
Section Seven

ANNEXES



ANNEX 1

Group Presentations

GROUP 1: Production Issues

Constraints	Suggested solution	Action to be taken by
A. Production	Revamp and re-inforce crop rotation and soil conservation practices	Ministry of Agriculture and Irrigation
Crop rotation and soil conservation		
Fertilizer utilization	Awareness programmes	NGOs and Ministry of Agriculture and Irrigation
Forward contracts	To be discussed by Group 3	To be discussed by Group 3
Use of improved seed	Breeding and multiplication of improved seed	Ministry of Agriculture and Irrigation, NGOs and private sector
Technology adoption	Policising and dissemination of improved technology	Government
Pests and diseases	Breeding of pest and disease resistant varieties and use of chemicals	Ministry of Agriculture and Irrigation, private sector
Inefficient Land utilization	Planting viable cash crops	Ministry of Agriculture and Irrigation, private sector, MEPC
Dependence on rainfed agriculture	Use of irrigation technologies	Ministry of Agriculture and Irrigation, NGOs
B. Institutional		
Individualism	Farmer groupings e.g. associations, cooperatives, clubs	Ministry of Commerce and Industry, private sector, NGOs
Extended market chain	Farmer groupings, improve logistics	Ministry of Commerce and Industry, Private sector, NGOs
Crop insecurity	Tighten security	Community and government
Uncontrolled liberalization	Managed liberalization	Government
Lack of law enforcement	Ensure law enforcement	Government
Human Resources misallocation	Allocative efficiency	Ministry of Agriculture and Irrigation
C. Information gaps		
Lack of agricultural information	Generate and disseminate information	Ministry of Agriculture and Irrigation , Research
Inadequate technology transfer	Revamp extension services	Ministry of Agriculture and Irrigation, Extension
D. Financial constraints		
Costly inputs	Subsidize inputs	Government and NGOs
Inadequate credit facilities	Improve and reduce interest rates	Government, NGOs and the private sector

GROUP 2: Standards and Quality

1. Do we have standards?

Crop	Nation	SADC Region	Internation
Maize	Available	Availability at country level	Codex Alimentarius
Cassava	No	No	Codex Alimentarius
Beans	No	No	Codex Alimentarius
Groundnut	Available	Available at country level	Codex Alimentarius
Pigeonpea	Available	Not yet publicized	Codex Alimentarius
Rice	Available	Available at county level	Codex Alimentarius
Sorghum			Codex Alimentarius

Maize

- Moisture content
- Purity
- Percentage rotten grains
- Heavy metals
- Moulds
- Aflatoxin
- Packaging
- Labelling

Groundnuts

- Size of nuts
- Purity
- Rottenness
- Aflatoxins
- Packaging
- labelling

The group felt that the standards should also include pesticide residues, entero-bacteria and salmonella typhii.

The differences in standards in different countries was due to the differences in the national laws. This needs harmonization of trade and the legal institutions.

2. Are traders aware of the standards ?

Yes - Big commercial traders would know the standards on the regional and international market because they are involved in exporting

No - Local institutions do not provide the information or they would like to provide information under certain conditions.

Rules for importation and exportation procedures are non-transparent, not clearly spelled out and inaccessible.



At present information is provided through:



- Libraries - MBS, MEPC
- Government Gazette



Most traders find it difficult to access information through these channels of dissemination because the presentation is in most cases not user friendly. Information dissemination could be improved through stakeholder forums and training.



3. *What should producers and traders do in terms of production and marketing?*



Producers need to be well informed about market requirements:



- Varietal selection
- Pest management
- Avoid contaminations
- Handling under hygienic conditions
- Proper packaging, grading, labeling, storage
- Logistics for shipping



There is also need for cooperation between government services and exporters especially in the area of phytosanitary certification and export inspection.



Action Plan



Action to be taken	Responsibility	Time of implementation
Dissemination of available information	Standards: MBS, MEPC	
Research to fill in information gaps in standards	Procedures: Ministry of commerce and Industry, MEPC	
Training of exporters and service institutions	MIPA, MEPC, MBS, MoAI, MoCI.	
Forum of stakeholders to discuss facilitation of exporting procedures (exporters association, phytosanitary services, etc.)	MoAI, MoCI	
Reduce bureaucratic red tape in order to streamline export procedures	Every civil servant concerned in export procedures has to undergo civic education by MoCI	



Group 3

<p>Main issues discussed:</p> <ul style="list-style-type: none">• Market information• Price of output• Information dissemination channels• Information gaps <p>1. Lack of information</p> <ul style="list-style-type: none">• Lack of trust• Information sources dispersed• Lack of equipment• Financial constraints <p>2. Quality of information</p> <ul style="list-style-type: none">• Not accurate/unreliable <p>3. Timing of information dissemination</p> <ul style="list-style-type: none">• Not good in terms of capturing opportunities• Not good in terms of production response <p>4. Relevance of the information</p> <ul style="list-style-type: none">• Is not useful and practical	<p>5. Weak links between the sources and the users of information</p> <p>Types of information required</p> <ul style="list-style-type: none">• Production volumes• Buyer demand volumes• Information on the buyers• Quality and standards requirements• Documentation requirements• Taxes and tariffs / barriers• Pries - domestic and regional• Margins• Where to sell and when• Non-price terms and incentives <p>Currently, information is being collected and disseminated by :</p> <ul style="list-style-type: none">• Ministry of Agriculture and irrigation - Domestic market information• MEPC international market information• Other sources include: trade attaches, SADC/COMESA Information Centre, Chamber of Commerce and the Banks (forex departments). <p>Dissemination channels include:</p> <ul style="list-style-type: none">• Radio• Print media• ADD newsletters• ADD field assistants
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Action Plan

1. *Establishment of a Business Centre - This centre will have to be neutral and sustainable*
A proposal should be prepared and submitted for funding.
2. *Research*
 - Action oriented research on in-depth information needs assessment
 - Identification of information gaps
 - Identification of information disparities for standardization
 - Appropriate dissemination channels
 - Identification of the tariff and non-tariff barriers

These research proposals should be prepared by APRU and conducted in conjunction with MEPC, Ministry of Agriculture and Irrigation and Ministry of Commerce and Industry.

Funding will have to be sourced from FANRPAN and the studies should be conducted urgently.

3. *Ministry of Agriculture and Irrigation should place Marketing Officers at ADD level.*

Group 4

	Maize	Cassava	Rice
POLICY	<ul style="list-style-type: none"> • Price band • Export ban 	<ul style="list-style-type: none"> • Agro-processing • Food security - trade 	Promotion of Malawi's indigenous varieties, e.g. Kilombero; Super faya
RESEARCH	<ul style="list-style-type: none"> • Maize and maize products markets 	<ul style="list-style-type: none"> • Market requirements for specific cassava varieties 	<ul style="list-style-type: none"> • Use of machines (broken) • Value adding (wine, flour, etc.)
TECHNICAL	<ul style="list-style-type: none"> • Mechanization • Sasakawa technology 	<ul style="list-style-type: none"> • Agro-processing 	<ul style="list-style-type: none"> • Production for Malawi's demanded rice varieties
TRAINING	<ul style="list-style-type: none"> • Agro-processing (value adding) • Farming as business 	<ul style="list-style-type: none"> • Civic education on usage of cassava 	<ul style="list-style-type: none"> • Civic education, e.g. varieties with a market (domestic and external)

	Ground Nuts	Beans	Pigeon Peas
POLICY	<ul style="list-style-type: none"> • CG7 and Chalimbana seed production 	<ul style="list-style-type: none"> • Types of marketable beans, e.g. sugar beans 	<ul style="list-style-type: none"> • Production incentives
RESEARCH	<ul style="list-style-type: none"> • Chalimbana - uniform seed size • Market research • Value adding 	<ul style="list-style-type: none"> • Market requirements • Value adding • Diversification 	<ul style="list-style-type: none"> • Early maturing varieties • Agro-processing
TECHNICAL	<ul style="list-style-type: none"> • Seed quality control 	<ul style="list-style-type: none"> • Pests and diseases 	<ul style="list-style-type: none"> • Pests and diseases
TRAINING	<ul style="list-style-type: none"> • Civic education (e.g. varieties with market: domestic and foreign) 	<ul style="list-style-type: none"> • Quality control 	<ul style="list-style-type: none"> • Quality control

GENERAL POLICIES

- Deliberate Government policy to ensure access to technology to improve productivity
- Government policy to link producers, buyers and consumers
- Government policy to value adding of agricultural primary products

SPECIFIC COMMODITY PRICES

- Market research - MEPC (leader)
- Technology research - MIRTDC (leader)
- Biological research - DARTS (leader)
- Business training (MoAI)
- Entrepreneurship culture (MoEd.)
- Quality control (MBS)

SPECIFIC NEEDS (PRODUCERS AND TRADERS)

- Data Bank institution
- Efficient trade attaches
- Trade legal experts
- Publicity

Summary of Priority Issues, Actions and Responsible Institutions

Issues	Actions	Who
1. LACK OF COORDINATION AMONGST STAKEHOLDERS	<ul style="list-style-type: none">• Establish linkages	<ul style="list-style-type: none">• MoAI, MEPC, MIPA, MCCI, Private sector
2. LACK OF BUSINESS CULTURE	<ul style="list-style-type: none">• Develop entrepreneurship	<ul style="list-style-type: none">• MoAI, MoESC, MoGCS
3. LACK OF PUBLICITY	<ul style="list-style-type: none">• TVM to include agricultural trade issues	



ANNEX 2

National Consultative Forum: Promotion of Malawi's Agricultural Trade in SADC Region

WORKSHOP PROGRAM

14 April 2000

Arrival and Registration of Participants

Mrs. Mwabumba

Day One - 15 April 2000

SESSION I (Official Opening)

Session Chair: Dr. Mataya

Rapporteur: Mr. F. Msiska

0900-0910

Welcome Remarks

Dr. C. Mataya

- Introductions
- Workshop Objectives and Expected outputs

0910-0920

Introduction to FANRPAN

Dr. E. Malindi

0920-0930

Keynote address

Professor L. Kamwanja

0930-0940

Official Opening

Hon. L. Mangulama

0940-1000

Exhibition of Cassava Processing Equipment

SARRNET

1000-1015

Tea/Coffee Break

SESSION II (Paper Presentations)

Session Chair: Dr. J. Luhanga

Rapporteur: Mr. Maideni

1015-1045

Presentation of Key paper

Mr. I. Kumwenda (MASIP)

1045-1100

ADMARC Experience of Commodity Exports

Mr. A. Chipungu (ADMARC)

1100-1115

Where are Markets for Malawian Commodities?
Knowledge and Information gaps.

Mr. F. Nyirenda (MEPC)

1115-1130

Standardization and Quality: Implications for
Regional Trade

Mr. Malata-Chirwa (MBS)

1130-1200

Bilateral and Multilateral Agreements: Implications
for Malawian Agricultural Commodity Exports

**Mr. S. Nyirenda (Min of
Commerce and Industry)**

1200-1230

Open Discussions

1230-1400

LUNCH BREAK

SESSION III (Group Discussions)

1400-1600 Group Discussions

Group I Production Issues (production constraints, inputs, finance, institutional issues, Information gaps, way forward)

Facilitator: Mr. Z. Chikhosi (Min of Agric)

Group II Standards and Quality (phytosanitary, legislation, government commitment, implications for regional competitiveness, way forward):

Facilitator: Malata-Chirwa (MBS)

Group III Agricultural commodity market issues (price and market information, dissemination channels, information gaps, and other pertinent issues)

Facilitator: Mr. F. Nyirenda (MEPC)

Group IV Support Systems for promoting agricultural trade in Malawi (policy, research, technical, training Issues):

Facilitator: Mr. C. Kumbemba (MIPA)

1600-1615 TEA/COFFEE BREAK

1615-1730 SESSION III (Continued)

Day Two - 16 April 2000

SESSION IV (Plenary)

Session Chair: Dr. J. Luhanga

Rapporteur: Mr. H. Tchale/Mr. F. Msiska

0900-0930 Group I Presentation and Discussions

0930-1000 Group II Presentation and Discussions

1000-1015 TEA/COFFEE BREAK

1015-1045 Group III Presentation and Discussions

1045-1115 Group IV Presentations and Discussions

SESSION V (Action Plan)

Session Chair: Dr. J. Luhanga

Rapporteur: Mr. C. Nyirongo

1115-1145 Presentation and Discussions of major (research) issues from the workshop

Dr. Kambewa (Chancellor College)

1145-1200 Defining the Way Forward: Follow-up Activities

Dr. Luhanga

1200-1210 Summary of Conclusions and Recommendations

Dr. Luhanga

1210-1220 Closing Remarks

Dr. Mataya

1220-1230 Official Closing

Dr. Malindi

1230 LUNCH & DEPARTURE



ANNEX 3



List of Participants



A. University of Malawi



- | | | |
|-----|-------------------|--|
| 1. | Prof. L. Kamwanja | Acting Principal (Bunda College) |
| 2. | Mr. F. Simutowe | APRU |
| 3. | Mr. C. Malemba | Bunda College |
| 4. | Dr. A. Ambali | Chancellor College |
| 5. | Dr. C. Mataya | Program Manager, APRU, Bunda College |
| 6. | Mr. C.B.L. Jumbe | APRU, Bunda College |
| 7. | Mr. H Tchale | APRU, Bunda College |
| 8. | Mr. F. Ngaiyambe | APRU, Bunda College |
| 9. | Mr. O. Chulu | Agricultural Policy Analysis and Training Unit |
| 10. | Mr. R. Lunduka | APRU, Bunda College |
| 11. | Dr. P. Kambewa | Economics Department, Chancellor College |
| 12. | Mr. K. Sichinga | APRU |
| 13. | Dr. M. Mbilizi | University Research Coordinator |



B. Government



- | | | |
|-----|-------------------|--|
| 1. | Dr. E. Malindi | Ministry of Agriculture |
| 2. | Dr. A. Mtukuso | Ministry of Agriculture |
| 3. | Mr. D. Kamputa | Ministry of Agriculture |
| 4. | Mr. F. Maideni | Chitedze Research Station |
| 5. | Dr. J. Luhanga | Ministry of Agriculture |
| 6. | Mr. A. Likoswe | Makoka Research Station |
| 7. | Mr. Z. Chikhosi | Ministry of Agriculture |
| 8. | Mr. I. Kumwenda | MASIP |
| 9. | Mr. I. Benesi | Chitedze Research Station |
| 10. | Mr. F. Msiska | Ministry of Agriculture |
| 11. | Dr. C. Matabwa | Ministry of Agriculture |
| 12. | Mr. W. Kanyika | Lifuwu research Station |
| 13. | Mr. E. Tchongwe | Ministry of Agriculture |
| 14. | Mr. C. Nyirongo | Ministry of Agriculture |
| 15. | Mrs. E. Manda | Ministry of Agriculture |
| 16. | Mr. E. Mphande | Ministry of Agriculture |
| 17. | Mr. S. Nyirenda | Ministry of Commerce and Industry |
| 18. | Mr. M. Munthali | Ministry of Commerce and Industry |
| 19. | Mr. G. Mkandawire | Ministry of Commerce and Industry |
| 20. | Mr. P. Kamwendo | Economic Affairs Section (Ministry of Finance) |



C. Private Sector



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|----|-------------------|---------------------------------|
| 1. | Mr. C. Price | National Seed Company of Malawi |
| 2. | Mr. J.S. Kirran | Rab Processors Limited |
| 3. | Mr. Abbas Mukadam | Rice Milling Company |
| 4. | Mr. Mpinganjira | Commercial Bank of Malawi |



D Parastatals

- | | | |
|----|----------------------|------------------------------------|
| 1. | Mr. F. Nyirenda | Malawi Export Promotion Council |
| 2. | Mrs. E. Chulu | Chamber of Commerce and Industry |
| 3. | Mr. C. Malata-Chirwa | Malawi Bureau of Standards |
| 4. | Mr. A. Chipungu | ADMARC |
| 5. | Mr. C. Kumbemba | Malawi Investment Promotion Agency |
| 6. | Mr. A. Msalanyama | Malawi National Revenue Authority |

E Farmer Organizations

- | | | |
|----|---------------|---|
| 1. | Mr. D. Warren | National Smallholder Farmers Association |
| 2. | Mr. M.S. Jeke | Smallholder Seed Producers Association |
| 3. | Mr. R. Vinyo | Cotton Growers Association |
| 4. | Mr. S. Donker | Horticultural Development Association |
| 5. | Mr. A. Banda | National Smallholder Seed Producers Association |

F Others

- | | | |
|----|------------------|---------|
| 1. | Prof. James Teri | SARRNET |
| 2. | Mr. C. Mwale | SARRNET |
| 3. | Mr. V. Sandifolo | SARRNET |
| 4. | Mr. A. Mhone | SARRNET |
| 5. | Mr. W. Mkupu | SARRNET |
| 6. | Dr. G. Boumann | GTZ |

G Press

- | | | |
|----|-----------------|---------------------------------|
| 1. | Mr. C. Vinthula | Malawi Broadcasting Corporation |
| 2. | Mr. C. Matiya | Television Malawi |
| 3. | Mr. Kuntambila | Television Malawi |
| 4. | Reporter | Malawi News Agency |