

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>
			final price offered for his crop at auction in a branch market. The farmer may then pay the 9ushuur tax on his crop and send it to <u>el-Obeid</u> market at his own expense, in hopes of getting a better price. (He may also sell to a crop agency and avoid paying the full amount of taxes.) The opportunity to sell crops at <u>el-Obeid</u> market is perhaps the main factor in keeping the prices at the rural market within close range of urban prices.
Village Agent/ Merchant Assembler		Direct Sale	Villages in which there is not a truck that is privately owned usually establish a relationship with a truck owner from a neighboring village who is an urban merchant's agent. The truck-owner agrees to buy the crops which the village merchants have collected at their shops for a commission plus the current local price of the crop. The village merchant takes his profit from storing the crop in his shop or storehouse for several months before selling. The truck owner takes his profit from the disparity of what he pays the village merchant and what he receives at <u>el-Obeid</u> Crop Market or at an agency. Tax evasion also occurs.
		Branch Market Sale	Alternative to the direct sale above, the village merchant may sell his crops (both his own and those he has collected from farmers) at a branch crop market. As noted previously, when selling crops in a branch market at which an outside agent is bidding the prices tend to be good, particularly if smuggling is contemplated. Smuggling in this case means that the full amount of taxes is not assessed on the agent's purchases. This can be achieved by mixing in direct sales, which are untaxed, with market sales, which have been taxed. If the market sale occurs under the <u>shiishna</u> system then an additional benefit is realized because the value of the crop for tax purposes is underestimated.