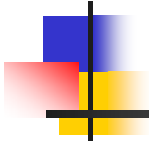


# Smallholder Maize Market Structure and Behaviour



B.A. Zulu, T.S Jayne, Paper presented at Smallholder  
Agricultural Commercialization Strategy Workshop  
Protea, July 7-8, 2005



## Main highlights of presentation:

- Role of maize in production & sales of smallholder agriculture has declined
- Maize prices are hitting import parity with greater frequency
- Small number of farmer account for most of the maize sales
- A lot of rural households are net buyers
- Commercialized farmers tend to be more food secure
- Recognize other engines of increasing rural incomes namely; vegetables, cotton, livestock

# Role of Maize (2003/2004 Supplementary Survey)



Crop	% of HHs producing	% of Total Gross Value of Farm Revenue	% of HHs selling
<b>Cereals</b>			
Maize	80	23	28
Sorghum	10	0.4	2
<b>Beans/Groundnuts/Oilseeds</b>			
Mixed & ground beans	20	2.5	10
Groundnuts	42	4.5	20
<b>Roots/Tubers</b>			
Cassava	39	2.4	11
Sweet potatoes	20	1.1	8
<b>Non-food Cash Crops</b>			
Cotton	11	18	10
Tobacco	1.4	7	1.4
<b>Value of Vegetable sales (in US Dollars)</b>	----	21	16
<b>Value of Income from livestock products (in US Dollars)</b>		20	44.5
Milk & Eggs	----		----
Live & slaughtered animals	----		----

## Vegetable/Fruit Value of Sales (2003/2004)



Tomato	51%
Rape	18%
Other Vegetables	16%
Cabbage	10%
Fruits	5%
Total	100%

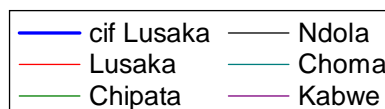
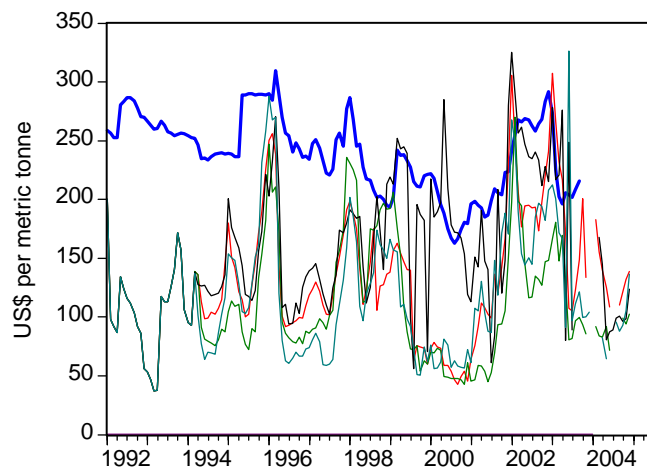


## Percentage of HH Selling Fruit & Vegetables By Province in 2003/2004

Central	20
Copperbelt	20
Eastern	16
Luapula	14
Lusaka	36
Northern	12
Nwestern	13
Southern	23
Western	6
	16



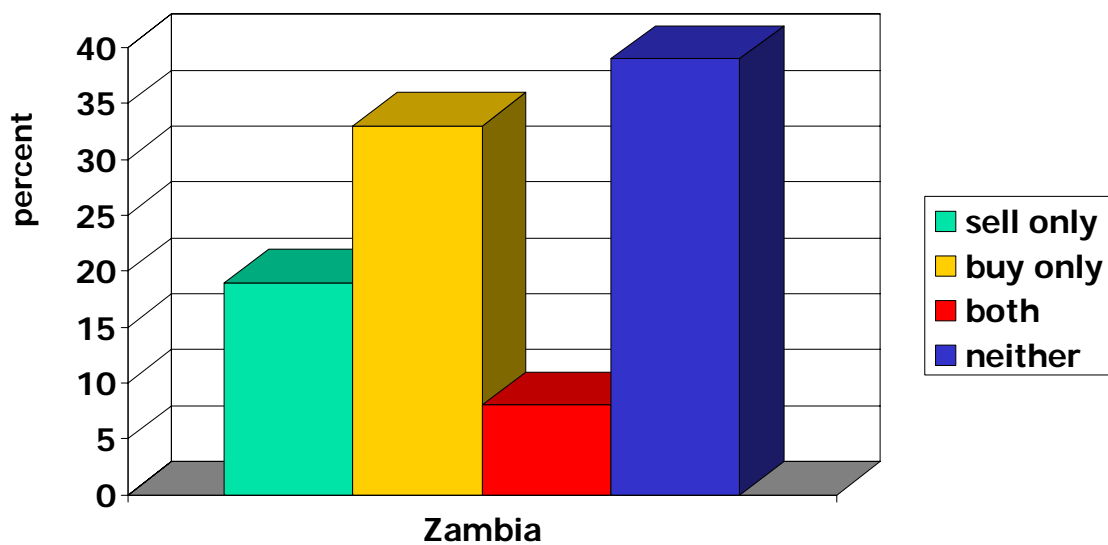
## Domestic Prices Reaching Import Parity More Frequently: Zambia



## Characteristics of smallholder farmers, Zambia 1999/00

Commercialization Quartiles	Landholding Size	Total Household Income	Total Farm Revenue	Value of Productive Assets
1	1.9	388.7	9.43	245.51
2	2.87	296.66	34.2	373.45
3	3.30	421.61	81.61	385.08
4	3.38	873.42	305.05	469.42

## Smallholder Households' Position in the Maize Market





## Conclusions:

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- Role of maize decreasing, not necessarily a bad thing for rural households
- Low commercialization among smallholder farmers
- Important to recognize rural households are buyers as well
- Recognize other engines of commercialization