

Project	Grain Marketing Expansion Programme (GMEP)
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P F Tracking Number:	ZAM-STA-010-016
Title of Activities:	<ul style="list-style-type: none"> ○ ZAMACE sell of Non- maize staple crop ○ Legal Consultants - ZAMACE Warehouse operator Rules and Requirement Review ○ Agricultural Credits Act awareness workshop ○ Training Activities ○ ZAMACE collaborating partners ○ Typical ZAMACE Field Experience in Pictures.
Start Date of Reporting Period:	1st April 2011
End Date of Report:	15th July 2011
Date Report Submitted:	20th July 2011

Report Compiled by:	Mathew Chisakuta (Training Coordinator)
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Progress Report	Report No ZAMACE 01 Ext
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Tasks, Milestones, Outcomes planned for this quarter		Completion dates	
Tasks, Milestones, Outcomes	Comments	Plan	Actual
ZAMACE sell of Non-maize staple crop	ZAMACE recorded a first ever successful trade of non- maize staple- Soya beans from smallholder farmers in Mkushi District involving a parcel of 17.09 mt over the exchange See Annex 1,1a,1b, 1c and 1d	April/May 2011	July 2011
Legal Consultants - ZAMACE Warehouse operator Rules and Requirement Review	A review of ZAMACE WR and Requirements with New Agric Credits 2010 by a legal consultant was done and highlighted area that needs improving upon. Agricultural credits Act 2010 awareness workshop organised by Agricultural consultative Forum and Ministry of Agriculture and cooperative was held. ZAMACE was recommended as an Authorised Agency during the workshop	April 2011	June 2011
Training Activities	Training activities continued in the outlook quarter both at ZAMACE head office and in field involving Quality assurance managers and cooperative members.	On going	
ZAMACE collaborating partners	The World Food Programme's Purchase for Progress procured an additional 15 maize shellers this year bring the total number to 43 maize sheller under the ZAMACE revolving fund. The maize shellers assist in improving quality of post harvested grain and also releases the family labour previously involved in maize shelling to do other tasks and school going children to concentrate on school. See Annex 2	June 2011	

Challenges and matters arise in period under review

1. FRA pronouncement of maize purchases of over 1,400,000MT of maize this marketing season has rendered the most private commercial buyers of grain unable to fully participate in this year's marketing season yet again. This act has created numerous distortions in the maize marketing which in turn has affected private commercial traders
2. FRA repossession the storage facilities that were leased out to Warehouse operators such as Afgri led to warehouse operators resorting to storing commodity on outside platform which do not conform to the ZAMACE Warehouse rules and regulations therefore rendering some warehouse operators illegible for ZAMACE warehouse certification.

3. Agricultural credits Act 2010.

The enactment of the Act poses a challenge for ZAMACE as it renders the current ZAMACE work on warehouse receipt system illegal until such a time that ZAMACE will be appointed as an Authorised agent

4. Cash on delivery

Many small holder farmers were expecting cash on delivery as they needed ready cash to offset their costs incurred during marketing as well as meet other obligations.

As a result most traders and millers took advantage of the situation and discounted the commodity prices of the desperate farmer crop.

Therefore, the farmers' experiences had posed challenges to convince them to deliver their commodity and wait for payment at a future date.

5. The fear of Non payments

This was a major challenge in all areas ZAMACE worked in. Previous experiences were that farmers had lost crop to dubious businessmen and never received payments thus creating aggregation to be perceived with suspicion especially that concept of aggregation and warehouse usage is very new.

Tasks, Milestones, Outcomes scheduled for next Quarter		Completion dates	
		Plan	Forecast
Translations and Printing of Communication Manuals in Local Languages	Communication manual for ToTs Training Manual for Cooperative Leaders & CEO How to trade on ZAMACE FAQs	In progress	August
Establishment of new non maize staple 1 st Level Aggregation points	Establishment of 1 st level Aggregation centres for Soya beans, sorghum, sunflower and mixed beans in New Locations	On going	
Community radio Programmes	Interviews and production of radio programme on ZAMACE and Smallholder farmers is being conducted	In progress	August
Identification and Certification of additional District warehouse operators	New applicant in non- Maize staple Regions. This is On hold awaiting ZAMACE being appointed as an Authorised agent.	On hold	
Oversight District and community visits	Follow up community meetings	On going	
Procurement, Distribution and Training on Maize Shellers	USAid Compete component on Maize Sheller Purchase	Awaiting funding	
Media Documentation of GMEP	Video documentation of GMEP Activities	August	
Stakeholders Consultative meetings		September	
Progress Review on non-Maize staples aggregation and marketing	GMEP non- Maize review with Stakeholder i.e. Soya bean performance on ZAMACE- Lesson learnt	August	September
Commencement of Maize Aggregation for onward Trading on ZAMACE platform.	2 nd Phase of marketing Strategy. Depends on Demand/supply forces	August	
Post - Baseline Survey	M &E Review of GMEP Activities	October/November	

Typical ZAMACE Field Experiences in Pictures.

Annex 1



Above: *Mkushi farmer who attended the ZAMACE training harvesting his soya beans in readiness for shelling and marketing*



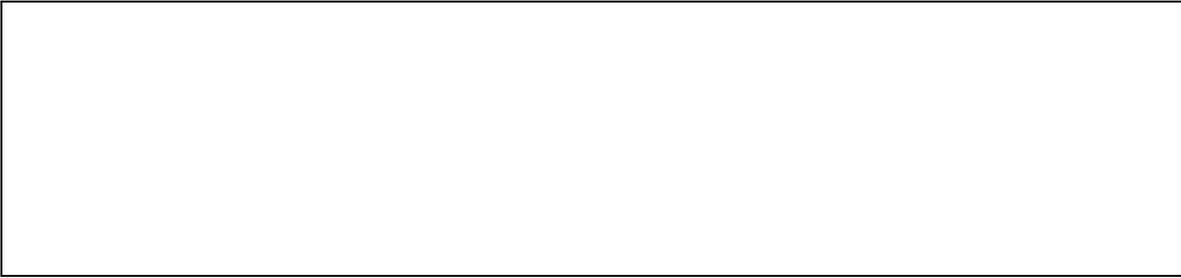
Above: Mkushi woman and her child hand -shelling the soya bean crop for aggregation. Lack of Shelling equipment involves women and children on small holder farms leading to school- going children missing classes.

Below: Mkushi Smallholder farmer hand shelling soya beans using the stick, this leads to quality losses and time consuming



Below: Other smallholder farmers hired a tractor to run over the soya beans during shelling





Annex 1c



Mr. Ngozi Daka standing behind his two workers weighing soya beans in readiness for sale. Mr. Daka was among the farmers who benefitted from sell through ZAMACE exchange

Annex 1d



Truck with soya beans from Mkushi reaches GSS warehouses



Above: *The 17.09MT soya bean reaches the buyers premises and is being sampled for inspection.*

Below: ZAMACE Central region coordinator and WFP representative witnessing the offloading of the commodity into the GSS warehouses





Above: Representative from Nabayuni cooperative in the Sothern province of Zambia receiving the Maize shellers

Below: Representative from Basanje Cooperative also receiving a maize sheller

