

Table 29. A Qualitative Analysis of Crop Marketing in the El-Obeid Area (Continued)

<u>Seller</u>	<u>Buyer</u>	<u>Channel</u>	<u>Incentives and Constraints</u>
		Branch Market Sale	Prices are usually better from the producer's viewpoint if outside agents enter the market. Typically, such agents are merchants from the larger villages who have enough capital to buy large amounts of crops and who have access to vehicles for hauling crops. They are attracted to the smaller markets because the prices are somewhat less than at a big rural market. Smuggling is also a factor here. In an auction market, the agent/assembler if he intends to smuggle, may bid for the crops at prices near those to be found in <u>el-Obeid</u> , because his profit will come from the taxes that are not paid, or are underpaid. In this way the agent/assembler is able to exclude small merchants from competing in the auction.
Farmer	Urban Merchant/ Agency	Direct Sale	Direct sale of crops by producers to a merchant/agency in <u>el-Obeid</u> is illegal since the crops do not pass through a government administered market and are not taxed. Nevertheless, big farmers who own or have easy access to a truck may do this. Small farmers usually cannot. Even if a small farmer arranges to send his crops directly to an agency, the truck driver may find that the line of truckers waiting to do business at the agency is too long. He doesn't want his truck to be tied up all day at the agency so he takes the load of crops to <u>el-Obeid</u> Crop Market where a commissioned agent will look after it. The truck driver is then free to haul another load.
		Urban Market Sale	Occasionally, farmers sell to urban merchants through the <u>el-Obeid</u> Crop Market. This marketing strategy is practical only for farmers who have access to transportation at a reasonable price. It may also be resorted to when farmers feel that the prices of crops in the villages--at the branch market or at the village shop--are too low. A special case of this occurs when a farmer rejects the