

Grain Traders Associations

- **Predictable and transparent policies**
- Reducing cost of nationally and regionally of doing business - trading
- Need infrastructure to be refurbished
 - roads
 - storage
 - customs & immigration facilities
 - Phyto sanitary issues
- Accurate crop forecasts within Country and region to enable traders plan accordingly.

COMMODITY EXCHANGES ISSUES

- Policy
 - Supportive legal framework
 - Government distortive market intervention (Floor price perceptions in Zambia)
 - Export /import bans
 - Taxation issues (e.g 16% VAT on wheat in Zambia)
- Competitiveness
 - Low yields
 - High production costs
 - Location of production centers (farming blocks)

COMMODITY EXCHANGES ISSUES

- Infrastructure
 - Storage infrastructure, roads, transportation
- Concentration of demand centers
 - The further away the commodity, the cheaper it has to be
- Financial Sector lagging behind
 - View agric commodity trade as risky
- Grades and standards
 - Trade focused on quantity and not quality as well
 - Harmonization of standards
- Lack of business development services to farmers
 - Farming not really viewed as business activity

SOME PROPOSED INTERVENTIONS

- Encourage WRS for aggregation of smallholder produce through series of community storage for put through to certified warehouses (e.g ZAMACE/COMPETE program – GMEP)
- Fully liberalize trade in agric commodities “maize without borders”
- Governments to show commitment to agriculture with action – implement legal framework supportive of commodity exchanges
- Training of financial sector players on “embracing agribusiness” and innovative products
- Investment in pre and post harvest extension services
- Locate Weather Centers in production areas
- Recognize storage industry and associated costs