6.56
Building Materials	1	11.11	1	7.14	0	0.00	2	3.28
Open space	3	33.33	12	85.71	17	44.74	32	52.46

Others-Containers	3	33.33	0	0.00	14	36.84	17	27.87
No Response	0	0	0	0	6	15.79	6	9.84
Total	9	100	14	100	38	100	61	100

Majority of the businesses (52.46%) are operating from open spaces followed by containers (27.87%). Planks shops account for 6.56%. Building materials (permanent kinds of shops) account for only 3.28%.

From here one will also understand the needs for the model processing centres that were proposed in this study as part of the recommendations. These centres among other must have a functional layout and standard shop that will ensure safety, hygiene, possibility to work efficiently round the clock and round the year.

**Rec: ESTABLISHING A MODERN PROCESSING CENTRE IN LAGOS. A CENTRE THAT WILL HAVE STANDARD FOR WALLS AND WALLING, STANDARDIZED MACHINENERY AND AMCHINE LAYOUT.**

### Distribution of Average Daily Hour and rate to Staff

Table 1.33: Distribution of Average Daily Hour and rate to Staff

ITEM	FAR EAST		EAST		WEST		STATE	
	No		No		No		No	
<u>DAILY HOUR</u>								
Junior	10.00		8.00		9.00		9.00	
Mid	12.00		8.00		9.00		9.67	
Senior	10.00		9.00		9.00		9.34	
<u>DAILY RATE</u>								
Junior	333.98		286.00		No Record		309.99	
Mid	866.66		350.00		No Record		608.33	
Senior	946.60		507.00		No Record		726.80	



## Frequencies of Salary Payments

Table 1.34: Frequencies of Salary Payments

ITEM	FAR EAST		EAST		WEST		STATE	
	No	%	No	%	No	%	No	%
Daily	1	11.11	2	14.29	5	13.16	8	13.11
weekly	0	0.00	1	7.14	2	5.26	3	4.92
Biweekly	1	11.11	4	28.57	18	47.37	23	37.70
monthly	7	77.78	7	50.00	12	31.58	26	42.62
others	0	0.00	0	0.00	1	2.63	1	1.64
No response	0	0.00	0	0.00	0	0.00	0	0.00
Total	9	100.00	14	100	38	100	61	100

The pay is effected weekly by 92%, bi-weekly by 37.70% and monthly by 42.62% of the businesses.

## Distribution Of Non Financial remuneration. Benefits

Table 1. 35:Distribution Of Non Financial remuneration Benefits

ITEM	FAR EAST		EAST		WEST		STATE	
	No	%	No	%	No	%	No	%
Housing Loan	0	0.00	0	0.00	3	7.89	3	4.92
Payment in Kind	0	0.00	0	0.00	5	13.16	5	8.20
lunch	4	44.44	3	21.43	4	10.53	11	18.03
Special bonus during festivals	2	22.22	1	7.14	14	36.84	17	27.87
Transportation / feeding allowance	0	0.00	3	21.43	4	10.53	7	11.48
Others	1	11.11	3	21.43	6	15.79	10	16.39
No response	2	22.22	4	28.57	2	5.26	8	13.11
Total	9	100	14	100	38	100	61	100

Operators use a variety of non-financial remuneration with the prevalence of special bonus during festivals, provision of lunch and transport allowance.

## Distribution of Annual Leave allowance among cadres of staff

Table 1.36: Distribution of Annual Leave allowance among cadres of staff

ITEM	FAR EAST		EAST		WEST		STATE	
	days	%	Days	%	Days	%	Days	%
Average No Of Days								
- Junior	No Record	-	7	-	21	-	14	
- Mid	No Record	-	10	-	24	-	17	
- Senior	No Record	-	10	-	25	-	17.5	

No data was made available from the Far-East. Therefore we took the data from the East and the West to find the average per State. It is not accurate but it looks like the Far-East less sophisticated does not have provision for leave for their staff.

### **Average Value and Volume Of Business Activities at all Locations**

Table 1.37: Average Value and Volume Of Business Activities at all Locations

ITEM	FAR EAST	EAST	WEST	STATE
	No	No	No	No
Average Monthly Volume of activity	6511.2	11.42	1868.78	8391.40
Average Monthly Value activity	32511	40.273	103837.8	136389.07

## II SURVEY OF PROCESSORS AND MARKETERS OF OFADA RICE IN OGUN STATE

The study covered the whole of Ogun State. In total **147** respondents (Annex A) were interviewed out of which **45** were selected on sample basis for evaluating the need of the respondents and capture in a format called annex B. Basic information o the respondents has been compiled into a document called "Directory of Processors and Marketers of Ofada Rice in Lagos State."

A computer version of the same with various reporting formats has also been worked out.

The study was conducted along the following:

Table 2.1 Coverage of the Study

S/N	Zones	Respondents	
		A	B
1	Abeokuta	106	27
2	Ikene	1	1
	Ijebu	37	10
3	Ilaro	50	9
<b>TOTAL</b>		<b>184</b>	<b>47</b>

## 2.0 Findings from the Survey of Ogun State

### a. Year Businesses Started

Ijebu and Ikene Zones seem to just comers. There were no commercial rice processing in those two zones between 1970 and 1980. Ilaro appears to be the oldest established zone for that activity with 22% of the respondents established between 1970 and 1980. As at now, Abeokuta and Ijebu are the one taking the lead and it seems that Ilaro is loosing breath.

Table 2.2 Year Businesses Operation

	ABEO KUTA		IJEBU		IKENNE		ILARO		State	
	No	%	No	%	No	%	No	%	No	%
< 1970	14	13.08	0	0.00	0	0.00	4	8.00	18	9.14
1970 - 1980	16	14.95	0	0.00	0	0.00	7	14.00	23	11.68
1981 - 1990	23	21.50	2	5.71	0	0.00	20	40.00	45	22.84
1991 - 2000	36	33.64	19	54.29	5	100.00	17	34.00	77	39.09
2001-2006	13	12.15	13	37.14	0	0.00	2	4.00	28	14.21
No response	5	4.67	1	2.86	0	0.00	0	0.00	6	3.05
<b>Total</b>	<b>107</b>	<b>100</b>	<b>35</b>	<b>100</b>	<b>5</b>	<b>100</b>	<b>50</b>	<b>100</b>	<b>197</b>	<b>100</b>

Source: Field Survey

Abeokuta and Ijebu are gearing up while Ilaro seems to loose breath while Ilaro is stagnant.

## b. Legal Status

Table 2.3 ; Distribution of Legal Status

	ABEO KUTA		IJEBU		IKENNE		ILARO		State	
	No	%	No	%	No	%	No	%	No	%
< 1 Sole proprietorship	0	0	11	29.72	0	0	0	0	11	5.98
Informal business Not registered	105	99.05	25	67.56	1	100	49	98	170	92.40
Partnership	0	0	0	0	0	0	0	0	0	0
Private Lim. Liability	0	0	0	0	0	0	0	0	0	0
Public Lim. liability	0	0	0	0	0	0	0	0	0	0
Subsidiary of Nig. Public Corporation	0	0	0	0	0	0	0	0	0	0
Subsidiary of Multinational	0	0	0	0	0	0	0	0	0	0
NGO	0	0	0	0	0	0	0	0	0	0
Government Institution	0	0	0	0	0	0	0	0	0	0
Business. Member Organization	0	0	0	0	0	0	0	0	0	0
Cooperative Union	0	0	0	0	0	0	0	0	0	0
Others	1	0.95	1	2.72	0	0	1	2	3	1.61
<b>TOTAL</b>										

Source: Field Survey, 2006

This is a business dominated by informal businesses not registered: 99.05% in Abeokuta , 67.56% in Ijebu and 98 in Ilaro while the only one operator in Ikenne also belongs to the same making a total of 92.40% for the State. 29.72% of the businesses in Ijebu belongs to the class Sole Properotorhip, registered.

The issue of why businesses are not registered or why partnership is not found common was not part of the study.

**REC 1 ASSIST OPERATORS:**

- IMPORTANCE OF REGISTERING BUSINESSES
- TO SIMPLE KITS ON HOW TO REGISTER A BUSINESS
- ESPECIALLY THE PROCESSORS TO BE IN PARTENERSHIP, OR TO FORM COOPERATIVES OR TO BE ABLE TO POOL MORE THEIR RESOURCES.

### c. Service Areas

#### List of Services rendered

Table 2.4 List of services offered by Operators

Service Area	Abeokuta		Ijebu		Ikenne		Ilaro		State	
	No	%	No	%	No	%	No	%	No	%
milling	27	25.47	7	18.42	1	100	1	20	36	18.46
polishing	21	19.81	34	89.47	0	0	19	38	74	37.95
de-stoning	18	16.98	36	94.74	1	100	4	8	59	30.26
Bagging packaging	17	16.04	33	86.84	1	100	49	98	10	51.28
bulking	11.00	10.38	30	78.95	0	0	19	38	60	30.77
transporting	30	28.30	32	84.21	0	0	47	94	109	55.90
marketing	67	63.21	32	84.21	0	0	47	94	146	74.87
parboiling	28	26.42	0	0.00	0	0	0	0	28	14.36
Other Please Specify	0	0.00	0	0.00	0	0	0	0.00	0.00	0.00

Ikene is the zone with the least services available with only the basic ones: milling, de-stoning and bagging. The other three zones have all the services.

The biggest number of respondents is in marketing (74.87%) followed by transportation with 55.90%. 51.28% of the respondents is engaged among others in bagging/packaging.

Only 14.36% of respondents had parboiling activity. These are the one initiating the work for the others. The same apply to the other initial services such as Milling, Polishing, and de-stoning. **The question one is bound to ask is:** Are they fully loaded? This was not captured in the present study and need to be addressed as the **lack** of sufficient output from these initial services can lead to a bottleneck.

#### Value and Volume of Services offered

The data for value and volume reported here are just indicative; they were not collected from records but from the memory of respondents or at best, from past receipts. Enumerators informed of the inaccuracy of the data.

Table 2.5 : Average Distribution Of Service Areas, Volume And Value

Service Area	Abeokuta		Ijebu		Ikenne		Ilaro		State	
	Value (N'000)	Vol. (bags)	Value (N'000)	Vol. (Bags)	Value (N'000)	Vol. (Bags)	Value (N'000)	Volume (Bags)	Value (N'000)	Vol. (Bags)
milling	118.2	8	32.6	204	120	60	0.00	0.00	270.8	272.00

polishing	92.5	91	102	270	0	0	43.20	74.00	237.7	435.00
de-stoning	107.4	70	119.5	322	100	40	5.70	15.00	332.6	447.00
Bagging Packa ging	30.7	177	116.7	263	75	50	129.00	253.00	351.4	743.00
bulking	24.75	57	68.9	180	0	0	748.20	110.00	841.8	347.00
transportin g	193.1	77	126	271	0	0	116.80	278.00	435.9	626.00
marketing	429.3	117.2	853.8	238	0	0	3872.3	277.00	5155.4	632.20
parboiling	98.1	182	0	0	0	0	0	0	98.10	182.00
Other Please Specify	0	0	0	0	0	0	0	0	0.00	0.00
Total	1094.05	779.2	1419.5	1748	295	150	4915.2	1007	7723.75	3684.2

### Source Survey 2006

Businesses are conducted as a subsistence activity.

### General Observations on the Area services offered

Table 2.6 General Observations on the Area services offered

S/N	Observation	Details
1	No record is kept	It seems that people do not even know the use of records and why they should be documented.
2	Condition of work are not standardized	<ul style="list-style-type: none"> <li>- Each does what he found his/her master doing. The succession of the process operations, the length of time for each, differ from one location to the other. We are not saying that people do not know what they are doing but how these differences affect the quality (the taste, the color, the aroma, etc.) of the product generally or a typical variety of rice at certain months of the year, etc. need to be established, documented and diffused.</li> <li>- Quantity and quality of water needed are usually not observed. At the time of the globalization many of these processing units may not qualify to access foreign markets because of that particular shortcoming. Generally, hygiene and security in all the workshops need to be focused upon.</li> <li>- Use of heat for parboiling is not the most effective. Rice husk in some place constitutes a nuisance whereas it is possible to apply them to different uses increasing the value of the rice chain, protecting thereby the environment.</li> </ul>

### Source Survey 2006

#### Rec 3

- 1) TO HOLD SENSITISATION CONFERENCE ON HYGIENE SAFETY AND SECURITY MATTERS FOR RICE MILERS.
- 2) TO CONDUCT A STUDY ON SOME OF THE WORKSHOPS WITH THE AIM OF IMPROVING OPERATIONS. OF THE PROCESSING;
- 3) ASSIST OWNERS WITH SAFETY AND HYGIENE KITS
- 4) ASSIST OPERATORS WITH BUSINESS AND PRODUCTION MANAGEMENT IMPROVEMENT KITS
- 5) STANDARDIZING THE PROCESSING OF OFADA RICE IS NEEDED. IT COULD BY THE WAY OF ESTABLISING ONE MODEL PROCESSING UNIT IN THE STATE EQUIPPED WITH SOUND

MACHINES; A PROCESSING CENTRE THAT CAN EXECUTE ALL THE PROCESSING OPERATIONS; A PROCESSING CENTRE THAT WILL BE USED AS :

- MODEL PROCESSING UNIT FOR ENTREPRENEURS; TO INSPIRE THEM ON THE NEEDED MACHINES, THE AVAILABLE TECHNIQUES AND TECHNOLOGIES, THE WAY MODERN BUSINESS MUST BE ESTABLISHED AND CONDUCTED.)
- CENTRE FOR LEARNING, ACQUIRING AND TAPPING THE KNOWLEDGE (ESTABLISHING, COMPARING PROCESSING PARAMETERS, DOCUMENTING AND DIFFUSING THEM FOR NIGERIAN PROCESSORS);
- COMMERCIAL VENTURE FOR GENERATING INCOME ON ITS OPERATIONS OUTSIDE TRAINING AND EXTENSION SERVICES;

## c Gender

**Table 2.7** Staff Gender Distribution

ITEM	ABEOKUTA		IJEBU		IKENNE		ILARO		STATE	
	No	%	No	%	No	%	No	%	No	%
Male	242	67.41	141	52.03	2	100	211	50.24	596	56.65
Female	117	32.59	130	47.97	0	0	209	49.76	556	52.85
Total	359	100.00	271	100.00	2	100	420	100.00	1052	100.00
Count	74		30		1		50		155	
Min	1		1		2		1		1	
Max	19		9		2		10		19	

Source Survey 2006

Male staff with the State average of 56.65% female staff with 52.85% are at part. These figures are similar to those found in Ijebu and Ilaro. However this is a male dominated activity in Abeokuta and Ikenne. Why there are more males in this two locations than in the others were not part of the study. The findings just show that as it used to be said now "What a man can do, a woman can". The business is seen open to both genders it is not a discriminatory one.

## Distribution of Business Outlets

**Table 2.8** : Distribution of Business Outlets / Branches

ITEM	ABEOKUTA		IJEBU		IKENNE		ILARO		STATE	
	No	%	No	%	No	%	No	%	No	%
Business Outlets/ = 1	26	96.30	10	100	1	100	8	22.86	45	61.64
= 2	0	0.00	0	0	0	0	0	0.00	0	0.00
No Record	1	3.70	0	0	0	0	27	77.14	28	38.36
Total	27	2700.00	10		1		35		73	
count	27		10		1		35		73	
Min	1		1		1		1		1	
Max	1		1		1		1		1	

Source 2006 Field Study

Statewide, **61.64%** of the businesses operate from a single outlet; the balance of 38.36% did not give answer to the question and we can assume that they had only one outlet by the fact that no one claimed to have 2 or more outlets.

This couple with the findings in the chapter of Legal status, tells us that we are in dealing with the very basic (crude or initial) form of business which in its formative phase.

### Keeping records and auditing accounts

**Table 2.8** Keeping records and auditing accounts

ITEM	ABEOKUTA		IJEBU		IKENNE		ILARO		STATE	
	No	%	No	%	No	%	No	%	No	%
Keeping of accounts	0	0	0	0	0	0	1	11.12	1	2.13
Auditing of accounts	0	0	0	0	0	0	0	0	0	0
Total	27	100	10	100	1	100	9	100	47	100

**Source 2006** Field Study

Only 2.13% of respondents claimed to be keeping record of the business activity and this is coming from a respondent from the Ilaro Zone. In Abeokuta, Ijebu and Ikenne, this was not among the business practice at all. These three are also where 78.26% (table 2.1 page....) of the businesses are located and where the rate of increase is higher (16.43% on the average; table 2.2 page...).

Also no one in all the 4 zones was found having the business accounts audited. Whether or not there existed proper business accounting system was not part of the study. If it were, we suspect that many would be saying they did not have an accounting system.

REC

#### ASSIST OPERATORS

- TO REALIZE THE MEANING OF BUSINESS, THE USEFULNESS OF RECORDS KEEPING AND OF A PROPER ACCOUNTING SYSTEM.
- TO HAVE SKILLS TO DEVELOP, ESTABLISH, APPLY AND INTERPRETE SIMPLE BUT WORKING RECORDS KEEPING SYSTEMS, ACCOUNTING SYSTEM;
- TO GO ABOUT KEEPING AND AUDITING THEIR ACCOUNTS.

### Business Location / proximity to clients or to markets

**Table 2.9** Business Location / proximity to clients or to markets

ITEM	ABEOKUTA		IJEBU		IKENNE		ILARO		STATE	
	Counts	%	Counts	%	Counts	%	Counts	%	Counts	%
Proximity-Low	3	11.11	2	20	0	0	1	11.11	6	12.76
High	13	48.15	8	80	1	100	7	77.77	29	61.7
Total Resp.	16		10		1		8		35	



Proximity to markets was rated similarly. In the State, 61.7% of the respondents rated proximity high. We now understand why virtually all business operators establish their outfit near the markets.

Are the people established after **1981** Abeokuta, Ijebu, Ilaro new comers into the business or did they migrate from other zones within the State or from other places where markets are dwindling was not captured in this survey. If it was, one could have had an opportunity to judge sufficiently market influence in the establishment of businesses. (Table.2.2, page 3). For the moment one sees only a cropping up in the Abeokuta and Ijebu zones.

We shall base our comments on item by item basis.

**Spare-parts Suppliers:** Businesses were not so much dependent on this category of actors. They were all found far and rated however mostly high, meaning they are relevant. Certainly, these are mobile and can move from far distance, come and supply the needed part.

**Spare parts Fabricators** are rated high as for the suppliers of the same; meaning that they are relevant. It should however be noted that they are rated near by majority of the respondents. Here we have one aspect of a missing link manifested: **the lack of appropriate engineering support**. Machines used by processors **are not standardized** so are the parts in which they are made. A spare-parts fabricator must see the old part(s) or the place were to fit it (them) before he can make it them. This brings us to an other problem: the market of the spare-part fabricator is limited to the people he can see and interact; he cannot mass produce parts, stock and sell them; therefore, economy of scale is eluding him;

<b>REC:</b>	<b>EFFORTS TO STANDANDIZE THE MACHINES AND THE MACHINE-PARTS SHOULD BE CONSIDERED. AN ESTABLISHED AND FUNCTIONAL REPUTABLE ENGINEERING INSTITUTION THAT UNDERSTAND THE PROBLEM AND IS WILLING TO UNDERTAKE THE JOB COULD BE CONTRACTED TO CARRY IT OR AN ENGINEENERING CONSORTIUM COULD BE PUT UP FOR 6 TO 9 MONTHS DURING WHICH, THEY WILL ADDRESS THE MATTERS AND TRAIN A CORE NUMBER OF FABRICATORS OF SPARE-PARTS AND ENTIRE MACHINES</b>
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**Suppliers of fuel** are also rated near and relevant to the operation of the businesses. Who (processors or fuel suppliers) came first was not captured by the study. The same apply to the Suppliers of electricity.

**Suppliers of water** are rated near by majority in all the locations; their relevance to the operations of the businesses is also recognized by majority in all the locations. A number of parameters need to be clarified further. These include:

- Is the quantity and the quality each enough to maintain smooth running of the businesses?
- How the water is obtained either? I it from the national network or from deep wells or bore holes? If yes are these sources owned by businesses themselves, the Asociation, the cooperative or by private persons?

<b>REC:</b>	<b>WHEN STUDYING THE OPERATIONS OF THE MILLS WITH THE AIM O MPROVING THE BUSINESSES, THIS SHOULD BE PART OF THE SURVEY.</b>
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**Suppliers of other raw materials** are rated far in Abeokuta, Ikenne and Ilaro. Ijebu claim suppliers near.

**Suppliers of packaging materials** are claimed near and far at Abeokuta similarly. For Ijebu, they are rated near while Ikenne and Ilaro find them located far. Only Abeokuta with majority rating them high find them relevant to their businesses. The locations may be catering to different sets of customers having different packaging needs. The sizes of packaging materials were subject of the study. If it were, it could have given clues.

**Telecommunication** is found by everybody near and relevant.

**Banks** are found not differently relevant to businesses Abeokuta as equal number rated them high and low. They are found relevant by a bigger number in Ijebu but rated low by majority in Ikenne and Ilaro. At Abeokuta, banks are rated distant from them while the other locations find them equally far and near by the almost the same number of respondent

### Rating Of locations To Support/ Ancillary Services raw materials & Inputs

Table 2.10 Rating Of locations To Support/ Ancillary Services raw materials & Inputs

ITEM	ABEOKUTA				IJEBU				IKENNE				ILARO				S T A T E			
	Proxi- mity		Rat- ing		Proxi- mity		Rat- ing		Proxi- mity		Rat- ing		Proxi- mity		Rating		Proxi- mity		Rating	
	N ea r	far	Low	Hi gh	N ea r	far	Lo w	Hi gh	N ea r	far	Lo w	Hi gh	N ea r	far	Lo w	Hi gh	Near	far	L o w	High
Spar e- parts Supl.	5	8	3	11	0	8	3	5	0	1	1	0	0	4	4	0	5	21	1 1	16
Spar e parts Fabri cator S	13	8	8	7	2	6	4	4	0	1	0	1	0	4	1	3	15	19	1 3	15
Suppl of fuel	13	10	7	17	7	1	5	3	1	0	0	1	3	0	0	3	24	11	1 2	24
Suppl y of natio nal electr icity	14	2	9	13	5	2	7	1	0	1	1	0	1	2	4	0	20	7	2 1	14
Supli er of water -near	18	5	8	14	5	2	2	6	1	0	0	1	7	0	1	6	31	7	1 1	27
Suppl . of Other raw	3	6	10	9	5	4	5	5	0	1	1	0	3	1	1	3	11	12	1 7	17



Here too, the fact that no processor rated banks and banking services as “excellent” shows that processors still see rooms for improvement. How to go about it is adequately discussed and any action should go toward identifying and clearing bottlenecks.

<b>REC</b>	<b>HOLD ENLIGHTENMENT ON BANKS AND ALL AVAILABLE BANKING SERVICES FOR THIS KIND OF BUSINESSES. CARRY IT ALONG WITH THE CBN, BOI, NATIONAL BANK FOR AGRICULTURE, ETC.</b>
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### Availability (List and weight) of Financial Services to Business

Table 2.12. : Availability (List and weight) of Financial Services to Business

ITEM	ABEOKUTA		IJEBU		IKENNE		ILARO		STATE	
	No	%	No	%	No	%	No	%	No	%
Banking Services - Current account	1	3.70	0	0.00	1	100	1	11.11	3	6.38
- Saving account	15	55.56	4	40.00	1	100	0	0.00	20	42.55
Both	3	11.11	2	20.00	1	100	3	33.33	9	19.15
Currency Exchange	5	18.52	1	10.00	0	0	0	0.00	6	12.77
Electronic Banking	0	0.00	0	0.00	0	0	0	0.00	0	0.00
Loans	1	3.70	0	0.00	0	0	0	0.00	1	2.13
Overdraft	0	0.00	0	0.00	0	0	0	0.00	0	0.00
Money Transfer	0	0.00	0	0.00	0	0	0	0.00	0	0.00
Bonds	0	0.00		0.00	0	0	0	0.00	0	0.00
Cooperative Credit and Thrift	11	40.74	7	70.00	1	100	5	55.56	24	51.06
Financial assistance from friends	4	14.81	3	30.00	0	0	6	66.67	13	27.66
Others/ Contribution	20	74.07	4	40.00	0	0	0	0.00	24	51.06

The same nine (9) services were singled out. It was found (tab 2.11) that they were all known except Overdraft, Bonds, Money transfer and e-Banking. They are being used by the business operators. According to the volume of usage we can make the following classification:

- No. 1 Cooperative Credit and Thrift (51.06%) and Other Contributions also 51.06%
- No.2 Saving Accounts with 42.5%;
- No.3 Financial Assistance from friends;
- No.4 Currency exchange with 12.77%;
- Current account and Loans account for only 6.38% and 2.13% occupying 5<sup>th</sup> and 6<sup>th</sup> positions respectively.

Differently from Lagos, Money Transfer and Bonds scored zero in Ogun State whereas this was 49.18% and 31.15% in Lagos. Cooperatives still score high here too (51.06%) as at Lagos (60.66%) a good omen as these can be used to channel any financial assistance. Friends score high (51.0) different from Lagos where they scored less than 2%.

### Seasonality of Business Operations

Table 2.13: Seasonality of Business Operations

ITEM	ABEOKUTA		IJEBU		IKENNE		ILARO		STATE	
	No	%	No	%	No	%	No	%	No	%
Seasonality (Value) N'000										
Jan.	56.00	17.09	0	0.00	0.00	0	0.	0.00	56.	2.56
Feb.	50.00	15.26	150	37.22	0.00	0	15.	1.08	215.	9.81
Mar.	22.75	6.94	0	0.00	0.00	0	0.	0.00	22.7	1.04
Apr.	0.00	0.00	0	0.00	0.00	0	80.	5.78	80.	3.65
May	40.00	12.20	40	9.93	0.00	0	162.	11.70	242.	11.05
June	30.00	9.15	200	49.63	0.00	0	28.	2.02	258.	11.78
July	60.00	18.31	0	0.00	0.00	0	0.	0.00	600	2.74
Aug.t	0.00	0.00	0	0.00	0.00	0	183.	13.21	183	8.35
Sept.	0.00	0.00	0	0.00	0.00	0	267.	19.28	267	12.19
Oct.	25.00	7.63	0	0.00	0.00	0	650.	46.93	675	30.81
Nov.	32.00	9.76	0	0.00	0.00	0	0.	0.00	32	1.46
Dec.	12.00	3.66	13	3.23	75.00	100	0.	0.00	100	4.56
Total	327.75	100.	403.	100.	75.	100.	1385	100.	2190.7	100.00
Seasonality (Vol.) /month										
Jan.	16.00	29.63	0	0.00	0.00	#DIV/0!	0.	0.00	16	2.32
Feb.	13.00	24.07	37	19.79	0.00	#DIV/0!	6.	1.33	56	8.11
Mar.	9.00	16.67	0	0.00	0.00	#DIV/0!	0.	0.00	9	1.30
Apr.	0.00	0.00	0	0.00	0.00	#DIV/0!	5.	1.11	5.	0.72
May	2.00	3.70	0	0.00	0.00	#DIV/0!	76.	16.91	78	11.30
June	1.00	1.85	50	26.74	0.00	#DIV/0!	1.	0.22	52	7.53
July	2.00	3.70	0	0.00	0.00	#DIV/0!	0.	0.00	2.	0.29
Aug.t	0.00	0.00	0	0.00	0.00	#DIV/0!	31.	6.90	31	4.49
Sept.	0.00	0.00	0	0.00	0.00	#DIV/0!	68.	15.13	68	9.85
Oct.	6.00	11.11	0	0.00	0.00	#DIV/0!	262.5	58.40	268.5	38.88
Nov.	5.00	9.26	0	0.00	0.00	#DIV/0!	0.0	0.00	5	0.72
Dec.	0.00	0.00	100	53.48	0.00	#DIV/0!	0.	0.00	100	14.48
Total	54.00	100.00	187.00	100.00	0.00	#DIV/0!	449.5	100.00	690.5	100.00

### Total Value of Services Benefited By Business Operators

We shall discuss this zone by zone. In each table, we had brought initially all the 25 banks together with the community Bank, NACRDB, other financial institutions (Insurance Houses, etc.) and the Informal Financial Institutions (Coop., Credit and Thrift, Esusu, Ajo, etc.). It was found that not all of them have rendered services. The final table that we are bringing here deals only with those institutions that are active. For ease of understanding, the tables are also generated by zone: one for each.

### a- Abeokuta

**Table.2.14 a** : Total Value of Services Benefited By Business Operators

ABEOKUTA							
		Loans	Overdraft	Currency Exchange	Bulk Purchase	Combination	Contribution
	Active Banks In this Zone	0	0	0	0	0	0
1	Access Bank	7	0	0	0	0	0
24	Wema Bank	6	1	0	0	0	0
26	Community Bank	9	0	0	0	0	0
28	Other Financial Institutions(e.g. Insurance Houses, etc)	3	3	0	0	0	0
29	Informal Financial Institutions(e.g Cooperatives Credit and Thrift, Esusu, Ajo,etc)	13	3	0	0	0	0
	total	38	4	0	0	0	0

Only the above banks are active. As can be seen, only loans and overdraft were obtained. It should only be also noted that the amount of ₦=38,000 for the 27 respondents or ₦=1,407 per business for a whole year is very small. 23 banks are totally absent in Abeokuta for this sub-sector.

### b- Ijebu

**Table 2.14b** : Total Value Of Services Benefited By Business Operators in Ijebu Zone

IJEBU							
		Loans	Overdraft	Currency Exchange	Bulk Purchase	Combination	Contribution
	Active Banks In this Zone						

1	Access Bank	7	0	0	0	0	0
24	Wema Bank	8	1	0	0	0	0
26	Community Bank	9	0	0	0	0	0
28	Other Financial Institutions(e.g Insurance Houses, etc)	3	3	0	0	0	0
29	Informal Financial Institutions(e.g Cooperatives Credit and Thrift, Esusu, Ajo,etc)	12	0	0	0	0	0
	TOTAL	39	4	0	0	0	0

In Ijebu, only 3 banks namely Access Bank, Wema Bank and the Community Bank are active; together they loaned =N=39,000 to the 27 respondents meaning an average of =N=1,444 per business outfit. It is also visible that the informal sector accounts for 30.71% of the total amount received as loans. Overdraft with only =N=4,000 was given out by Wema Bank.

### c Ikenne

Table 2.14c : Total Value Of Services Benefitted By Business Operators in Ikenne

IKENNE							
		Loans	Over draft	Cur rency Exc hange	Bulk Pur chase	Comb ination	Contribution
	Active Banks In this Zone	0	0	0	0	0	0
7	First Bank	1	0	0	0	0	0
16	Skye Bank	1	0	0	0	0	0
21	Union Bank	1	0	0	0	0	0
	total	3	0	0	0	0	0

With only one respondent, one will guess the figures; especially the absence of the Informal Financial Institutions.

This certainly reveals an **important feature of the Informal Financial Sector**. It may mean that the sector may be fragmented; meaning that it may be dealing only with members staying within physical reach from each other. This was not a part of the present study and was therefore not captured. A deeper survey of the sector could be important considering the fact that this sector could play a vital role in what the survey is all about: strengthening the rice processing activity on a self sustainable way.

The study reveals that only 3 banks are active in Ikenne namely: First Bank, Skye Bank and Union Bank.

### List of Banks and Financial Institutions found active with the Processors of Rice in Ogun State

Table 2.15 : List of banks Active for Rice processors in Ogn State by Zones

		Abeokuta	Ijebu	Ikenne
	<b>Active Banks In this Zone</b>			
1	Access Bank	1	1	
7	First Bank			1
16	Skye Bank			1
21	Union Bank			1
24	Wema Bank	1	1	
26	Community Bank	1	1	
28	Other Financial Institutions(e.g Insurance Houses, etc)	1	1	
29	Informal Financial Institutions(e.g Cooperatives Credit and Thrift, Esusu, Ajo,etc)	1	1	
	total			

### List of Banks inactive for the Processors of rice in Ogun State

Table 2.16 : List of banks Found Not Active for Rice processors in Ogun State by Zones

		Abeokuta	Ijebu	Ikenne



	In-Active Banks In this Zone			
		0		
2	Afribank	0	0	0
3	Diamond Bank	0	0	0
4	Ecobank Nigeria	0	0	0
5	Equitorial Bank	0	0	0
6	Fidelity Bank	0	0	0
8	First city monument Bank	0	0	0
9	First inland Bank	0	0	0
10	Guaranty Trust Bank	0	0	0
11	Habib Plantinum Bank	0	0	0
12	IBTC Chartered Bank	0	0	0
13	Intercontinental Bank.	0	0	0
14	NIB bank	0	0	0
15	Oceanic Bank	0	0	0
17	Spring bank	0	0	0
18	Stanbic Bank	0	0	0
19	Standard Chertered Bank	0	0	0
20	Sterling Bank	0	0	0
22	UnitedBank for Africa	0	0	0
23	Unity Bank	0	0	0
25	Zenith bank	0	0	0
27	N A C R D B	0	0	0
	total	0	0	0

The two table above show that six (6) banks are found active and 21 inactive. Interestingly, although we were surveying an agricultural related sub-sector, we found the NACRDB not active.

The reasons why these six banks are active and the others 21 are not active; how the active ones are successful, etc. were not part of the study. Assuming only that this particular sub-sector is inter-acting with the banks the same way other similar sub-sectors do, then there is cause to worry about.

<b>REC</b>	<b>- CONDUCT A STUDY ON INTERACTION BETWEEN BANKS AND THE RICE PROCESSING BUSINESSES</b>
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### Total Value Of Services Benefited By Business Operators

Here again we shall report only for those banks that were reported by operators with the actual money received. This time we shall group all the three zone into one table.

Table 2.17: Total Value Of Services Benefited By Business Operators

	Abeokuta	Ijebu	Ikenne	Ilaro	State
Fin. Inst. That actually gave services	Value (N'000)	Value (N'000)	Value (N'000)	Value (N'000)	Value (N'000)
Union Bank	0	0	0	60.00	60
Community Bank	20	0	0	-	20
Informal Financial Institutions(e.g Cooperatives Credit and Thrift, Esusu, Ajo,etc)	585	17	0	258.00	860
total	605	17	0	318.00	940
Interest rate Paid %	15	17	17	17	17
Interest rate received %	5	15	5	5	5

Here the study reveals that only two (2) banks (Union Bank and the Community Bank) **actually** gave money out to businesses instead of the six (6) talked about earlier.

The figures reported here of =N=605,000 for Abeokuta, =N=17,000 and =N=318,000 are quiet different from those earlier reported pointing out to the lack of proper recording or the lack of willingness to disclose actual figures.

The range of interests paid of 15 to 17% may be acceptable but when the interest received vary from 5 to 15%, one is bound to ask questions: Is this difference from the amount deposited or it depended on the ability to bargain. Also the difference of 10 to 12% between interests received on deposit and the interest paid on loans is big in our view and may affect seriously the performance of the financial sector generally. There could be need to standardize all these.

One cannot not trust these figures as they were all collected from memories of business operators. We should use them only for the purpose of perceived trends by the operators. By the time operators have fully embraced the habit of keeping records and auditing accounts, only then, it I possible to get accurate and reliable figures.

The project should be geared towards that.

### Perception of Business Operators on Business Association

Table 2.18. Perception of Business Operators on Business Association

ITEM	ABEOKUTA		IJEBU		IKENNE		ILARO		STATE	
	No	%	No	%	No	%	No	%	No	%
Good	14	51.85	3	30.00	1	100.	5	55.56	23	48.94
Very Good	4	14.81	0	0.00	0	0	3	33.33	7	14.89
Very Encouraging	3	11.11	0	0.00	0	0	0	0.00	3	6.38
Time Wasting	1	3.70	0	0.00	0	0	0	0.00	1	2.13
Not Interested	1	3.70	5	50.00	0	0	0	0.00	6	12.77
Fair	2	7.41	0	0.00	0	0	0	0.00	2	4.26
No response	2	7.41	2	20.00	0	0	1	11.11	5	10.64
Total	27	100	10	100	1	100	9	100	47	100

Business Associations exist and members value them as 48.94% rated them “Good” and 14.89% rated them “Very Good”. Here, six (6) parameters were selected to evaluate how respondents perceive Associations. To the sharp difference of the fabricators, rice processors and marketers have good opinion of Business and Professional Associations. However, there are rooms for improvement as 12.77% claimed no willing to deal with them, 2.13% said they are time wasting and 10.64% did not give response. In total we find **74.47%** find them relevant and rated them from very good, good, encouraging and fair. For us we believe that the Associations can serve as a vehicle to convey any programme or project for the operators.

<b>REC</b>	Identify Business and Professional associations, understudy how they are established, what are their targeted members, how they operate; what are strength and weaknesses; what can done to make them more effective
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## Existing Business Associations with target and annual fees

Table 2.19: Existing Business Associations with target and annual fees

ITEM	ABEOKUTA		IJEBU		IKENNE		ILARO	
	Target	fee (N'000)	Target	Fees (000)	Target	fee (N'000)	Target	Fees (000)
Rice FARMERS ASSOC	Rice Farmers	1.057	Rice Farmers	1	Rice Farmers	NA	Rice Farmers	1
Rice Millers Assoc	millers	1.657	millers	1.85	millers	3.6	millers	NA
Rice Dealers Assoc	sellers	1	sellers	0	sellers	NA	sellers	NA
Machine And Fabrication NATA	Millers fabricators	1.5	Miller Fabricators	NA	Millers, Fabricators	NA	millers, Fabricators	NA
Ofada RICE Sellers Assoc	sellers	0.5	sellers	1	sellers	NA	Sellers	NA
Cooperative Assoc	sellers, farmers	0.5	sellers, farmers	1.5	Sellers farmers	NA	Sellers, Farmers	NA
Iralowo RICE Marketer Assoc	farmers, marketers	NA	farmers, marketers	NA	Farmers, marketers	NA	farmers, marketers	2

**REC: Associations need to be reinforced**

## Services Received By Association Members

Table 2.20 : Services Received By Association Members

ITEM	ABEOKUTA		IJEBU		IKENNE		ILARO		STATE	
	No	%	No	%	No	%	No	%	No	%
Technical Supports	3	11.11	1	10	0	0	1.0	11.11	5.0	10.6
Financial Supports	14	51.85	6	60.	0	0	1.0	11.11	21.0	44.7
Legal Supports	0	0.00	0	0	0	0	0	0.00	0.0	0.0
Representation	0	0.00	0	0	0	0	0	0.00	0.0	0.0
Commercial Supports ( Product Promotions)	0	0.00	0	0	0	0	0	0.00	0.0	0.0
Combinations	0	0.00	0	0	0	0	0	0.00	0.0	0.0
Bulk Purchasing	0	0.00	0	0	0	0	0	0.00	0.0	0.0
No Record										

Of the seven (7) groups of services selected by the questionnaire, only Financial Services with 44.70% and Technical Support with 10.60% of the respondents were listed. Here again Ikenne is out of the beneficiaries.

The presence of at least those two services shows again that the business associations are already playing an important role that if reinforced can transform the sector.

## Perception of Business Operators on Advertisement

Table 2. 21: Perception of Business Operators on Advertisement

ITEM	ABEOKUTA		IJEBU		IKENNE		ILARO		STATE	
	No	%	No	%	No	%	No	%	No	%
Very Poor	0	0	0	0	0	0	0.0	0	0.0	0
Poor	1	4	0	0	0	0	0.0	0	1.0	3
Fair	1	4	1	10	1	100	6.0	67	9.0	31
Good	7	26	8	80	0	0	1.0	11	16.0	55
Very Good	3	11	0	0	0	0	0.0	0	3.0	10
Excellent	0	0	0	0	0	0	0.0	0	0.0	0
Others	0		0		0		0.0		0.0	
No Response/ No records	15	56	1	10	0	0	2.0	22	0.0	0
<b>Total</b>	<b>27</b>	<b>100</b>	<b>10</b>	<b>100</b>	<b>1</b>	<b>100</b>	<b>9</b>	<b>100</b>	<b>29</b>	<b>100</b>

55% of respondents has a good perception of the role of advertisement. In total 95% of the respondents rated it very good (10%), good (55%) and fair (31). This is better compared to Lagos where the same were rated only by 68%. Interestingly, no one rated it very poor and only 3% saw it as poorly affecting their businesses.

## Practice of Advertisement of Business by Operators

Table 2. 22 Advertisement of Business by Operators

ITEM	ABEOKUTA		IJEBU		IKENNE		ILARO		STATE	
	No	%	No	%	No	%	No	%	No	%
Advertised Business	0	0	7	70	1	100	0.0	0	8.0	17.02
Not Advertised Business	27	100	3	30	0	0	9.0	100	39.0	82.97
<b>Total</b>	<b>27</b>	<b>100</b>	<b>10</b>	<b>100</b>	<b>1</b>	<b>100</b>	<b>9</b>	<b>100</b>	<b>47</b>	<b>100</b>
<b>MODE OF ADVERTISEMENT</b>										
Showroom	0	0	5	0	1	0.0	0.0	0.0	6.0	0.0
Bill board	0	0	0	0	0	0.0	0.0	0.0	0.0	0.0
Television	0	0	0	0	0	0.0	0.0	0.0	0.0	0.0

Radio	0	0	0	0	0	0.0	0.0	0.0	0.0	0.0
Flyers	0	0	0	0	0	0.0	0.0	0.0	0.0	0.0
Trade fair	0	0	0	0	0	0.0	0.0	0.0	0.0	0.0
Exhibitions	0	0	0	0	0	0.0	0.0	0.0	0.0	0.0
Sign Post	0	0	2	0	0	0.0	0.0	0.0	2	0
Local magazine	0	0		0	0	0	0.0	0.0	0	0
<b>Total</b>	<b>2</b>	<b>0</b>	<b>7</b>	<b>0</b>	<b>0</b>	<b>0.0</b>	<b>0</b>	<b>0.0</b>	<b>0</b>	<b>0</b>
<b>ANNUAL ADVERTISEMENT EXPENDITURE (N'000)</b>	0	--	22.5	---	2	--	0.0	--	24.5	0

Although respondents had a good perception of advertisement (95% of them) as we just saw it, very few (17.02%) are actually practicing it leaving a vast majority of 82.97% out.

The Most used advertisement show room followed by Sign Post. Trade Fair are not rated which denote the mis-understanding; we know that operators especially some marketers have now started coming to Trade Fairs to sell their rice.

It is revealed that operators spend up to =N=24,500 on advertisement.

<b>REC</b>	<p><b>ARM PROCESSORS WITH ADVERTISEMENT KITS THAT THEY CAN USE.</b></p> <p><b>HOLD ENLIGHTENMENTS TRAINING ASSIST THEM TO HOLD ADVERTISEMENT TOGETHER IN RADIO, TV, LOCAL MAGAZINES, IN SCHOOLS, IN RESTAURANTS, FAST FOODS, ETC.S</b></p>
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## CLIENT INFORMATION

**Average Number Of Clients By types**

Table 1.23: Average Number Of Clients By types

CLIENTS	IBADAN		OGBO MOSHO		OYO		STATE	
	No	%	No	%	No	%	No	%
Individuals male	280	47	44	32	204	52	528	47
Females	320	53	94	68	192	48	606	53
Firms(<5)	0	0	0	0	0	0	0	0
Firms <100	0	0	0	0	0	0	0	0
Firms >100	0	0	0	0	0	0	0	0
NGOs/Co- operatives	0	0	0	0	0	0	0	0
Others	0	0	0	0	0	0	0	0
Total	600	100	138	100	396	100	1134	100

This is a business dominated by individual males (47%) and females (53%). Firms of all sizes are here too totally absent. No bulk purchases; porting here again that the business is an artisan type of business or a business at its formative stage.

<b>REC</b>	<b>INDIVIDUALS AS MAIN BUYERS CANNOT SUSTAIN THE MARKET. ESPECIALLY WHEN THOSE INDIVIDUALS MUST FIND ALL THE MONEY THEY NEED TO MAKE A PURCHASE. THERE A NEED TO DEVELOP A SUSTAINABLE MARKET FOR PROCESSED RICE.</b>
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## Distribution Of Clients and Their Distance to Business location

Table 2.24 : Distribution Of Clients and Their Distance to Business location

	Location	State	
		no of clients	Distance (Km)
1	Within Ogun	1370	25
	Iagos state	100	75
	Oyo state	85	120
	Ondo	10	150
	Kwara	15	210
	Oshun	15	145

Table above shows that clients come from South West mostly to buy rice. In fact during enumeration some of the marketers from Oyo were met at Ogun state buying rice. They were interviewed there but registered under Ibadan Township and the environs.

## Nature Of Contracts With Clients

Table1.25 : Nature Of Contracts With Clients

ITEM	ABEOKUTA		IJEBU		IKENNE		ILARO		STATE	
	No	%	No	%	No	%	No	%	No	%
Cash	938	89.85	410	84.02	45	84.91	254	90.07	1647	88.22
Credit	62	5.94	20	4.10	8	15.09	13	4.61	103	5.52
Part cash / Part Credit	42	4.02	58	11.89	0	0.00	15	5.32	115	6.16
Barter	2	0.19	0	0.00	0	0.00	0	0.00	2	0.11
Total	1044	100	488	100	53	100	282	100	1867	100

This is also a cash dominated market. 88.22% of the deals are cash driven with 5.52% on credit while 6.16% of businesses is conducted partly by cash and partly on credit.

Certainly this market is more organized than the fabricators' own. Despite this, the market still needs to be reinforced because it is still powered by purchases made by individuals and now we see that 88.22% of all the transactions are powered by cash. This means individual persons are

hogging (or finding) money to buy this commodity an event likely to slow down the market.

<b>REC</b>	<b>MARKET IMPROVEMENT THROUGH BRINGING THE FINANCIAL INSTITUTIONS IN THE LINE OF PURCHASES AND INTRODUCTION OF BULK PURCHASERS.</b>
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### Acquisition Of Skills/Training of Staff Members

Table1.26 :Acquisition Of Skills/Training of Staff Members

ITEM	ABEOKUTA		IJEBU		IKENNE		ILARO		STATE	
	NO	%	NO	%	NO	%	NO	%	NO	%
Basic (Informal training/ Apprenti ceship)	20	74.07	6	66.67	1	100.	8	57.14	36.	69.23
Mid-Level (Literacy and numeracy /secondary education)	5	18.52	1	11.11	0	0	5	35.71	11	21.15
Advanced (formal qualify cations in related fields /Tertiary Education)	2	7.41	2	22.22	0	0	1	7.14	5	9.62
seminars	0	0.00	0	0.00	0	0	0	0.00	0	0.00
<b>TOTAL</b>	<b>27</b>	<b>100</b>	<b>9</b>	<b>100</b>	<b>1</b>	<b>100</b>	<b>14</b>	<b>100</b>	<b>52</b>	<b>100</b>
PROVISION FOR STAFF TRAINING	0		0		1		0		0	
Time	0		0		0		0		0	
Money	0		0		0		0		0	

70% of the workforce is trained by the business itself; this is double the figure obtained from Lagos. The highest percentage of 74% is obtained from Abeokuta. Secondary education accounts for 21.15%.

In Ilaro, apprenticeship of 57.14% is slightly less than double of that of secondary drop-outs which is 35.71%. In Ijebu this relation is 1 to 6 showing that in Ilaro the workforce comes from the secondary schools.

In Ijebu, 22.22% of the workers had tertiary education compared to 7.41% for Abeokuta and 7.14% in Ilaro and 0% in Ikenne.

No seminars or the kinds of similar training is provided for this sub-sector.

It looks like contrary to what was found in Lagos, there is no provision for training of staff except in Ikenne although there too, no information on the kinds of resources made available for the training provided. It is a paradox to us as we just saw that **69.23%** is trained by apprenticeship method. Where do we put this training?

<b>Rec:</b>	<p><b>EFFORTS SHOULD BE MADE TO STUDY IN DETAILS THE APPRENTICESHIP TRAINING AND TO COUNT IT AS TRAINING AND GENERATION OF THE WORKFORCE.</b></p> <p><b>EFFORTS SHOULD BE MADE TO GET MORE OPERATORS AND STAFF TRAINED AT VOCATIONAL AND TERTIARY LEVELS TO COME TO RICE PROCESSING SUB-SECTOR</b></p>
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### Special Training Received By Members

Table 2.27 :Special Training Received By Members

ITEM	ABEOKUTA		IJEBU		IKENNE		ILARO		STATE	
	No	%	No	%	No	%	No	%	No	%
Business Management and /or Book keeping	0		0		0		0		0	
No of Staff attended	0		0		0		0		0	
Training on HIV/AIDS issues	0		0		8		0		0	
No of Staff attended	0		0		0		0		0	

No any kind of special training has been received by members.

<b>Rec:</b>	Train members or at least operators on Management, Book keeping, recording of business activities, simple accounts system, business ethics and, on HIV/AIDS.
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## PRIMARY CONTACT INFORMATION

### Age and Gender Distribution of Primary Contact

Table 2. 28: Age and Gender Distribution of Primary Contact

ITEM	ABEOKUTA		IJEBU		IKENNE		ILARO		STATE	
	No	%	No	%	No	%	No	%	No	%
Less than 26 years	0	0	0	0	0	0	0	0	0	0
26 - 35 years	2	7.41	0	0.00	0	0	0	0.0	2	4.26
36 - 45 years	0	0.00	3	30.00	0	0	4	44.4	7	14.89
46 - 55 years	9	33.33	5	50.00	1	100	4	44.4	19	40.43
56 - 65 years	9	33.33	1	10.00	0	0	1	11.1	11	23.40
Above 65 years	7	25.93	1	10.00	0	0	0	0.0	8	17.02
No response	0	0.00	0	0.00	0	0	0	0.0	0	0.00
<b>Total</b>	<b>27</b>	<b>100.00</b>	<b>10</b>	<b>100.00</b>	<b>1</b>	<b>100</b>	<b>9</b>	<b>100.</b>	<b>47</b>	<b>100.00</b>
<b>GENDER</b>		0.00		0.00		0		0.0		0.00
Male	24	88.89	9	90.00	1	100	3	33.33	37	78.72
Female	3	11.11	1	10.00	0	0.00	6	66.67	10	21.28
<b>Total</b>	<b>27</b>	<b>100</b>	<b>10</b>	<b>100</b>	<b>1</b>	<b>100</b>	<b>9</b>	<b>100</b>	<b>47</b>	<b>100</b>

It is a business for matured people. 68.72% of primary contacts are within the bracket of 36 to 65 years of age and 17.02% are beyond 65 years of age. Only 4.26% are between the bracket of 26 to 35 years of age. No one was found below 26 years. This means for the need to careful approaches to introducing changes in Ogun State and the need to train younger generations. We find them all mature with low education (apprenticeship mostly and secondary education at best)

### Average Length Of Service of Primary Contacts in the Business

Table1.29: Average Length Of Service of Primary Contacts in the Present Business

ITEM	ABEOKUTA		IJEBU		IKENNE		ILARO		STATE	
	No	%	No	%	No	%	No	%	No	%
Length of Service in the present Business	32.92	49.35	18.3	49.37	22	50	20.55	49.46	20.94	46.96
Length of Service in the line of work	33.79	50.65	18.77	50.63	22	50	21.00	50.54	23.65	53.04
No response	0	0.00	0	0.00	0	0	0.00	0.00	0.00	0.00
Total	67	100	37	100	44	100	42	100	45	100

The study points out (for Abeokuta) to an average of 32.992 years of time spent in the present business and an average of 33.79 years of experience in the line of business; certainly pointing out a difference of 5 years spent in apprenticeship and casual worker before establishing ones own business. Corresponding figures fr Ijebu are 18.3 and 18.77; 22 and 22 in Ikenne while those of Ialro are 20.55 and 21 years. When going to the detil one finds the following for Abeokuta:

Table2.30: Total Length Of Service of Primary Contacts in the Business

S/N	Length of Service in Present Business		
	Range of Years	Counts	%
1	>25	3	10.72
2	26 to 30 years	1	3.57
3	31 to 40 years	2	7.14
4	41 to 50 years	3	10.72
5	51 to 60 years	7	25
6	61 to 70 years	10	35.71
7	>70	2	7.14
8	TOTAL	28	100

We see 35% of primary contacts are between 61 and 70 years old in their present business! similar figures will be found for the other locations.

### Training Received by Primary Contact for Present line of Business

Table 2.31: Training Received by Primary Contact For Present line of Business

ITEM	ABEOKUTA		IJEBU		IKENNE		ILARO		STATE	
	No	%	No	%	No	%	No	%	No	%
Basic (Informal training/ Apprenticeship)	17	62.96	4	40	0.	0	9	100	30	63.83
Mid-Level (Literacy and numeracy /secondary education)	4	14.81	0	0	0.	0	0	0	4	8.51
Advanced (formal qualifications in related fields Tertiary Education)	0	0.00	0	0	0	0	0	0	0	0.00
No response	6	22.22	6	60.00	1	100.00	0	0.00	13	27.66
Total	27	100	10	10	1	100	9	100	47	100

The table shows that 63.83 of respondents were trained by apprenticeship and 8.51 had training up to secondary education; none had tertiary education. We are dealing with mature business operators having low level of education.

### Other Formal/ Informal Training Received by Primary Contact For Present line of Business

Table 2. 32 : Other Formal/ Informal Training Received by Primary Contact For Present line of Business

ITEM	ABEOKUTA		IJEBU		IKENNE		ILARO		STATE	
	No	%	No	%	No	%	No	%	No	%
Secondary	2	7.41	0	0	0	0	0.00	0.00	2.00	4.26

Specialised training courses	0	0	1	10	0	0	0.00	0.00	1.00	2.13
Seminars	0	0	2	20	0	0	0.00	0.00	2.00	4.26
Others	0	0	4	40	0	0	0.00	0.00	4.00	8.51
Adult Education	0	0	0	0	0	0	2.00	22.22	2.00	4.26
No Other FORMAL	25	92.59	3	30	1	100	7.00	77.78	36.00	76.60
Total	27	100	10	100	1	100	9.00	100.00	47.00	100.00

We are seeing low level of education. 12.28% from apprenticeship and 10.53 from the numeracy (secondary education) and 64.91 no response. For a population of within the range of 36 to 55 it shows that adult education needs to be taken in to consideration. The thing to be contented about is the fact that the staff, the one that in the near future will be handed over this sub-sector have a better education.

Nevertheless the present leadership needs to benefit from an adult education program.

### Previous Occupations Of Primary Contacts

Table 2.33 :Previous Occupation Of Primary

ITEM	ABEOKUTA		IJEBU		IKENNE		ILARO		STATE	
	No	%	No	%	No	%	No	%	No	%
Farming	3	11.11	1	10.00	0	0.00	0	0.00	4	8.51
Trading	9	33.33	1	10.00	1	100.00	3	33.33	14	29.79
Tailoring	2	7.41	0	0.00	0	0.00	0	0.00	2	4.26
Miller	1	3.70	0	0.00	0	0.00	0	0.00	1	2.13
Taxi Driver	1	3.70	1	10.00	0	0.00	0	0.00	2	4.26
No Respond	11	40.74	7	70.00	0	0.00	6	66.67	24	51.06
Total	27	100	10	100	1	100	9	100	47	100

Over 50% did not want to reply. It could be the choice given to them may not include their previous occupation or that they did not have other occupation expect processing which we turn to believe is the case. Close to 30% were traders previously followed by former farmers (8.51) and tailors (4.26%).

## Other Occupations of Pry Contacts

Table 2. 34..Other Occupations of Pry Contacts

ITEM	ABEOKUTA		IJEBU		IKENNE		ILARO		STATE	
	No	%	No	%	No	%	No	%	No	%
Farming	7	25.93	2	20.00	0		5	55.56	14	29.78
Rewinding	0	0.00	4	40.00	0	0	0	0.00	4	8.51
Trading	4	14.81	0	0.00	0	0	3	33.33	7	14.89
Casting	2	7.41	0	0.00	0	0	0	0.00	2	4.26
Tailoring	2	7.41	0	0.00	0	0	0	0.00	2	4.26
Pastor	2	7.41	0	0.00	0	0	0	0.00	2	4.26
Garri Processing	0	0.00	0	0.00	0	0	1	11.11	1	2.13
No Other Occupation	10	37.04	4	40	1	100	0	0.00	15	31.91
Total	27	100	10	100	1	100	9	100	47	100

Majority (31.92) of pry contacts did not have other occupation; 29.78% double as farmers and 14.89% as traders. Other occupations in which processors double include rewinding 8.51% , casting, tailoring and cergy which each recorded 4.26% of the respondents.

## Physical Size of work space

Table 2. 35 : Physical Size of work space

ITEM	ABEOKUTA		IJEBU		IKENNE		1LARO		STATE	
	Area (m2)	%	Area (m2)	%	Area (m2)	%	Area (m2)	%	No	%
Average Size of Work Space	149.16		162.1		100.00		113.857		131.21	

Compared to Lagos State of 454sqm, the area occupied averagely by a unit of 131sqm.



## Condition of Work Space

Table 2.36: Condition of Work Space

ITEM	ABEOKUTA		IJEBU		IKENNE		ILARO		STATE	
	No	%	No	%	No	%	No	%	No	%
Canopy	3	11.11	0	0.00	0	0.00	0	0.00	3	6.38
Planks used	5	18.52	3	30.00	0	0.00	0	0.00	8	17.02
Open space	8	29.63	0	0.00	0	0.00	0	0.00	8	17.02
Container Shop	7	25.93	1	10.00	0	0.00	1	11.11	9	19.15
Cement Wall	2	7.41	4	40.00	1	100.00	8	88.89	15	31.91
Others	1	3.70	0	0.00	0	0.00	0	0.00	1	2.13
No Response	1	3.70	2	20.00	0	0.00	0	0.00	3	6.38
Total	27	100.00	10	100	1	100	9	100	47	100

Majority of the businesses (31.91%) are operating from Cemented wall compared to Lagos where this was found to be open places with over 50% in Ogun State. This figure came because Ikenne and Ilaro. The average figures in Abeokuta are not much different from those of Lagos. They also only slightly differ from those of Ijebu. In Ogun State, Container Shops with 19.15% occupies the second place; compared to Lagos where the same was no.2 with 27.87%. Planks shops and open places bag each 17.02%. It looks like in Ogun State, operators are more corporate.

Here too, the need to establish a model processing centre where the size, the machinery, the layout, all will be standardized. This will bring uniformity of the products and the operations. These centres among other must have a functional layout and standard shop that will ensure safety, hygiene, possibility to work efficiently round the clock and round the year.

<b>Rec</b>	<b>ESTABLISHING A MODERN PROCESSING CENTRE IN LAGOS. A CENTRE THAT WILL HAVE STANDARD FOR WALLS AND WALLING; THEY WILL ALSO HAVE STANDARDIZED MACHINENERY AND MACHINE LAYOUT.</b>
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### Distribution of Average Daily Hour and rate to Staff

Table 2.37: Distribution of Average Daily Hour and rate to Staff

ITEM	ABEOKUTA		IJEBU		IKENNE		ILARO		STATE	
	No	%	No	%	No	%	No	%	No	%
DAILY HOUR										
Junior	0.00		0.00		0.00		5.66		5.66	
Mid	0.00		0.00		0.00		8.00		8.00	
Senior	0.00		0.00		8.00		5.40		7.00	
DAILY RATE (N'000)										
Junior	0.00		0.00		0.00		400.00		400.00	
Mid	0.00		0.00		0.00		753.00		753.00	
Senior	0.00		0.00		2000		810.00		1405.00	

Only respondents in Ilaro gave reply to the question.

### Frequencies of Salary Payments

Table 2.38: Frequencies of Salary Payments

ITEM	ABEOKUTA		IJEBU		IKENNE		ILARO		STATE	
	No	%	No	%	No	%	No	%	No	%
Daily	11	40.74	3	30.00	0	0.00	1	11.11	15	31.91
weekly	8	29.63	1	10.00	1	100.00	0	0.00	10	21.28
Biweekly	0	0.00	1	10.00	0	0.00	0	0.00	1	2.13
monthly	0	0.00	1	10.00	0	0.00	0	0.00	1	2.13
others	0	0.00	0	0.00	0	0.00	0	0.00		0.00
No response	8	29.63	4	40.00	0	0.00	8	88.89	20	42.55
Total	27	100	10	100	1	100	9	100	47	100

The pay is effected daily by 31.91%, weekly by 21.28% whereas bi-weekly and monthly bags each 2.13% of the respondents.

### Distribution Of Non Financial remuneration. Benefits

Table 2.39: Distribution Of Non Financial remuneration Benefits

ITEM	ABEOKUTA		IJEBU		IKENNE		ILARO		STATE	
	No	%	No	%	No	%	No	%	No	%
Payment in Kind	4	14.81	4	40	0	0	1	11.11	9	19.15
Housing Loan	1	3.70	0	0	0	0	0	0	1	2.13
lunch	2	7.41	1	10	0	0	0	0	3	6.38
Special bonus during festivals	0	0.00	0	0	0	0	0	0		0.00
Transp ortation / feeding allowance	0	0.00	0	0	0	0	0	0		0.00
No response	20	74.07	5	50	1	100	8	88.89	34	72.34
Others		0.00		0	0	0		0		0.00
Total	27	100	10	100	1	100	9	100	47	100

Majority (72.34%) of operators choused not to give answer. Few (19.15%) practice payment in kinds, 2.13% give housing loan. Lunch is given only by 6.38%.

### Distribution of Annual Leave allowance among cadres of staff

Table 2.40: Distribution of Annual Leave allowance among cadres of staff

ITEM	ABEOKUTA		IJEBU		IKENNE		ILARO		STATE	
	No	%	No	%	No	%	No	%	No	%
Average No of Days	0									
Junior										
Mid										
Senior										
No response	27		10		1		9		47	

Here too as in Lagos, no data was made available. It looks like there is no annual leave. For sustainability, this needs to be introduced.

## Average Value and Volume Of Business Activities at all Locations

Table 2.41: Average Value and Volume Of Business Activities at all Locations

ITEM	ABEOKUTA		IJEBU		IKENNE		ILARO		STATE	
	No	%	No	%	No	%	No	%	No	%
Average Monthly Volume of activity	331.71		118.6		60		44.00		138.40	
Average Monthly Value activity	729.64		130.3		60		88.00		251.98	

## Weight of Each location

Table 2.42: Average Weight of Each location Of each Location

ITEM	ABEOKUTA		IJEBU		IKENNE		ILARO		STATE	
	No	%	No	%	No	%	No	%	total	%
Average Monthly Volume of activity	331.71	59.84	118.6	21.39	60	10.82	44.00	7.93	554.31	100
Average Monthly Value activity	729.64	72.38	130.3	12.92	60	5.95	88.00	8.73	1007.97	100

From here we find Abeokuta has more weight with 59.84% of the State volume and 72.64% of the monthly average value. We should also remember that from table 2.1, it had a bigger population. This being an enumeration, not sampling, we find Abeokuta an important point for rice processing.

### III SURVEY OF PROCESSORS AND MARKETERS OF OFADA RICE IN IBADAN TOWNSHIP AND THE ENVIRONS

The study covered Ibadan Township together with three more towns in Oyo state: Oyo, and Ogbomosho. Under Oyo town we have the following other towns: Igboha, Sepeteri, Ogbo Oro, Saki, Ofiki and Oyo township. In total **116** respondents (Annex A) were interviewed out of which **28** were selected on sample basis for evaluating the need of the respondents and capture in a format called Annex B. As for the other States, basic information on the respondents was compiled into a document called "Directory of Processors and Marketers of Ofada Rice in Ibadan Township and the environs."

A computer version of the same with various reporting formats has also been worked out.

The study was conducted along the following:

Table 3.1 Coverage of the Study

S/N	Zones	Respondents	
		A	B
1	Ibadan Township	20	6
2	Ogbomosho Township	15	6
3	Oyo Township	36	16
	Igboha	8	
	Sepeteri	3	
	Ogbo Oro	3	
	Saki	11	
	Ofiki	15	
<b>TOTAL</b>		<b>111</b>	<b>28</b>

### 3.0 Findings from the Survey In Ibadan Township and the environs

#### Year Businesses Started

There was no commercial activity of such before 1970. Oyo Township and the environs seem to be the earliest as 1.30% of the respondent claim having started between 1971 and 1980. The activity was taken over by Ibadan Township between 1981 and 1990 with the record of 5% of the respondents while Ogbomosho followed with 33.34%. During that period Oyo Township records only 15.58%. The period 1991 – 2000 saw the upsurge of commercial activities in Ogbomosho with 46.67% followed by Oyo with 38.96%

increase. During that time Ibadan that seems to be saturated the increase was only to 30% which decreased to 15% in Ibadan for the period 2001 – 2006 compared to 20 and 38% in Oyo Township. One can therefore say that the activity that started in Ibadan has now shifted to Oyo and Ogbomosho.

Table 3.2 Year of starting business

YEARS	IBADAN		OGBOMOSHO		OYO		STATE	
	No	%	No	%	No	%	No	%
Less 70	0	0	0	0	0	0.00	0.00	0.00
1971-80	0	0	0	0	1	1.30	1.00	0.89
1981-90	11	55	5	33.34	12	15.58	28.00	25.00
1991-2000	6	30	7	46.67	30	38.96	43.00	38.39
2001-2006	3	15	3	20	31	40.26	37.00	33.04
NoResp	0	0	0	0	3	3.86	3.00	2.68
Total	20	100	15	100	77	100.00	112.00	100.00

Source: Field Survey

Oyo and Ogbomosho are gearing up while Ibadan seems to loose breath.

## Legal Status

Table 3.3 ; Distribution of Legal Status

LEGAL STATUS	IBADAN		OGBO MOSHO		OYO		STATE	
	No	%	No	%	No	%	No	%
Informal Business (Not Registered)	20	100	15	100	73	94.80	108.00	96.42
Sole proprietorship	0	0	0	0	4	5.20	4.00	3.58
Partnership		0	0	0	0	0.00	0.00	0.00
Private Limited liability Co.Ltd.	0	0	0	0	0	0.00	0.00	0.00
Public Limited Co. (PLC)	0	0	0	0	0	0.00	0.00	0.00
Subsidiary of a Nigerian Public Corporation	0	0	0	0	0	0.00	0.00	0.00
Subsidiary of Multinational Corporation	0	0	0	0	0	0.00	0.00	0.00

Non Government Organisation	0	0	0	0	0	0.00	0.00	0.00
Government Institutions	0	0	0	0	0	0.00	0.00	0.00
Business Membership Organisation	0	0	0	0	0	0.00	0.00	0.00
Cooperation/Union	0	0	0	0	0	0.00	0.00	0.00
OTHERS	0	0	0	0	0	0.00	0.00	0.00
Total	20	100	15	100	77	100.00	112.00	100.00

96.42% of respondents are made of informal business, not registered! This is MADE OF 100% of the businesses in Ibadan and Ogbomosho Townships and 94.80% in Oyo Township.

Partnership with 3.58% too scores low. The issues of why businesses are not registered and why partnership is not found common were not captured in this study.

<b>REC</b>	<b>ASSIST ACTORS ESPECIALLY THE PROCESSORS TO BE IN PARTENERSHIP, OR TO FORM COOPERATIVES OR TO BE ABLE TO POOL MORE THEIR RESOURCES.</b>
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## Service Areas

### List of Services rendered

Table 3.4 List of services offered by Operators

ITEM	IBADAN		OGBO MOSHO		OYO		STATE	
	No	%	No	%	No	%	No	%
<b>Milling</b>	20	100	0	0	15	19	35	31
<b>Polishing</b>	0	0	0	0	0	0	0	0
<b>De-Stoning</b>	0	0	0	0	0	0	0	0
<b>Bagging/ Packaging</b>	0	0	11	73.33	0	0	11	10
<b>Bulking</b>	0	0	11	73.33	0	0	11	10
<b>Transporting</b>	0	0	11	73.33	17	22	28	25
<b>marketing</b>	0	0	11	73.33	28	36	39	35
<b>PARBOILING</b>	0	0	11	73.33	26	34	37	33.03
<b>DEHAULING</b>	0	0	4	26.67	3	4	7	6.25

Ibadan is a commercial zone mostly with only milling activity available. People come to display their rice and sell them. It looks like the processing is done mostly at Ogbomosho

and Oyo with all the services available there except Polishing and de-stoning. Here we see the predominance of processing with 33% having parboiling activity, 31% milling or dehauling. Bagging, bulking and transportation are also not left out.

The question of capacity utilization was not captured. The non-availability of polishing and de-stoning facility can affect the quality and acceptability of the rice processed from these zones.

The lack of hygiene, the un-efficient use of heat during parboiling, the plant all need to be addressed if one wants to help rice processing in this location.

### Value and Volume of Services offered

Data were not collected from records but from the memory of respondents or at best, from past receipts. Enumerators informed of the inaccuracy of the data. This can be seen the tables 3.4 above and 3.5 bellow. Ibadan reported no parboiling activity but at the same reported =N=40,000 realized from the parboiling of 8,000 bags. Until processors embrace proper record taking, it will be difficult to obtain reliable figures.

**Table 3.5** : Average Distribution Of Service Areas , Volume And Value

Service Area	Ibadan		Ogbomosho		Oyo		state	
	Value (N'000)	Volume (Bags)	Value (N'000)	Vol. (Bags)	Value (N'000)	Volume (Bags)	Value (N'000)	Volume (Bags)
Milling	249.6	46400	0	0	0	0	249.60	46400.00
Polishing	0	0	0	0	0	0	0.00	0.00
De-stoning	0	0	0	0	0	0	0.00	0.00
Bagging \Packaging	0	0	61.28	42.72	0	0	61.28	42.72
Bulking	0.00	0	61.28	42.72	0	0	61.28	42.72
Transporting	0	0	61.28	42.72	1735	7120	1796.28	7162.72
Marketing	0	0	61.28	42.72	1102.2	3662	1163.48	3704.72
Parboiling	40	8000	61.28	42.72	1880.45	1418	1761.17	9460.72
Dehauling	0	0	91.2	200	52.8	200	144	400
Total								

Source Survey 2006



These data are only indicative. Businesses are conducted as a subsistence activity.

**Table 3.6 General Observations on the Area services offered**

S/N	Observation	Details
1	No record is kept	Business Operators do not know the use of records and why they should be documented.
2	Processing Operations	<ul style="list-style-type: none"> <li>- Operations are not standardized</li> <li>- Equipments for de-stoning and polishing are missing</li> <li>- Hygiene needs to improved</li> <li>- Efficiency of particular operation could be enhanced.</li> </ul>

Source Survey 2006

### Rec 3

1) TO HOLD SENSITISATION CONFERENCE ON HYGIENE SAFETY AND SECURITY MATTERS FOR RICE MILERS. ASSIST OWNERS WITH SAFETY AND HYGIENE KITS

2) TO CONDUCT A STUDY ON SELECTED WORKSHOPS WITH THE AIM OF IMPROVING OPERATIONS OF THE PROCESSING AND PACKAGING;

4) ASSIST OPERATORS WITH BUSINESS AND PRODUCTION MANAGEMENT IMPROVEMENT KITS

5) STANDARDIZING THE PROCESSING OF OFADA RICE IS NEEDED. IT COULD BY THE WAY OF ESTABLISING ONE MODEL PROCESSING UNIT IN OYO STATE EQUIPPED WITH SOUND MACHINES; A MODEL PROCESSING CENTRE THAT CAN EXECUTE ALL THE PROCESSING OEPRATIONS; A PROCESSING CENTRE THAT WILL BE USED AS :

- MODEL PROCESSING UNIT FOR ENTREPRENEURS; TO INSPIRE THEM ON TH NEEDED MACHINES, THE AVAILABLE TECHNIQUES AND TECHNOLOGIES, THE WAY MODERN BUSINESSES MUST BE ESTABLISHED AND CONDUCTED;
- CENTRE FOR LEARNING, ACQUIRING AND TAMING THE KNOWLEDGE (ESTABLISHING AND COMPARING PROCESSING PARAMETRS, DOCUMENTING AND DIFFUSING THEM FOR NIGERIAN PROCESSORS);
- COMMERCIAL VENTURE FOR GENERATING INCOME ON ITS OPERATIONS BESIDE TRAINING AND EXTENSION SERVICES THAT MUST BE FREE;

### c Gender

**Table 3.7 Staff Gender Distribution**

ITEM	IBADAN		OGBOMOSHO		OYO		STATE	
	No	%	No	%	No	%	No	%
Male	22.00	100.00	16.00	45.71	96.00	55.17	134.00	58.01

Female	0.00	0.00	19.00	54.29	78.00	44.83	97.00	41.99
Total	22.00	100.00	35.00	100.00	174.00	100.00	231.00	100.00
Count	20		15		75		112	
Min	1		1		1		1	
Max	1		4		5		5	

**Source** Survey 2006

In Ibadan Township, this is a male business with 100% record. In Ogbomosho and Oyo it is a non discriminatory business with 54.29% and 44.83% of females workers respectively.

### Distribution of Business Outlets

**Table3.8** : Distribution of Business Outlets / Branches

ITEM	IBADAN		OGBO MOSHO		OYO		STATE	
	No	%	No	%	No	%	No	%
Business Outlets/Branches =1	3	50.00	0	0.00	12	66.66	15.00	50.00
=2	0	0.00	0	0.00	1	5.56	1.00	3.33
No Record	3	50.00	6	100.0 0	5	27.78	14.00	46.67
Total	6	100.00	6	100	18	100	30	100

**Source** 2006 Field Study

Statewide, 50% of the businesses operate from a single outlet; 3.33% may be operating from at least 2 outlets, the balance of 46.67% did not give answer to the question and we can assume that they had only one outlet by the fact that no one claimed to have 2 or more outlets.



Proximity to markets was rated differently. While there is no Response from Ibadan, 60% and 60% of Respondents in Ogbomosho and Oyo rate the market proximity low. Thus making a State total of 42.30%. Proximity of market is rated highly in Ibadan by 100% against 60% in Oyo and Ogbomsho. It is understandable as mostly all of them sell their products in Ibadan.

### Business Location / proximity to Support and ancillary Services and Raw Materials Inputs

Table 3.11 Business Location / proximity to Support/ Ancillary Services raw materials & Inputs

ITEM	IBADAN				OGBOMOSHO				OYO			
	Proximity		Rating		Proximity		Rating		Proximity		Rating	
	Near	far	Low	High	Near	far	Low	High	Near	far	Low	High
Spare parts Suppliers	0	6	6	0	1	3	3	1	6	9	10	5
Spare parts Fabricators	0	6	5	1	1	3	2	2	7	8	9	6
Suppliers of fuel	5	0	1	4	4	0	0	4	12	2	2	13
Supply of National electricity	5	0	1	4	3	1	1	3	4	1	0	5
Supplier of water	5	0	1	4	2	4	4	2	8	4	4	8
Suppliers of Other raw materials	0	0	0	1	1	0	0	2	3	5	5	3
Supply of Packaging Materials	0	5	4	1	2	0	0	3	6	2	3	4

Telecom minucation	5	0	2	2	5	0	1	5	4	7	3	7
Banks	6	0	2	4	5	0	1	4	2	4	5	3
Informa l	1	5	5	1	5	0	1	4	6	2	4	4
NGO	6	0	6	0	0	3	3	3	0	4	3	2
Others	0	0	0	0	0	2	2	4	0	0	0	0

We shall base our comments on item by item basis.

**Spare-parts Suppliers:** Data show businesses are not so much dependent on suppliers of spare-parts. These were declared far and rated also mostly low, meaning they may not be that much relevant. Does it mean that processors use equipment and tools that do not require much spare-parts? Certainly, suppliers of spare-parts can travel distances way to sell their products.

**Spare parts Fabricators** are rated almost better than the suppliers of spare-parts; meaning that they maybe more relevant.

<b>REC:</b>	<b>EFFORTS TO STANDANDIZE THE MACHINES AND THE MACHINE-PARTS SHOULD BE CONSIDERED. AN ESTABLISHED AND FUNCTIONAL REPUTABLE ENGINEERING INSTITUTION THAT UNDERSTANDS THE PROBLEM AND IS WILLING TO UNDERTAKE THE JOB COULD BE CONTRACTED TO CARRY THIS ASSIGNMENT OR AN ENGINEENERING CONSORTIUM COULD BE PUT UP FOR 6 TO 9 MONTHS DURING WHICH, THEY WILL ADDRESS THE MATTERS AND TRAIN A CORE NUMBER OF FABRICATORS OF SPARE-PARTS AND ENTIRE MACHINES AND SET THEM OFF</b>
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**Suppliers of fuel** are also rated near and relevant to the operation of the businesses. Who came first was not captured by the study; it was just found that they are near each other. The same apply to the Suppliers of electricity.

**Suppliers of water** are rated far by Ogbomosho respondents. Oyo and Ibadan rate them near. The same respondents in Ogbomosho rate them low. Does it means that the techniques used in rice processing in that town does not require water or that respondents having difficulties to find water have resorted to other means? That particular aspect was not captured in the survey. Respondents in Ibadan and Oyo find suppliers of water as relevant and rate them high.

A number of parameters need to be clarified further. These include:

- Is the quantity and the quality each enough to maintain smooth running of the businesses?
- How the water is obtained? Is it from the national network or from deep wells or bore holes? Are these sources owned by businesses themselves, the Associations, the cooperatives or by private persons?

<b>REC:</b>	<b>WHEN STUDYING THE OPERATIONS OF THE MILLS WITH THE AIM OF IMPROVING THE BUSINESSES, THIS SHOULD BE PART OF THE SURVEY.</b>
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**Suppliers of other raw materials** are rated high in Ibadan but the distance is not indicated. Generally, raw materials suppliers are perceived not quite important in Ogbomosho and in Oyo.

**Suppliers of packaging materials** are claimed far in Ibadan, near in Ogbomosho and Oyo. They are rated low in Ibadan, and high in Oyo. Respondents in Ogbomosho did not have opinion concerning their rating. The locations may be catering to different sets of customers having different packaging needs.

**Telecommunication** is found far only in Oyo. Everybody rated them high show the enlightenment of business operators on the usefulness of telecommunication for their operations.

**Banks** are found far only by Oyo respondents who also rated them low. They are found near and rated high by respondents in Ogbomosho and Ibadan however. This may indicate Oyo respondents since they are not only from Oyo but also from a number of small towns they may not feel enough the presence of banks.

### Perception of value of Financial services

Table 3.12: The Value of Financial & Banking Services

ITEM	IBADAN		OGBO MOSHO		OYO		STATE	
	No	%	No	%	No	%	No	%
Poor	0	0.00	0	0.00	6	33.33	6.00	20.00
Fair	3	50.00	0	0.00	4	22.24	7.00	23.33
Good	3	50.00	2	33.33	0	0.00	5.00	16.67
Very good	0	0.00	3	50.00	2	11.11	5.00	16.67
Excellent	0	0.00	0	0.00	1	5.55	1.00	3.33
No Idea	0	0.00	1	16.67	0	0.00	1.00	3.33
No Response	0	0.00	0	0.00	5.00	27.77	5.00	16.67
Total	6	100.00	6	100.00	18	100	30	100

33% of the respondents in Oyo have a poor opinion of banking services. They are the only ones so. 50% of the respondents in Ibadan find banking services fair; they joined by 22.24% from Oyo. Generally, operators in Ogbomosho have a good impression of banking services as none finds them poor or fair but 3.33% from that location find banking services good; the joined in this by 50% from Ibadan only. Interestingly, 50% of Ogbomosho respondents find the services very good and are followed by 1111% from Oyo and 5.55% of respondents in Oyo find the banking services excellent; they are the only ones. One is bound to ask: How come in a locality where 55.54 of respondents find the services poor and fair while 11.11% find the same services excellent. May it be that majority cannot meet banks' requirements and therefore find themselves frustrated out? This discrepancy could not be captured. If it were, it could give indication on how to make the partnership between banks and the processors a vibrant one. A study around that will be helpful not only for the location in Oyo but in Ibadan and the whole of the coverage of the present study.

The fact that 3.33% of the respondents in the State find the services excellent shows that excellent service is achievable; we only need to find what conditions need to be met and realize them.

Here too, the fact that no processor rated banks and banking services as "excellent" shows those processors still see rooms for improvement. How to go about it is adequately discussed and any action should go toward identifying and clearing bottlenecks.

<b>REC</b>	<p style="color: red;">- HOLD ENLIGHTENMENT ON BANKS AND ALL AVAILABLE BANKING SERVICES FOR THIS KIND OF BUSINESSES. CARRY IT ALONG WITH THE CBN, BOI, NATIONAL BANK FOR AGRICULTURE, ETC.</p> <p style="color: red;">- CONDUCT A STUDY TO FIND OUT WHY WHILE SOME PEOPLE FIND BANKING SERVICES GOOD, VERY GOOD AND EVEN EXCELLENT OTHERS WITHIN THE SAME LOCATION FIND THE SAME SERVICES POOR.</p>
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### Availability (List and weight) of Financial Services to Business

Table 3.13 : Availability (List and weight) of Financial Services to Business

ITEM	IBADAN		OGBOMOSHO		OYO		STATE	
	No	%	No	%	No	%	No	%
Banking Services - Current account	6	100.00	6	100.00	0	0	12	40.00

- saving account	6	100.00	6	100.00	4	22	16	53.33
Both	6	100.00	6	100.00	2	11	14	46.67
Currency Exchange	5	83.33	0	0.00	0	0	5	16.67
Electronic Banking	0	0.00	0	0.00	1	6	1	3.33
Loans	6	100.00	6	100.00	1	6	13	43.33
Overdraft	0	0.00	6	100.00	1	6	7	23.33
Money Transfer	0	0.00	0	0.00	1	6	1	3.33
Bonds	0	0.00	0	0.00	0	0	0	0.00
Cooperative Credit and Thrift	6	100.00	5	83.33	8	44	19	63.33
Financial assistance from friends	6	100.00	0	0.00	3	17	9	30.00
Others/ Contribution	6	100.00	0	0.00	1	6	7	23.33

Respondents are found using all the basic banking services including: current account, saving, currency exchange, loans and overdraft. Cooperative credit and Thrift carry the lion share with 63.33% followed by saving account. Loans accounts for 43.33% and contributions from friends is up to 30%. Oyo Townships that just now seems to have a rather poor opinion of the banking services are the using the biggest number of types of services compared to Ogbomosho.

### Total Value of Services Benefited By Business Operators

We shall discuss this township by township. In each table, we brought initially all the 25 banks together with the community Bank, NACRDB, other financial institutions (Insurance Houses, etc.) and the Informal Financial Institutions ( Coop., Credit and Thrift, Esusu, Ajo, etc.). As it is notot all the banks that have been reported rendering services, we have included in the final tables only the banks found having given services.

#### a- Ibadan

Table 3.14a : Total Value Of Services Benefited By Business Operators

IBADAN						
	Loans	Over draft	Curr ency Exch ange	Bulk Pur chase	Combi nation	Contr ibution



ACTIVE BANKS						
First Bank	1	0	0	0	0	0
Skye Bank	6	0	0	0	0	0
Wema Bank	6	0	0	0	0	0
N A C R D B	1	0	0	0	0	0
total	14	0	0	0	0	0

Only the three banks above are reported active. As can be seen, only loans were obtained.

### **OGBOMOSHO**

Table 3.14b : Total Value Of Services Benefited By Business Operators

	Loans	Overdraft	Currency Exchange	Bulk Purchase	Combination	Contribution
ACTIVE BANKS						
Community Bank	50	0	0	0	0	0
total	50	0	0	0	0	0

In Ogbomosho only the Community bank is reported active.

### **Oyo Township**

Table 3.14c : Total Value Of Services Benefited By Business Operators

OYO

	Loans	Overdraft	Currency Exchange	Bulk Purchase	Combination	Contribution
ACTIVE BANKS						

In Oyo Township no bank was reported active. No wonder, respondents had a rather poor opinion of the banking services.

### **Total Value Of Services Benefited By Business Operators**

Table 3.15 : Total Value Of Services Benefited By Business Operators and List of active bank in the zone of coverage.

	IBADAN	OGBOMOSHO	OYO	State
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<b>ACTIVE BANKS</b>	Value (N'000)	Value (N'000)	Value (N'000)	Value(000)1
First Bank	1	0	0	1
Skye Bank	6	0	0	6
Wema Bank	6	0	0	6
NACRDB	1	0	0	1
Community Bank	0	50	0	50.00
total	14	50	0	64.00
<b>INTEREST RATE PAID %</b>	15	17	17	17
<b>INTEREST RATE RECEIVED %</b>	5	15	5	5

As long as respondents are not fully aware of records keeping and the value for real data in the practice of business, one has to be careful in using data given by them. One will wonder for example why here, Cooperative credit and Thrift is absent while we just saw that over 63% of the respondents claim to be using them. Or they not want to disclose the money received? Did they actually receive any money?

The community bank is found active for processors only in Ogbomoso; NACRDB in Ibadan alone.

### **List of Banks and Financial Institutions found Not active with the Processors of Rice in Ibadan and the environs**

Table 3.16 : List of banks not active for Rice processors in Ibadan and the environs

	IBADAN	OGBOMOSHO	OYO	State
<b>IN ACTIVE BANKS</b>	<b>Value (N'000)</b>	<b>Value (N'000)</b>	<b>Value (N'000)</b>	<b>Value(000)</b>
Access Bank	0	0	0	0
AfriBank	0	0	0	0

Diamond Bank	0	0	0	0
Ecobank Nigeria	0	0	0	0
Equitorial Bank	0	0	0	0
Fidelity Bank	0	0	0	0
First city monument Bank	0	0	0	0
First inland Bank	0	0	0	0
Guaranty Trust Bank	0	0	0	0
Habib Plantinum Bank	0	0	0	0
IBTC Chartered Bank	0	0	0	0
Intercontinental Bank.	0	0	0	0
NIB bank	0	0	0	0
Oceanic Bank	0	0	0	0
Spring bank	0	0	0	0
Stanbic Bank	0	0	0	0
Standard Chertered Bank	0	0	0	0
Sterling Bank	0	0	0	0
Union Bank	0	0	0	0
UnitedBank for Africa	0	0	0	0
Unity Bank	0	0	0	0
Zenith bank	0	0	0	0
N A C R D B	0	0	0	0

Other Financial Institutions(e.g Insurance Houses, etc)	0		0	0
Informal Financial Institutions(e.g Cooperatives Credit and Thrift, Esusu, Ajo,etc)	0	0	0	0

Five (5) banks are active and 23 inactive together with insurance and other financial institutions including the informal financial institutions. This time we are finding NACRDB active in one location: Ibadan.

The reasons why these five banks are active and the others 23 are not, how the active ones are successful, etc. were not part of the study. Assuming only that this particular sub-sector is inter-acting with the banks the same way other similar sub-sectors do, then there is cause to worry about and may require serious attention. That is why we strongly recommend as follows below.

<b>REC</b>	<b>- CONDUCT A STUDY ON INTERACTION BETWEEN BANKS AND THE RICE PROCESSING BUSINESSES</b>
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### Seasonality of Business Operations

Table 3.17 Seasonality of Business Operations

ITEM	IBADAN		OGBOMOSHO		OYO	
	No	%	No	%	No	%
<b>SEASONALITY (VALUE) N'000</b>						
January	3.80	20.88	18	4.37	26.00	
February	3.80	20.88	88	21.41	52.00	
March	0.00	0.00	53	12.89	16.00	
April	0.00	0.00	58	14.12	3.00	
May	0.00	0.00	47	11.44	0.00	
June	0.00	0.00	22	5.35	0.00	
July	0.00	0.00	13	3.16	0.00	
August	0.00	0.00	11	2.69	0.00	
September	0.00	0.00	1	0.24	0.00	
October	3.00	16.48	0	0.00	0.00	
November	3.80	20.88	2	0.49	5.00	

December	3.80	20.88	98	23.84	10.00	
Total	18.20	100.00	411.00	100.00	112.00	

**SEASONALITY  
(VOLUME)  
PER MONTH**

January	11.90		42.4		123.00	
February	11.90		39.4		118.00	
March	0.00		28.9		158.00	
April	0.00		28.4		18.00	
May	0.00		19.6		4.00	
June	0.00		13.1		0.00	
July	0.00		9.2		0.00	
August	0.00		0.8		0.00	
September	0.00		0.3		0.00	
October	9.55		0			
November	11.90		0.6		20.00	
December	11.90		42.4		45.00	
Total	57.15		225.10		486.00	

The pick months for Ibadan are January and February, while in Ogbomoshho these are January, February, March and April. In Oyo, the pick months are January, February and March only.

**Perception of Business Operators on Business Association**

Table 3.18: Perception of Business Operators on Business Association

ITEM	IBADAN		OGBO MOSHO		OYO		STATE	
	No	%	No	%	No	%	No	%
Good	0	0.00	5	83.33	5	27.77	10	33.33
Very Good	0	0.00	0	0.00	0	0.00	0	0.00
Very Encouraging	0	0.00	0	0.00	0	0.00	0	0.00
Very Poor	0	0.00	1	16.67	2	11.12	3	10.00
Not in Existence	0	0.00	0	0.00	3	16.67	3	10.00

Fair	6	100.00	0	0.00	5	27.77	11	
No response	0	0.00	0		3	16.67	3	10.00
<b>Total</b>	<b>6</b>	<b>100</b>	<b>6</b>	<b>100</b>	<b>18</b>	<b>100</b>	<b>30</b>	<b>100</b>

Business Associations exist and members value them as 33.33% rated them “Good”. 10% had a very poor opinion of them and 10 other percent of the respondents claim that Associations do not exist. The fact that no one has rated them very good means there are rooms for improvements. This must be revealed through a study focusing just on them.

<b>REC</b>	Identify Business and Professional associations, understudy how they are established, what are their targeted members, how they operate; what are their strengths and weaknesses; find out what can be done to make them more effective.
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### Existing Business Associations with target and annual fees

Table 3.19 Existing Business Associations with target and annual fees

ITEM	IBADAN		OGBOMOSHO		OYO	
	Target	Annual Membership fee (N'000)	Target	Annual Membership fee (N'000)	Target	Annual Membership fee (N'000)
Rice FAR MERS ASSOC	Rice Farmers, Sellers	N/A	Rice Farmers, Sellers	N/A	Rice Farmers, Sellers	NA
Rice Millers Assoc	millers	0.96	millers	1	millers	0.2

Rice Dealers Assoc	sellers		sellers		sellers	NA
Machine And Fabrication NATA	Millers fabricators		Millers ,fabricators	NA	Millers ,fabricators	NA
Ofada RICE Sellers Assoc	sellers		sellers		sellers	NA
Cooperative Assoc	sellers, farmers		Sellers , farmers		sellers, farmers	NA

Associations exist but it seems they are at their formative stages. That is why fees, etc. were not made available easily. They need to be strengthened.

**REC: Associations need to be reinforced**

### Services Received By Association Members

Table 3.20 : Services Received By Association Members

ITEM	IBADAN		OGBOMOSHO		OYO		STATE	
	No	%	No	%	No	%	No	%
Technical Supports	0	0.00	0	0.00	1	5.50	1.0	3.33
Financial Supports	0	0.00	1	16.67	2	11.11	3.0	10.00
Legal Supports	0	0.00	1	16.67	0	0.00	1.0	3.33
Representation	0	0.00	0	0.00	2	11.11	2.0	6.67

Commercial Supports( Product Promotions)	0	0.00	1	16.67	1	5.50	2.0	6.67
Combinations	6	100.00	0	0.00	1	5.50	7.0	23.33
Bulk Purchasing	0	0.00	0	0.00	0	0.00	0.0	0.00
No Record	0	0.00	3	50	11		14.0	46.7
TOTAL	6	100.00	6	100.00	18	100.00	30.0	100.00

It looks like In Ibadan Associations are not providing any of the services. In Ogbomosho services received include financial support, legal support and commercial supports. Oyo respondents benefit from associations similar services including this time technical supports. Generally, the types of services rendered in Ibadan are more varied than those in Ogun State where only financial and technical supports were found available. But for both locations we can say without hesitation that Associations formed voluntarily without Government forcing exist, operate and are providing various services to members.

### Perception of Business Operators on Advertisement

Table 3. 21: Perception of Business Operators on Advertisement

ITEM	IBADAN		OGBOMOSHO		OYO		STATE	
	No	%	No	%	No	%	No	%
Very Poor	0	0	2	33	7	40	9.0	33
Poor	0	0	0	0	1	5	1.0	3
Fair	3	50	0	0	3	17	6.0	20
Good	3	50	0	80	1	5	4.0	12
Very Good	0	0	4	67	0	0	4.0	12
Excellent	0	0	0	0	0	0	0.0	0
Others	0	0	0	0	4	22	4.0	12
No Response/No records	0	0	0	0	2	11	2.0	7



Total	6	100	6	100	18	100	30	100
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33% of respondents have negative view of advertising as they rate it very poor; they reinforced by 3% who rated advertising poor. Only 20% think advertising a good thing.

Ogbomosho seems to be more aware of the use of advertising to boost business as 67% of the respondents from that place rated advertising very good.

**REC: PROCESSORS IN IBADAN AND THE ENVIRONS NEED TO HAVE ENLIGHTENMENT CAMPAIGN ON ADVERTISING AND NEED TO BE GIVEN ADVERTISEMENT KITS.**

### Practice of Advertisement of Business by Operators

Table 3. 22 Advertisement of Business by Operators

S/N	ITEM	IBADAN		OGBO MOSHO		OYO		STATE	
		No	%	No	%	No	%	No	%
1	<b>ADVERTISED BUSINESS</b>								
a	Advertised Business	0	0	0	0	2	11	2.0	7
b	Not Advertised Business	6	100	6	100	16	89	28.0	93
	Total	6	100	6	100	18	100	30	100
2	<b>MODE OF ADVERTISEMENT</b>								

a	Showroom	0	0	0	0	0	0.0	0.0	0.0
b	Bill board	0	0	0	0	0	0.0	0.0	0.0
c	Television	0	0	0	0	0	0.0	0.0	0.0
d	Radio	0	0	0	0	0	0.0	0.0	0.0
e	Flyers	0	0	0	0	0	0.0	0.0	0.0
f	Trade fair	0	0	0	0	0	0.0	0.0	0.0
g	Exhibitions	0	0	0	0	1	5.5	1.0	3.3
h	Sign Post	0	0	0	0	0	0.0	0.0	0.0
i	Local magazine	0	0		0	0	0	0.0	0.0
	Total	0	0	0	0	1		1	3.3
3	<b>ANNUAL ADVERTISEMENT EXPENDITURE (N'000)</b>	0		0		0		0.0	0.0

Only processors in Oyo claim advertising their products. These even were only 11% leaving 89% in this location not advertising. It should however be noted that no one in Ogbomosho and no one in Ibadan was found advertising reducing therefore the State advertisement to a mere 3.3%.

Not surprising therefore that all means of advertising earmarked by the study were not being used. Respondents in Oyo however declared attending exhibitions where they do advertise

It should however be noted that if some processors (especially the artisan processors in rural areas) do not have sign posts bearing the names of their businesses, we know that marketers usually **do have** their sign posts. It is therefore our believe that operators do not know all tools used in advertising. They seem not to know that sign posts, business cards that they mostly do have are advertising tools that announce their businesses and their products.

That is why we recommend to organize an enlightenment campaign for processors on the significance of advertising, the actual and potential roles of advertising, the use of it and the tools that can be used to make a successful advertising.

The only used advertisement in this location is exhibitions. The amount spent was not disclosed.



Others	0	0	0	0	0	0	0	0
Total	600	100	138	100	396	100	1134	100

This is a business dominated by individual males (47%) and females (53%). Firms of all sizes are here too totally absent. No bulk purchase; portraying here again that the business is an artisan type of business or a business at its formative stage.

<b>REC</b>	<b>INDIVIDUALS AS MAIN BUYERS CANNOT SUSTAIN THE MARKET. ESPECIALLY WHEN THOSE INDIVIDUALS MUST FIND ALL THE MONEY THEY NEED TO MAKE A PURCHASE. THERE IS A NEED TO DEVELOP A SUSTAINABLE MARKET FOR PROCESSED RICE.</b>
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### **Distribution of Client and Their Distance to Business Location**

Table 3.24 Distribution of Client and Their Distance to Business Location

<b>Location</b>	<b>Average No of Client</b>	<b>Distance Km</b>
Within Oyo	38	6.65
Iresadu	8	25.00
Iregba	10	30.00
Saki	4	18.00
Bakin	5	20.00
Odu-Oba	3	15.00
Alarapo	4	27.00
Ogbomosh	15	50.00

This is a local market. The maximum distance clients come from is 25km. One will understand, the location is a big market so not only all the local rice produced is consumed but also people go out to other locations in Lagos and Ogun States to buy rice and bring it for sale to Ibadan mostly. During the survey a number of them were found in Ogun State by the enumerators there and were interviewed there; their forms were later transmitted to Ibadan for processing.

### Nature Of Contracts With Clients

Table3.25 : Nature Of Contracts With Clients

ITEM	IBADAN		OGBOMOSHO		OYO	
	No	%	No	%	No	%
Contract /Payment Type						
Cash	600	100	358	69.25	0	0
Credit	0	0	50	9.67	1	25
Part cash/ Part Credit	0	0	109	21.08	3	75
Barter	0	0		0	0	0
Total		100		100	0	100

This is a cash dominated market showing the stage of the market in Ibadan. In Oyo and Ogbomosho however, the business is not cash led; it is run at 25% and 9.67% on credit and 75% and 21.08% on part cash and part credit which shows an advanced level of running business. The situation at Oyo calls to be studied further to:

1. see the conditions put together by both buyers and sellers to have such a business relationship;
2. and how this can be replicated for other locations in Ibadan in Lagos and Ogun States where majority of the businesses are still run on cash basis.

<b>REC</b>	<b>AS A WAY TO BOOST MARKET ACTIVITY, CARRY DETAIL STUDY OF BUSINESS TRANSACTION IN OYO TO EXPLORE POSSIBILITIES TO ESTABLISH SIMILAR BUYER-SELLER RELATONSHIP IN IBADAN, IN LAGOS AND OGUN STATES WHERE THE BUSINESSES ARE STILL MOSTLY RUN ON</b>
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	<b>CASH BASIS</b> <b>MARKET IMPROVEMENT THROUGH BRINGING THE</b> <b>FINANCIAL INSTITUTIONS IN THE BUSINESS OF</b> <b>PURCHASE AND INTRODUCING BULK PURCHASERS.</b>
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### Acquisition Of Skills/Training of Staff Members

Table 3.26 : Acquisition Of Skills/Training of Staff Members of Business organizations

ITEM	IBADAN		OGBOMOSHO		OYO		STATE	
	No	%	No	%	No	%	Ave. No	%
Basic (Informal training/ Apprenticeship)	0	0.00	16	84.21	10	25.00	26.00	40.00
Mid-Level (Literacy and numeracy/ secondary education)	0	0.00	0	0.00	4	21.05	4.00	6.15
Advanced (formal Qualifications in related fields/ Tertiary Education)	0	0.00	0	0.00	1	5.26	1.00	1.76
seminars	0.00	0.00	0.00	0.00	0	0.00	0.00	0.00
<b>TOTAL</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>15</b>	<b>46</b>	<b>31</b>	<b>46.15</b>
<b>PROVISION FOR STAFF TRAINING</b>	0							
Time	0.00	0.00	0.00	0.00	0	0.00	0.00	0.00
Money	0.00	0.00	0.00	0.00	0	0.00	0.00	0.00

40% of the workforce is trained by the business itself in Oyo (25%) and Ogbomosho (84.21%). These figures are commensurate with those in Lagos State and Ogun State and the fact that Ibadan did not submit any figure does not change it. It could be well that those in employment in Ibadan are trained in other places before moving to where to Ibadan.

In advanced training (formal qualification in related fields /tertiary education), Ibadan and the environs with only 1.75% still says at the bottom compared to 9.62 for Ogun State and 30.77% for Lagos State.

It is reported that there is no provision for staff training is made in the three towns covered. However we saw that 84.21% in Ogbomosho and 25% in Oyo are trained by apprenticeship which points out that the training made **is not with the purpose**; it is not a voluntary act for generating or regenerating the workforce as any training system should be aimed at. This training is made out of necessity where by an operator needs hands to help him carry his job and where there are idle hands which need to get something doing to feed a mouth or mounts. In the process a skill is learnt. The person who has so learned a skill may use it later as a profession or drop it for other activities in the future.

This calls for a need to have a close look at this activity. “Trainees” may be treated any how; there could be a better way of training and grooming future staff of this sector, etc.

No seminars is available for this sub-sector. The Model Processing Centres to be established should take care of any shortcoming.

<b>Rec:</b>	<p style="text-align: center;"><b>TO CONDUCT A STUDY ON THE PRESENT STATUS OF TRAINING AND GROOMING OF STAFF FOR RICE PROCESSING AND SELLING</b></p> <p><b>EFFORTS SHOULD BE MADE TO STUDY IN DETAILS THE APPRENTICESHIP TRAINING AS PRACTISED NOW AND TO BRING IT TO A LEVEL WHERE IT IS A VOLUNTARY AND SYSTEMATIC ACTIVITY AIMED AT TRAINING AND GENERATING THE WORKFORCE FOR RICE PROCESSING, SELLING AND UTILISING WITH EMPHASIS ON OFADA RICE.</b></p> <p><b>EFFORTS SHOULD BE MADE TO GET MORE OPERATORS AND STAFF TRAINED AT VOCATIONAL AND TERTIARY LEVELS TO COME TO RICE PROCESSING SUB-SECTOR</b></p>
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## Special Training Received By Members

Table 3.27 : Special Training Received By Members

ITEM	IBADAN		OGBOMOSHO		OYO		STATE	
	No	%	No	%	No	%	No	%
Business Management and /or Book keeping	0	0	0	0	0	0	0	0
No of Staff attended	0	0	0	0	0	0	0	0
Training on HIV/AIDS issues	0	0	0	0	2	5	2	3.07
No of Staff attended	0	0	0	0	2	5	2	3.07

No training in business management or book keeping is available to staff. 3.07% underwent training in HIV/AIDS. The training was organized by and NGO and Government separately.

<b>Rec:</b>	Train members or at least operators on Management, Book keeping, recording of business activities, simple accounts techniques, business ethics and on HIV/AIDS.
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## PRIMARY CONTACT INFORMATION

### Age and Gender Distribution of Primary Contact

Table 3. 28: Age and Gender Distribution of Primary Contact

ITEM	IBADAN		OGBO MOSHO		OYO		STATE	
	No	%	No	%	No	%	No	%
Age Less than 26 years	0	0	0	0	2	11	2	7



26 - 35 years	3	50	4	66.67	8	44	15	50
36 - 45 years	3	50	2	33.33	2	11	7	23
46 - 55 years	0	0	0	0	2	11	2	7
56 - 65 years	0	0	0	0	2	11	2	7
Above 65 years	0	0	0	0	0	0	0	0
No response	0	0	0	0	2	11	2	7
Total	6	100	6	100	18	100	30	100
Gender								
Male	6	100	3	50	13	72	22	73
Female	0	0	3	50	3	17	6	20
No response	0	0	0	0	2	11	2	7
Total	6	100	6	100	18	100	30	100

Here the business is manned by 50% of active people in the range of 26 to 35 years; younger than that of Lagos (14.27%) and Ogun (4.26%). 23% of operators are in the range of 36 to 45 years of age, still active compared to 19.51% in Lagos and 14.89% in Ogun. Operators above 46 drop to 7% in each bracket compared to Ogun where this is 40.43 and 23% in Ogun.

It is also a male dominated activity as only 20% of business owners are females.

### Average Length Of Service of Primary Contacts in the Business

Table3.29: Average Length Of Service of Primary Contacts in the Business

length of service of business Operators			
s/n	range of years	Count	%
1	1 year to 5 years	4	14.28
2	6 years to 10 years	9	32.14
3	11 years to 15 years	9	32.14
4	16 years to 20 years	4	14.28
5	21 years to 25 years	1	3.58
	No response	1	3.58

	Total	28	100
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Business operators are experienced. 14.28% have an average of 5 years experience in the present job, 64.28% have stayed in this business for 6 to 15 years while an other 14.28% have a length of service between 16 to 20 years.

### Total length of service of in business Operators

Table 3.30 Total length of service of in business Operators

s/n	Range of years	Count	STATE
1	to 5 years	5	17.86
2	6 to 10 years	9	32.14
3	11 to 15 years	8	28.57
4	16 to 20 years	4	14.29
5	21 to 25 years	1	3.57
	No response	1	3.57
	Total	28	100

The study points out to an experienced business operators again with 17.86% having spent averagely 6 years in the business and around 65% having a total experience of at least 6 years in the business.

### Training Received by Primary Contact for Present line of Business

Table 1.31: Training Received by Primary Contact For Present line of Business

ITEM	IBADAN		OGBO MOSHO		OYO		STATE	
	No	%	No	%	No	%	No	%
Basic (Informal training/ Apprenticeship)	6	100	5.00	83.34	9.00	56.25	20	71.42
Safety And Protection	0	0	0	0	1.00	16.67	1	3.57
Quranic	0	0	0	0	1.00	16.67	1	3.57
4	0	0	0.00	0	0.00	0.00	0	0.00
5	0	0	0.00	0	0.00	0.00	0	0.00

No response	0	0	1.00	16.67	7.00	43.75	8	28.57
Total	6	100	6.00	100	18.00		30	0.00

71.42% had just apprenticeship training. No one has training in safety kits. 28.57 declined responding to that question. Similar figures were obtained for Lagos and Ogun states.

### Other Formal/ Informal Training Received by Primary Contact For Present line of Business

Table 3.32: Other Formal/ Informal Training Received by Primary Contact For Present line of Business

Schools	IBADAN		OGBOMOSHO		OYO		STATE	
	No	%	No	%	No	%	No	%
Pry Sch	1.00	16.67	1.00	16.67	2.00	12.50	4.00	14.28
Sch Cert	5.00	83.34	4.00	66.67	2.00	12.50	11.00	39.28

Only 14.2% have primary school training and 39.28, at school Certificate level. So any training programmed for them should take care of this aspect of low level training.

### Other Occupations Of Primary Contacts

Table 3.33 Other Occupations Of Primary Contacts

ITEM	IBADAN	OGBO	OYO	STATE
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			MOSHO					
	No	%	No	%	No	%	No	%
Farming	0	0	2	33.34	7	38.89	9	30.00
Alluminium Pot	0	0	0	0	1	5.56	1	3.33
Tailoring		0		0	1	5.56	1	3.33
Trading		0	1	16.67	3	16.67	4	13.33
Driving		0		0	1	5.56	1	3.33
Mechanic		0	2	33.34	1	5.56	3	10.00
No response	6	100	1	16.67	4	22.22	11	36.67
Total	6	100	6	100	18	100.00	30	100.00

It is interesting to note that 30% of operators mostly from Ogbomosho and Oyo combine processing and farming. 13.33% of respondents (presumably marketers combine this activity with trading other commodities).

### Previous Occupation Of Primary Contacts

Table 3.34 Previous Occupation Of Primary Contacts

ITEM	IBADAN		OGBOMOSHO		OYO		STATE	
	No	%	No	%	No	%	No	%
Trading	0	0	1	16.67	5	27.78	6	20.00
No Response	6	100	5	50	13	72.22	22	73.34
Total	6	100	6	100	18	100	30	100.00

Mostly (16.67 and 27.78%), people are crossing from tailoring. Is it becoming an endangered profession. If so, what is it affecting it? These and many other issues around them were not part of the present study. But it will be worthwhile trying to establish which professions are about to be affected.

### Physical Size of work space

Table 3.35 Physical Size of work space

ITEM	IBADAN		OGBOMOSHO		OYO	
	Area Area (m2)	%	No Area (m2)	%	No Area (m2)	%
Average Size of Work Space m2	16		244		488.00	
Total	16		244		488	

It looks like each of the three zone has its own type of settings. In Ibadan predominantly people use 16 sqm space walled type. In Ogbomosho, two types of sizes are available: 244sqm predominantly and exceptionally 488sqm type. In Oyo three sizes are found: mostly 488sqm and 122sqm and exceptionally, 320sqm. The predominance of selling in Ibadan may call for the small sized in Ibadan added to the need for reinforced security for the cement walls.

### Condition of Work Space

Table 3.36 Condition of Work Space

ITEM	IBADAN		OGBOMOSHO		OYO	
	No	%	No	%	No	%
Canopy	0	0	0	0	3	16.67
Planks used	0	0	0	0	5	27.78
Open space	0	0	2	33.33	0	0.00
Container Shop	0	0	0	0	0	0.00
Cement walls	6	100	0	0	7	38.89
Others	0	0	4	66.67	0	0.00
No Response	0	0	0	0	3	16.67
Total	6	100	6	100	18	100

In Ibadan all shops are reported as cemented walls. In Ogbomosho, 33.33% of the shops are open space type. In Oyo the shops are either canopy type 16.67% or plank 27.78%. Cement walls in Oyo account for 38.89%.

That 16.67% did not respond shows that enumerators did not do a thorough job as shops are visible; they could have seen the type of shop in use.

<b>Rec</b>	<b>ESTABLISHING A MODERN PROCESSING CENTRE IN IBADAN OR IN THE ENVIRONS. A CENTRE THAT WILL HAVE STANDARD FOR WALLS AND WALLING; ALSO HAVE STANDARDIZED MACHINENERY AND MACHINE LAYOUT.</b>
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### Distribution of Average Daily Hour and rate to Staff

Table 3.37 Distribution of Average Daily Hour and rate to Staff

S/N	ITEM	IBADAN		OGBOMOSHO		OYO	
		Average		Average		Average	
1	Daily Hour						
	Junior	-	0	9.50		4.81	
	Mid	-	0	8.11		7.50	
	Senior	-	0	11.20		9.00	
2	Daily rate (N'000)						
	Junior	-	0	0.25		0.15	
	Mid	-	0	0.35		0.30	
	Senior	-	0	0.60		0.30	

Ibadan declined responding of to the question.

### Frequencies of Salary Payments

Table 3.38: Frequencies of Salary Payments

ITEM	IBADAN		OGBOMOSHO		OYO		STATE
	No	%	No	%	No	%	%
Daily	6	100.00	5	83.33	8	44.44	75.92
weekly	0	0.00	1	16.67	0	0.00	5.56
Biweekly	0	0.00	0	0.00	1	5.56	1.86
monthly	0	0.00	0	0.00	3	16.67	5.56
others	0	0.00	0	0.00	0	0.00	0
No response	0	0.00	0	0.00	6	33.33	6

The business mostly pays on a daily basis.

### Distribution Of Non Financial remuneration. Benefits

Table 3.39: Distribution Of Non Financial remuneration Benefits

ITEM	IBADAN		OGBOMOSHO		OYO		STATE
	No	%	No	%	No	%	%
Payment in kind	0	0.00	3	50.00	3	16.67	20
Housing Loan	0	0.00	1	16.67	0	0.00	3.3
lunch	0	0.00	1	16.67	6	33.33	23.33
Special bonus during festivals	0	0.00	0	0.00	1	5.56	3.33
Transportation / feeding allowance	0	0.00	0	0.00	1	5.56	3.33
Others	0		0		1	5.56	3.33
No response	6	100.00	1	16.67	6	33.33	43.35

All kinds of non financial remunerations were found being used. These include lunch (33.33%), in kind (20%). 43.5% did not respond presumably these are not practicing any kind of non financial remuneration.

### Average Value and Volume Of Business Activities at all Locations

Table 3.40: Average Value and Volume Of Business Activities at all Locations

Service Area	Ibadan		Ogbomosho		Oyo		state	
	Av. Monthl. Value (N'000)	Av. Monthl Volume (Bags)	Av. Monthl Value (N'000)	Av. Monthl Volume (Bags)	Av. Monthl Value (N'000)	Av. Monthl Volume (Bags)	Av. Monthl Value (N'000)	Av. Monthl Volume (Bags)
Total	289.6	54400	397.6	413.6	4770.45	12400	5237.09	67213.60

Although the figures must be taken just as indicative, they show that Ibadan is a commercial centre for the rice where it is brought from other locations for sale.