

## **Zambia’s Cassava Value Chain Positioned to Expand**



“... stimulation of market demand for cassava as a raw material in food, feed, beverage, construction and paper industries will elicit a production increase among the smallholder farming community, hence contributing to food security in rural areas.”

*ACU Task Force, Terms of Reference*

Misheck Nyembe, FSRP researcher, interviews traders in Chavuma, North West Zambia about market requirements for dried cassava for informal export to Angola

**Strategic Zambian and Donor support is helping grow private sector options to market cassava in local and regional markets, and thus sustain and expand income earning options for small farmers and traders**

**Challenge:** The Zambia crop diversification and cassava production success story started in the early to mid 1990’s with government movement away from a pan-territorial price policy for maize, and the ensuing release of two waves of improved cassava varieties by Zambia’s Root and Tuber Improvement Programme (RTIP). Small farmers in the North especially expanded production and consumption of cassava but improved cassava commercial markets for human and industrial consumption were slow to emerge due to riskiness involved in stimulating a choreographed growth of both supply and demand for the types of cassava needed by commercial clients. Zambia’s improved cassava varieties, which more than double yields compared to traditional varieties, have made significant cassava production gains possible. But in the absence of growing commercial markets for cassava-based products, farmers have little incentive to expand production. Sustained increases in cassava production will, therefore, require steady expansion of commercial cassava markets – for composite flours, convenience foods, livestock feed and industrial starch – all of which stand to benefit from access to low-cost, cassava-based carbohydrates.

**Initiative:** Recognizing the need to marry a development perspective looking out for the entire cassava vertical business chain with a stakeholder action task force to effectively orchestrate new opportunities, a value chain task force was formed in 2005. This has broad participation of private stakeholders, Government of Zambia and multiple donor support, including USAID, WFP, Netherlands, GTZ, SIDA and JICA. The Zambian Acceleration of Cassava Utilization Task Force (ACU) is assisted by the Agricultural Consultative Forum (ACF), the Food Security Research Project (FSRP), The Program Against Malnutrition (PAM) and more recently an FAO cassava marketing project. The Food Crop Diversification Support Project (FoDiS) contributes

in Southern Zambia and the Programme for Luapula Agricultural and Rural Development (PLARD) in the North. The Zambian Agricultural Research Institute (ZARI), Livestock Development Trust, and the Golden Valley Agricultural Research Trust (GART) work on technology.

Equally important, private sector and other NGO stakeholder cooperation, including the Small Holder Entrepreneurship and Marketing Program (SHEMP) have been persistent in systematically identifying commercial market options as well as coordinating development efforts to assist further growth of the cassava value chain. A key private sector actor firm, Tiger Feeds, worked with the ACU to evaluate the potential of cassava in animal rations for the Zambian market while Harriets Bakery participated in evaluating the production of 10 % cassava/wheat bread and buns. Simultaneously other participants in the ACU cooperated to develop cassava trading standards.

**Results:** Private sector firms and development organizations continue to work on their own but also through the ACU task force. Importantly, task force members cooperate in seeking progressive solutions to evolving production, processing and marketing challenges and uncertainties, and thereby to gradually expand commercial supply for the value chain market niches. The payoff to efforts of the ACU is in helping achieve an income growth enhancing environment for small holders, which comes from combining the diagnostic assessment focus on system-wide constraints with the action orientation of task force stakeholders. Several definable outputs have helped establish a commercial foundation to support further growth: eg. 1) draft cassava trading standards, poised for adoption by the Zambian Bureau of Standards; and 2) cassava-based livestock feed formulations suitable for Zambian production systems in the poultry, pig and dairy industries. Tiger Feeds has begun commercial purchases of cassava chips. Suitable supplies of chips are still relatively limited, but domestic traders now have assured markets if they can work with smallholder groups and traders to develop greater supply.

Based on experience from Nigeria, the Government of Zambia has also begun to consider options for mandating use of a composite bread flour with a 10 % cassava flour content. Much work remains to be done to assist smallholders and small traders in the process of learning how to produce inputs required by different end users in the cassava value chain. Other industrial users are also experimenting with product formulations using cassava starch, whose production in Zambia will be easier to develop with greater supplies of reliable quality cassava chips for industrial users. Informal as well as formal regional trade will more easily grow with greater production and processing of cassava chips for making flour for human consumption especially in the hospitality industry. Most encouraging, and despite a modest production season for many crops in Zambia, cassava production for the 2006/2007 season is estimated to have increased yet again, and to have surpassed the record output levels in the prior year, reaching a point of 17 percent above the 5 year Zambian average for cassava.

Tiger Animal Feeds listing offer to purchase cassava chips on the ZNFU market SMS/website system

**Zambia National Farmers Union**  
No Farmer, No Food, No Future

Tell me the SMS code for :  
Choose...

Home SMS Info FAQ Contacts & Legal Information Visit the ZNFU

**PRICES FOR CASSAVA**

These prices are updated weekly. If you have not found any buyers in the district you asked for, try again choosing a different district or the province as a whole. You can also choose to see the best prices for all provinces by choosing All provinces and All districts.

Price	District	SMS	Trader	Phone
K650.00	Lusaka	tigelsk	Tiger Animal Feeds, Mwambeshi Road, Industrial Area, Lusaka. Contact Mr Mulonga. Buying Cassava	0211-286262/213383