

History of Leadership in Commodity Management

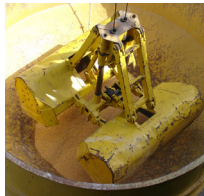


ACDI/VOCA is a global leader in innovative management of donated U.S. agricultural commodities under both United States Agency

for International Development (USAID) and United States Department of Agriculture (USDA) food aid programs. ACDI/VOCA has managed food aid programs in numerous countries in Africa, Asia, the Middle East and Latin America since 1989 to promote global food security.

ACDI/VOCA has monetized over 965,000 metric tons (MT) of commodities valued at more than \$300 million and distributed over 40,000 MT of nonfat dried milk, cornmeal, rice, corn-soy blend, vegetable oil and other foods. ACDI/VOCA has managed commodity shipments or monetized commodities for Africare, Catholic Relief Services, World Vision, CARE, Winrock, TechnoServe, FINCA, Land O'Lakes, the U.S. Poultry and Egg Council, USAID and others. We have also performed market analyses for other NGOs.

For several years, ACDI/VOCA was a leader in addressing such issues as product quality and packaging as a cochair of the Commodity Working Group under the Food Aid Consultative Group, which represented the U.S. government, private industry and NGOs.



ACDI/VOCA Services

ACDI/VOCA staff includes logistics coordinators, warehouse managers and sales agents with combined experience of over 75 years in Africa, Asia, the Middle East, Latin America and the NIS. Our experienced professionals are available to:

- » Conduct Bellmon Analyses and market assessments to determine appropriate commodities and tonnage levels for program design
- » Identify appropriate sales methodology including negotiated sales, small-lot sales, sealed bid and out-cry auctions, and combinations thereof, to maximize proceed generation and developmental impact while minimizing risk
- » Identify potential buyers and manage the sales process from beginning to end
- » Manage logistics of commodity shipments in conjunction with donors, freight forwarders, shipping agents and buyers for both distribution and monetization
- » Prepare documents for donors, buyers, governments and other entities involved in commodity sales
- » Provide commodity management training to organization or government staff



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Examples of Commodity Management Experience

Cape Verde: monetizing more than 220,000 MT of USAID Title II commodities from 1992–2008 to fund development programs

Ecuador: monetizing 21,000 MT of wheat under USDA Food for Progress

Ethiopia: monetizing 20,000 MT of wheat under Food for Progress

Georgia: monetizing for its own programs and, in addition, 15,000 MT of wheat under Food for Progress for another PVO

Haiti: distributing food under a Title II maternal and child health and nutrition program, and emergency rations in response to the 2008 hurricanes

Indonesia: monetizing more than 90,000 MT of soybean meal under Food for Progress and 416(b) programs, and an additional 70,000 MT for other PVOs

Liberia: monetizing more than 9,300 MT of USDA-donated parboiled rice and bread flour earning over \$3,500,000 for cocoa development

Kyrgyzstan: conducting open-call auctions for 19,440 MT of hard red winter wheat

Philippines: monetizing 11,600 MT of soybean meal under Food for Progress

Rwanda: monetizing over 62,000 MT of USAID Title II commodities for its own program and on behalf of USAID and other PVOs since 1998

Tanzania: conducting a market analysis

Uganda: since 1989 monetizing 160,000 MT of USAID Title II commodities on behalf of other PVOs and almost 135,000 MT for ACDI/VOCA's own programs, and distributing almost 40,000 MT of commodities to people living with HIV

Vietnam: monetizing 25,000 MT of soybean meal under Food for Progress

West Bank/Gaza: monetizing more than 127,000 MT of wheat and corn under two USDA-funded 416(b) programs