

REPORT

**ADVOCACY WORKSHOP ON THE LINKAGES
BETWEEN TRADE, DEVELOPMENT AND
POVERTY REDUCTION**

HELD AT

**GOVERNMENT GUEST HOUSE IN KATETE
DISTRICT**

6TH AUGUST 2008

SUBMITTED

BY

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ACKNOWLEDGEMENTS

The Organisation Development and Community Management Trust (ODCMT) would like to thank development partners such as Ministry of Foreign Affairs, the Netherlands (MINBUZA) and Department for International Development (DFID), UK whose financial support through CUTS-ARC made the workshop possible. Many thanks also go to the Katete District Commissioner (DC), Mr. Eleman Mwanza for officially opening the workshop and the Katete District Women Development Association (DWDA) for the logistical work in organising the workshop, Mr. Peter Phiri (from the Kagoro Make Trade Fair Group - KMTFG) and Mr. Zulu from the Ministry of Agriculture and Cooperatives (MACO), office of the District Agricultural Coordinator (DACO) for making valuable presentations at the workshop. Gratitude is also extended to the participants for their active participation. This report has been prepared by Jimmy Zindikilani Daka on behalf of ODCMT.

LIST OF ACRONYMS

AIDS	Acquired Immunal Deficiency Syndrome
CEEC	Citizens Economic Empowerment Commission
CSOs	Civil Society Organisations
CSR	Corporate Social Responsibility
CUTS-ARC	Consumer Unity & Trust Society- Africa Resource Centre
DC	District Commissioner
DFID	Department for International Development (UK)
DWDA	District Women Development Association
EPAs	Economic Partnership Agreements
FRA	Food Reserve Agency
HIV	Human Immunal-deficiency Virus
KMTFG	Kagoro Make Trade Fair Group
MINBUZA	Ministry of Foreign Affairs, the Netherlands
MMD	Movement for Multiparty Democracy
MNCs	Multinational Corporations
NAP	National Agricultural Policy
NGOs	Non-Governmental Organisations
NMC	National Milling Corporation
ODCMT	Organisation Development & Community Management Trust
RDA	Road Development Agency
SSF	Small Scale Farmers
TDP	Trade, Development and Poverty
UK	United Kingdom
ZMK	Zambian Kwacha

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1.0 OFFICIAL OPENING – KATETE DISTRICT COMMISSIONER

The District Commissioner (DC) of Katete District, Mr. Eleman David Mwanza officially opened the workshop. In his speech Mr. Mwanza thanked the organizers of the workshop; ODCMT, CUTS and DWDA for according him an opportunity to officiate at the workshop.

Mr. Mwanza said that it was a well known fact that the performance of small scale producers and traders in the country and Katete in particular was below its potential. He indicated that trade in Katete had undergone changes and that it was no longer only agricultural oriented. He said that people in Katete were also involved in cross boarder trading (between Zambia, Malawi and Mozambique). He however noted that agriculture was still dominant and very important to the development of the district.

The DC said that government realized that liberalization of the economy had brought a lot of challenges, especially to local small scale producers and traders in accessing markets at national, regional and international levels. He noted that the role that trade plays in the fight against poverty could not be overlooked and called for creative initiatives which could link small scale producers and traders to reliable markets.

The DC said that he was grateful that government had come up with the Citizens Economic Empowerment Commission (CEEC), under the Act of 2006 as an integrated broad-based and multi-faced strategy, which was aimed at substantially increasing the meaningful participation of targeted citizens and companies in the economy, and decrease income disparities. Mr. Mwanza said that the CEEC targeted the youth, women and the physically challenged.

He noted that there was need to harmonise the various initiatives, not only those related to trade but also other sectors of the country. Mr. Mwanza expressed happiness at the work that many Civil Society Organisations (CSOs) in Katete district were engaged in and pledged support from his office.

He indicated that a workshop was a place where new and innovative ideas were sharpened and urged participants not to concentrate on things like allowances and good food but aim at gaining knowledge from the workshops. He said that India had high levels of poverty but because of good ideas, the people of India were managing to make positive impacts on their economy. The DC noted that Katete district had abundant oranges and hence people needed adequate support from the government and private sector (coupled with their creativity), in order to start squeezing oranges and produce juice in Katete. He further said that Mazoe (Zimbabwean brand) started in a very small way and grew big because the people of Zimbabwe were dedicated and serious.

The DC concluded by thanking ODCMT and CUTS for working in collaboration with the Katete District Women's Development Association in holding the workshop in Katete district and wished the participants of the workshop the best during the deliberations.

1.1 Vote of thanks

The Coordinator of the Katete District Women's Development Association (DWDA), Ms. Vainness Phiri gave a vote of thanks. She thanked CUTS and ODCMT for organizing the workshop. She indicated that her organization was delighted and happy that many other people in the district were sensitized about issues related to the linkages between trade, development and poverty reduction. She further said the workshop also enlightened the participants on issues related to the Economic Partnership Agreements (EPAs). She urged the participants of the workshop to meet after the workshop and look at how they could improve the operations of the District Fair trade Cotton Association, which was formed in 2006. She also requested ODCMT and CUTS to continue providing relevant information to the producers.

2.0 EXPECTATIONS FROM THE PARTICIPANTS

- To learn new methods of lobbying stakeholders on trade issues
- To come up with a plan of action which is aimed at sensitizing people at grassroots level on trade related issues.
- To know more about the activities of ODCMT and CUTS-ARC and how their programmes relate to poverty reduction
- To know more about CUTS-ARC and how one can become a member
- To share knowledge with other participants
- To know about the successes of the TDP project
- To get hints on how small-scale producers and traders can access credit facilities
- To find ways of improving the marketing systems in Katete District
- To learn on how small scale producers and traders in Katete district can penetrate the regional and international markets
- To discover new markets in Katete district
- To get out-of - pocket allowances
- To share experiences on marketing
- To learn and know how trade (both national and international) affects development
- To better understand domestic and international trade policies
- To learn new way of communicating so that I can be able to pass on what I will learn to my family members and my neighbours

3.0 PRESENTATIONS

3.1 Background to CUTS

Mr. Chengo gave a brief background of CUTS and the project linkages between Trade, Development and Poverty Reduction (TDP). He said that CUTS was an international advocacy NGO and was established in 1983, with head office in India. He also said that the organisation had offices in other countries like Kenya, United Kingdom (UK) Vietnam and Geneva.

Mr. Chengo indicated that CUTS' main advocacy work was around International trade and Development (including EPAs) and Competition policy. The organisation advocates for pro-poor policies that are aimed at reducing poverty and enhancing economic development, as well as trade agreements that are beneficial to the small producers resulting in wealth creation among the marginalized groups in Zambia. The main activities of CUTS include; Policy research, Capacity building (for both government and CSOs), Coordination and Networking.

3.2 Background to the TDP

Mr. Chengo said that the TDP project was a four year (2005-2008) project which was being implemented in five (5) countries, including Zambia. He said that the main objectives included;

- To draw lessons and experiences on the linkages between trade, development and poverty reduction, so that the information could be used by CSOs and other relevant stakeholders to lobby their trade negotiators and policy makers,
- To strengthen the ability of policy makers to include issues of concern prevailing and emerging in the international trading system and their relationship with development and poverty reduction in Zambia for negotiators to effectively defend the interests of the people they represent
- To facilitate synergy between government and Civil Society Organisations, hence strengthening perspectives and positions in the trade negotiations and debates on the linkages between trade, development and poverty
- To advocate development – oriented trade policies based on research and other TDP activities

Mr. Chengo further pointed out that the TDP project involved research, production of advocacy toolkit, provincial workshops, national dialogues, production of briefing papers and media campaigns. In conclusion, Mr. Chengo said CUTS was committed to supporting government's work on trade and agriculture in Zambia through research, advocacy and information sharing. He further said that the organisation was also making its contribution

through building a strong network which comprised ordinary citizens and relevant stakeholders such as farmer groups and cooperatives. For details: www.cuts-international.org.

3.2.1.0 Plenary

3.2.1.1 Comments and questions from participants

In commenting on some points the presenter had raised, Vainness Phiri began first, by drawing the presenter's attention to the workshop on Economic Partnership Agreements (EPAs) and Regional Integration – Challenges and Opportunities for Small Scale Farmers, which was organised by the Eastern and Southern Africa Small-Scale Farms Forum (ESAFF- Zambia) in June, 2008. Ms. Phiri wanted to know if CUTS-ARC and ODCMT knew what had happened to the petition which the farmers presented to the Ministry of Agriculture and Cooperatives (MACO) during the same workshop. She said that the farmers had heard that government was going to sign a full EPA and that this was worrying to the farmers.

Another participant wanted to know some of the major successes of the TDP project in Zambia.

3.2.1.2 Responses from the presenter

Mr. Chengo informed the participants that the Government of the Republic of Zambia had initialed an Interim Economic Partnership Agreement (IEPA). However, negotiations with the European Union (EU) were still going on. In this vein, CSOs in Lusaka are monitoring and pressuring the government to come up with pro-development EPAs that will benefit the small scale producers.

Mr. Chengo indicated that the project had yield some positive results, such as contributing to influencing retail shops like Spar Zambia, in Livingstone to buy vegetables from local producers. He said that the company was now buying vegetables from local farmers in the province. He however noted that there was need to advocate for better prices for vegetables and to encourage farmers to produce high quality vegetables. Mr. Chengo further indicated that the project achieved a lot in terms of generating and providing information to the beneficiaries, as well as networking and collaboration among stakeholders so that trade can be used to lift the livelihoods of the poor and lead to development.

3.3 Marketing Challenges and opportunities in Katete district – Mr. Zulu -DACO

Mr. Zulu started his presentation by giving a brief background to the country's change in policy (elaborate on policy). He said that before 1989, Zambia had a controlled marketing system and that the government controlled the pricing of commodities. He said that the system could not work it was no longer profitable. He further said that in the early 1990s (1991 - 1992) MMD government adopted the free market economy, which allowed people to price their own products.

Challenges: The presenter noted the following as some of the marketing challenges in the district and the country at large:

- Expensive inputs – fertilizers and seeds
- Limited access to good markets at national, regional and international levels
- Poor transport infrastructure such as bad roads
- Poor storage facilities like stock sheds
- Side-selling – briefcase or unscrupulous buyers, desperation (on the part of producers) and the flooding of cheap products from outside the country
- Lack of access to capital – loans, banks and microfinance institutions not accessible
- Lack of access to affordable modern agricultural equipment- expensive and high taxes,
- The lack of adequate information on markets and marketing
- Farmers finding it difficult to practice crop diversification
- Poor understanding of the National Agricultural Policy by most small scale farmers
- Existing Multinational Companies not buying products from local suppliers, for instance Shoprite Checkers (a retail shop) buys potatoes and vegetables from South Africa when Zambian farmers are have capacity to supply the company
- The negative attitude on the part of small scale producers and traders in taking advantage of the existing opportunities in the district and outside

Strategies: Mr. Zulu highlighted the following as some of the strategies that the government of Zambia put in place, which producers and traders could take advantage of:

- Improving infrastructure: He gave an example of the approval of the project to maintain and repair 7 roads in the district by the Road Development Agency (RDA)
- Provision of input subsidies: government subsidizing small scale farmers on inputs (60%-government, 40% farmer) and government increased the subsidy for 2008/2009 season
- Strategic crop production; the presenter indicated that government encouraged farmers to strategically grow high value crops. For instance during the 2008/2009 marketing season, groundnuts were selling at an average of ZMK3 400 per Kilogram
- Contractual type of production: Mr. Zulu said that government promoted the out-grower schemes because they (out-grower schemes) were providing inputs to producers
- The provision of Rural Credit Facility (RCF)

Opportunities: the presenter noted that Katete had a number of opportunities for both small-scale and large scale producers and traders. The opportunities included the following:

- Existing groups, cooperatives and associations, which farmers and traders could join and make them work for the people
- The already existing private buyers like Kavulamungu and Sabina oil
- Cross- boarder trade (neighboring countries) markets like Malawi and Mozambique
- Linkages with Non-Governmental Organisations (NGOs), Government and other institutions

- Liberalisation has brought new players in the marketing system in Katete, for instance maize is being bought by 7 major players including FRA, Dunavant, NMC, Kavulamungu, Olam, Cargill and other companies and individuals.

Table 1: 2008 buyers and prices

Buyer	Price per Kg ZMK	Price per 50kg bag ZMK
FRA	900.00	45 000.00
Dunavant (Z)	860.00	43 000.00
NM Corporation	900.00	45 000.00
Cargill (Z)	940.00	47 000.00
Olam (Z)	840.00	42 000.00
Kavulamungu	775.00	38 750.00
Unstated buyers	680.00	34 000.00
Average price	842.14	42107.00

The 2008/2009 agricultural marketing season saw an increase in the number of maize buyers in Katete district. The district had over six major buyers of the commodity, who offered acceptable prices for maize. However, many producers were not aware of this opportunity and sold their maize to unscrupulous buyers who offered lower prices.

3.3.1 Plenary

3.3.1.1 Comments and questions from participants

Participants noted that Zambians and the people of Katete could take advantage of liberalization to develop economically. They also noted that government policies (trade) should be pro-poor. One participant advised fellow participants to get more organized and organize communities in order to lobby government for support and assistance. Participants expressed concern on the difficulties they faced in accessing information from government institutions.

Another participant wanted to understand how the European Union grouped the countries in the EPA negotiations. The farmer was concerned that the grouping was disintegrating the African region.

Some participants also wanted to know if it was an obligation for out-grower companies to determine prices of products before farmers have planted. The participants noted that they were being used by Agri-business companies (multi-nationals) to make huge profits while they (SSF) were incurring losses. Further, another participant noted that politicians promised agriculture inputs during a campaign which was politically motivated and that this caused most farmers and other producers to lose focus in their businesses or farming activities. Thus, the participants were urged to focus on what they indeed to achieve and were encouraged to continue with such stakeholder dialogues at lower levels such as the respective organizations they were coming from.

3.3.1.2 Responses from the presenter

Mr. Zulu indicated that it was difficult for government to respond to the concerns of one person. Therefore, he advised farmers to get organised and speak with one voice by either

forming farmer groups or joining already existing groups. Mr. Zulu also indicated that there was an Agricultural Credit Act in place (in the ministry of Agriculture and Cooperatives), which compelled financing companies (Out-grower companies) to announce prices before the planting season.

3.4 Impact of Liberalisation on agro processing and textile sectors – ODCMT

Mr. Zindikilani Jimmy Daka indicated that liberalisation in Zambia affected different sectors differently. He mentioned that as part of the TDP project a study to assess the impact of liberalisation on the Agro-processing and textile sectors was carried out. He indicated that the study showed that the agro-processing sector generally benefited from liberalisation, unlike the textile sector, which was adversely affected. Mr. Daka said that the agro-processing, which involved processing of vegetables, mealie meal, peanut butter, juices, fish, dairy products among others experienced an increase in the product range, improved productivity, satisfactory turnover, viability and profitability, increased employment levels, substantial recapitalization and human resource development. Mr. Daka however noted that despite an increase in employment levels, employees were still paid low wages and this undermined the potential of the sector to contribute to poverty reduction.

Mr. Daka said that the study further showed that the textile sector, which involved the production of fabric and garments, oil, commercial cotton export etc, was negatively impacted by liberalisation. He said that the sector was exposed to competition of cheap imports from China and second- hand clothes. He further said that the situation made it difficult for the sector to make positive impacts in terms of product range, productivity, turnover, profit, employment, investment and capital formation and human resource development.

The presenter however noted that cotton companies like Dunavant took advantage of the situation by increasing their cotton production and exports as local cotton consumption drastically dwindled.

3.4.1 Plenary

3.4.1.1 Comments and questions from participants

Mr. Musonda wanted to know if it was true that cotton companies were closing down when their tax liberty period came to an end and if it was true, what government was doing about it.

A representative from the Katete District Agricultural Coordinator (DACO) urged farmers to take advantage of liberalisation by getting more organised so that they could build their capacity in terms of productivity, product quality if they were to benefit from trade.

3.4.1.2 Responses from the presenter

Mr. Daka indicated that in order for government to attract foreign investors, it has created a range of incentives, which included tax holidays. Mr. Daka said it was difficult for him to confirm whether or not companies were closing because of the expiring of their (companies) tax liberty periods as there was no study or research which had been done to substantiate facts.

3.5 Cotton trading in Katete district - Peter Phiri

'Dunavant Zambia (Zambia's biggest cotton ginning company) has mounted a poster at the gate of its Katete ginnery which says 'Zero tolerance to cotton contamination' but does not say anything regarding the safety of a small-scale farmer who is exposed to life-threatening chemicals during the production of cotton. The company has forgotten that it provides these dangerous chemicals-Is this fair? Farmers get sick after using these chemicals and other people think that these farmers suffer from HIV/AIDS, when it's not true. The victims develop strange body irritations, such as boils, swollen legs, coughs etc, because of these chemicals. Just look at me! I look like I am very old and yet I am less than 50 years, I suspect it's because of these chemicals'. Peter Phiri- Cotton farmer in Katete

Mr. Phiri noted that cotton was a crop which was very sensitive to both weeds and pests. He said that the crop was widely produced in the eastern province as a whole and Katete in particular mainly because of the readily available market which existed as the Multinational cotton Companies including Cargill, Dunavant, Olam and Mulungushi Cotton bought seed cotton from farmers and provided inputs on credit.

Mr. Phiri however noted that lots of unfair trade practices took place in the cotton business between cotton companies and cotton farmers. He noted the following concerns:

- *Contracts:* In most cases cotton producers were being made to sign contracts without fully understanding the contents of the contracts and the contracts did not contain the buying price.
- *Protective clothing:* Mr. Phiri noted that farmers used chemicals without protection because cotton companies did not provide protective clothes, posing danger to the life of a farmer
- *Prices and pricing:* the prices of cotton offered by cotton companies were low and made it difficult for producers to break-even; farmers did not understand what happened at international level and had been complaining about low prices at local level. Mr. Phiri said that the production of cotton per hectare required about K 3 500 000.00 to harvest about 1000 Kilograms of seed cotton, which would fetch only about K 1 200 000.00. He also said that cotton companies fixed prices without consulting the farmers
- *Corporate Social Responsibility:* Cotton companies did not help in terms of building infrastructure such as schools and roads which were important for sustainable development. The companies were not doing much in terms of ploughing back their profits in the communities

- *Farmers' attitude:* Mr. Phiri noted that most farmers did not take farming as a business and this compromised their position in the system. He said that farmers were not organised and that this caused cotton farmers to take advantage of them (farmers)

3.5.1.0 Plenary

3.5.1.1 Comments and questions from participants

Mr. Peter Phiri from Kagoro area noted that small-scale farmers were disadvantaging themselves by not putting to practice what they learnt from workshops. He said that farmers at times were advised not to sell their cotton until cotton companies offered them better prices, but that some farmers went behind their friends and sold the crop.

Another participant was concerned about the role of the Zambia National Union (ZNFU) and noted that the union was only interested in representing commercial farmers, at the expense of small-scale farmers in the country. He challenged the union to also take the interests of the small-scale farmers as a priority.

A participant was interested to know why and how the exchange rate fluctuated on when it was time of selling cotton and not when farmers were collecting inputs.

Mr. Siame from MACO expressed concern at the situation where farmers were provided with inputs (including chemicals) without protective clothes and advised farmers to voice out on the issue. He noted that farmers were not organised and signed contracts with cotton companies without understanding the contents of the contracts. Mr. Siame further advised the farmers to increase their cotton yield to cushion the impacts of poor cotton prices. He noted that maximising productivity would help farmers earn extra income.

Mr. Siame recommended serious investment in the cotton sector, to ensure that small-scale farmers were able to add value to cotton. He said that farmers should separate seed and lint so that they could find market for the seed.

Mr. Banda said that cotton was hard to produce and that cotton was important as it was used in hospitals, to make clothes and other things but wondered why the crop was bought at very low prices.

3.5.1.2 Responses from the presenter

Strategy: Mr. Phiri emphasized the importance of farmers getting organised and speak with one voice if they were to be heard and taken seriously by other stakeholders. He said that it was saddening that in times when farmers were advised not to supply their cotton when they were not satisfied with the prices, some farmers went ahead and sold the product, making it difficult for the farmers to bargain for a higher price.

4.0 RECOMMENDATIONS

4.1 To Civil Society Organisations

- Should translate economic and trade materials into local languages
- Advocate for policies that will ensure that investors are mandated to add value to the products
- CSOs should develop programmes which will allow local people contribute to policy formulation and review for effective implementation
- Need to establish information centres at district level
- Advocate for effective policy on Corporate Social Responsibility (CSR)
- To assist in advocating for better prices for agricultural products
- Build the capacity of farmers to increase the voice of farmers
- Help by training leaders of cooperatives in trade issues

4.2 To farmers

- Farmers should get organised by joining existing farmer groups like the Cotton Association of Zambia for sharing and working towards having one voice on issues that affect them
- Farmers and communities should be exposed to opportunities that come with liberalization
- Producers should aim to produce goods which are saleable, after researching
- Those involved in out-grower schemes should analyse and understand the contracts before signing
- The pricing of cotton should put into consideration the aspect of labour which farmers put in the production of the crops
- The Agricultural Credit Act should be understood by the farmers and ensure that it plays its role in the cotton sector
- Farmers should demand that they are present at the time when their products are being weighed or graded
- Farmers should strive to practice crop diversification
- Demand to be involved in the fixing of prices of crops/ products
- Farmers should sensitise fellow farmers and communities on issues that they learn at workshops
- Farmers should take farming as a business

4.3 To Government

- Government should intervene in cases where small scale producers are being exploited or abused by the multi-national companies and corporations
- Government should put in place effective policies which will ensure that small-scale producers and traders are protected from unfair competition.
- Should come up with strong policies on Corporate Social Responsibility for the benefit of the community.

- The National Agricultural Policy (NAP) should be revised to favour small scale farmers
- The Ministry of Agriculture and Cooperatives (MACO) should monitor the behaviour of companies in the cotton sector to avoid exploitation of farmers.
- Government should remove taxes on all agricultural inputs so that farmers can have access and afford to purchase them.
- To attract agriculture investors who should add value to farmers products in Katete
- Should develop a strong and pro-poor investment policy

APPENDIX 1: LIST OF PARTICIPANTS

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