

Shea nut pickers: on market access for their shea kernels



“My daughters and I wake up very early to walk 5km to the wilds to pick shea nuts. When we have picked and processed our nuts to kernels, trying to sell is our biggest challenge. It costs us so much to take our shea kernels to the market to sell, and then when we do, we do not get paid all of our money immediately. A buyer might purchase 5 bags of kernels and pay for only 2 bags, and then ask us to return after one week. And even after a week there are still further delays. When SALID bought from us, they came to our doorstep, bought at a higher price, and paid us instantly. I sold 96 bags of kernels to SALID. It really feels good to have some extra money in my pocket”.

Hassana Isah - pictured left

Above: Hassana Isah tells her story while processing her nuts
Right: Women's group walks back from picking shea nuts



In 2014, Propcom Mai-karfi (PM) linked SALID Nigeria Limited (an indigenous shea trading company) to women shea nut pickers in Niger and Kwara states. The company has provided a ready market for these women and built their capacities in kernel processing. A sub-sector dominated by women, shea holds vast economic potential and opportunity for growth. In 2015, over a thousand women sold their shea kernels to SALID and increased their shea business revenue by an average of 39%.

“I live far away from the business hubs. So when I go to the market to sell my shea kernels, it costs me N400 (£1.33)/bag for handling and transportation. Sometimes I don't sell all the bags that I take to the market and have to transport them back home. In a season, I pick as much as 165 bags of kernels. If you do the math, that is a lot of money that I saved for my family when I sold to SALID from my homestead. SALID also paid me N3,500 (£11.67)/bag, a little higher than the N3,200 (£10.67)/bag at which other buyers bought. From this, I am now expanding my provision store”. - Ramatu Mohammed - pictured right

