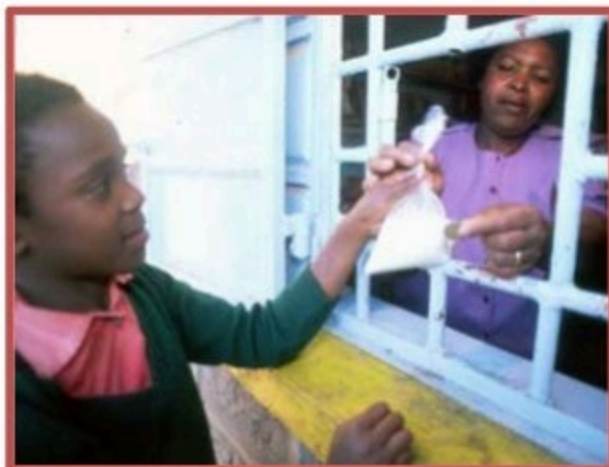


Gendered opportunities and constraints in milk trading in peri-urban Nairobi

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1: ILRI; 2: IFPRI

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The background: milk trading in peri-urban Nairobi

- **Milk is key in poor diets:** Poor households in Nairobi spend 38% of their food expenditures on animal source foods of which 37% on dairy products (Mtimet et al., 2015)
- **Most rely on informal markets** to source milk
- **Milk from informal markets is often adulterated:** low nutritional value of milk; bad on the health status of consumers
- **Women represent ~45% of informal milk traders** in peri-urban Kenya (Mutavi et al 2016)

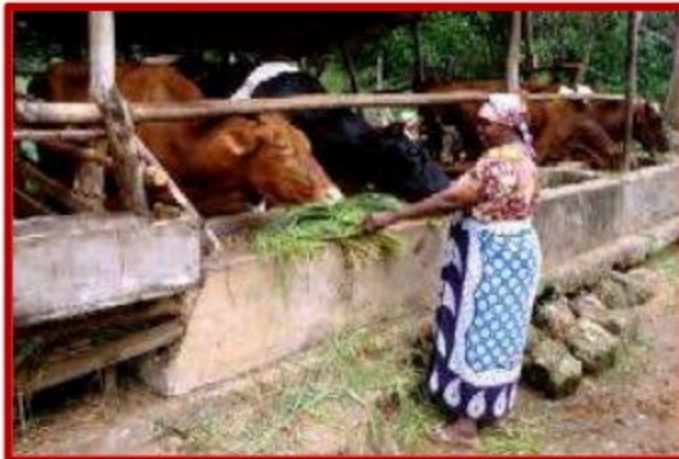
Main characteristics of informal milk marketing in peri-urban Nairobi



Informal shops



Mostly selling raw milk
(cheaper than pasteurized or packed)



Sourcing from farmers or distributors
(cheaper than e.g. coops)



Transportation in metal or plastic jerrycans

The overall project this study is part of: *MoreMilk: Making the Most of Milk*

Goal: Improve child nutrition and health through milk

Funder: DFID-BMGF

5 year project: Nov 2016-Oct 2021

Total budget: 4,463,000USD

Partners: ILRI (lead); IFPRI; IIED; Emory University

5 components:

- Milk Markets
- Impact of trader-intervention on health and nutrition outcomes (RCTs)
- Scale and Sustainability
- Drivers of rural milk consumption
- Food safety scoping

The project component: RCTs

What: *Training-certification-marketing of traders (TCM)* to improve children nutrition and health outcomes

1. Training on milk handling to enhance the safety of milk consumed at home
2. Training on business practices to enhance traders' livelihoods
3. Better business = longer in business = longer impact of TCM

Where: Peri-urban areas of Nairobi

Whom: Approx. 400 traders

Goal: test effectiveness of TCM on child nutrition and health

This study: Gendered opportunities and constraints in milk trading in peri-urban Nairobi

Goal: Make the training-certification-marketing (TCM) of traders gender-responsive to better achieve the project's goal

Why the study: Anecdotal evidence - women traders experience limited access to credit and negotiation power with milk suppliers relative to their male counterparts. This limits the sustainability of their business and of TCM intervention

What: Exploratory, qualitative study on gendered opportunities and constraints in informal dairy trading

Where: Peri-urban areas of Nairobi (Dagoretti)

When: 2017

Methodology

Exploratory, qualitative study

6 Focus Group Discussion (FGDs): 20 M; 22 W

49 Semi-structured Individual Interviews (SSIs): 22 M; 27 W

4 Key Informant Interviews (KIIs): 3 M; 1 W

Respondents selection criteria for our informal traders:

1. Certified/not certified
2. Milk bar/ATM/shop/mobile vendors
3. Source milk from producers/brokers (and processors)
4. Individuals who unsuccessfully tried to enter the sector
5. Traders who left the sector

Defining 'informal dairy traders'

'Informal dairy traders' handle milk that is outside the formal processes of pasteurization.

Many of these use 'traditional handling practices' and often do not comply with current dairy law.

Findings:

Main determinants of successful milk trading

1. **Low purchasing prices** (because sale prices are fixed):
 - Milk is purchased from producers
 - Milk is purchased from remote producers
2. **Large quantities sold** (e.g. above 50 Litres a day)
3. **Good milk quality**

Findings: Gendered access to cheaper milk

Because gender norms restrict women's:

1. mobility
2. use of public transport
3. independent use of private motorbikes
4. interaction with unrelated men

Also:

5. women feel unsafe travelling in remote areas
6. can't lift heavy jerry cans (and metal ones compulsory for transport)



Women don't access producers and remote producers



Men have access to producers and remote producers

Findings: Employment options along the VC

Because men have access to remote producers...

 **Men have more employment options than women in the VC**

- Own shop – milk shop keeper
- Sell in bulk or distribute to small shops – broker or distributor
- Own shop and sell to others – shop keeper and distributor

Because women don't have access to producers and remote producers...

 **Women only occupy the very end of the VC**

- can only sell milk in shops – milk shop keeper

Gendered roles along the dairy VC

1. Milk producers (W and M)
2. Brokers (buy from producers, sell in bulk to traders or distributors) (M)
3. Distributors (buy large volumes, sell small volumes to traders) (M)
4. Traders (sell small quantities of milk to consumers) (W and M)
5. Producers + Traders (mostly M)
6. Brokers + Distributors (M)
7. Brokers + Traders (M)

Findings: spoilt milk and profit margins

Because men have access to producers and remote producers...
...they access more quality milk or get compensation

➔ Men experience few uncompensated milk losses – higher profits

Because women get milk through a longer chain of distributors...
...they often get spoilt, contaminated or adulterated milk AND
Rarely get compensation

➔ Women experience many milk losses – lower profits

This affects the loyalty of their customers

Findings: milk sold in large quantities as main commodity

Because men have more employment options along the VC and have high profit margins

 **Men sell milk in large quantities and as main commodity**

Men's milk business thrives

Because women only sell in shops and have low profit margins

 **Women sell some milk + other commodities**

Women 'survive in the milk business'

Findings in a snapshot



Satisfaction with milk trading

Men: milk trading brings money.

"I am satisfied with being a milk trader, because the money I get from this business has helped me educate my children, construct a house for my family, and invest in another business where I sell vegetable."

Women: milk trading - helps sell other commodities; generates some income; means having food available for their own children

"I am satisfied with the milk business because it provides me with the daily basic needs. [However,] milk does not have constant good profits, and that is why I am dealing with a variety of commodities in my shop."

Next steps

- 1. Make the training-certification-marketing (TCM) gender-responsive**
Accommodative or transformative approaches?
- 2. Assess changes in the empowerment of women** with the Women's Empowerment in Agriculture Index for Value Chains
- 3. Integrate gendered preferences of milk consumers** to inform the TCM training so that traders better address needs of consumers

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