

*Advocacy workshop on the Linkages between Trade Development  
and Poverty Reduction*

9<sup>th</sup> July 2007

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*Organised By Organisation Development and Community Management Trust  
(ODCMT) and Consumer Unity and Trust Society-Africa Resource Centre (CUTS-  
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## List of Acronyms

ACP	African Caribbean Pacific
AGOA	African Growth and Opportunities Act
ARC	Africa Resource Centre
CAP	Common Agriculture Policy
CET	Common External Tariffs
CITEE	Centre for International Trade, Economics and Environment
COMESA	Common Market for Eastern and Southern Africa
CSTNZ	Civil Society Trade Network of Zambia
CUTS	Consumer Unity & Trust Society
DTIS	Diagnostic Trade Integrated Study
EBA	Everything But Arms
EC	European Community
EPZs	Establish Export Processing Zones
ESA	Eastern and Southern Africa
EPAs	Economic Partnership Agreements
FDI	Foreign Direct Investment
GATS	General Agreement on Trade in Services
GDP	Gross Domestic Products
GMO	Genetically Modified Organisms
HACCP	Hazard Analysis Critical Control Points
HIPC	Highly Indebted Poor Countries Initiatives
LDC	Least Developed Countries
MCTI	Ministry of Commerce Trade and Industry
MFN	Most Favored Nations
MDG's	Millennium Development Goals
NGO	Non Governmental Organisations
ODCMT	Organisation development and Community Management Trust
PRSP	Poverty Reduction Strategy Paper
RTA	Regional Trade Agreements
SADC	Southern Africa Development Community
SPS	Sanitary and Phyto-Sanitary
UNCTD	United Nations Conference on Trade and Development
VAT	Value Added Tax
WTO	World Trade Organisation
ZNFU	Zambia Nations Farmers Union
ZRA	Zambia Revenue Authority

## **1.0 Introduction and Background**

The debate on the linkages between trade, development and poverty reduction is not new. Trade policies potentially affect poverty through their effects on economic growth and income distribution, though it is also true that the effects of trade on income distribution have been more firmly established than its impact on growth. Given that poverty reduction is sensitive to income distribution, this is very significant.

Following the inception of the project titled “Linkages between Trade Development and Poverty Reduction” (TDP) in 2005, the Organisation Development and Community Management Trust (ODCMT) in collaboration with Consumer Unity and Trust Society-Africa Resource Centre (CUTS-ARC) have organised two National Consultative workshops in August 2005, and September 2006 respectively. Further ODCMT and CUTS-ARC have produced a campaign toolkit under the project. The purpose of the toolkit is to serve as an advocacy document to highlight the findings on the case study on the impact of liberalisation of the Zambian economy, with a specific focus on the agro-processing and textile sector.

In addition, the ODCMT and CUTS-ARC have organised similar advocacy workshops in Kitwe and Chipata, where the findings of the case studies have been shared.

### **Objectives**

The workshops aimed at consolidation of TDP objectives, which include:

- Facilitating cross-fertilisation of experiences and lessons learnt on linkages between trade, development and poverty reduction in the developing countries to develop appropriate policy responses.
- Strengthening the ability of developing countries through the provision of policy support and other know-how and do-how on trade and development issues, and to defend their viewpoints and negotiating and advocacy positions on issues of concern, prevailing and emerging in the international trading system and their relationship with development and poverty reduction.
- Advocate development-oriented trade policies, based on learning from research and other activities, by taking into account the interests and priorities (needs and aspirations) of the poor and marginalised sections of the society and look into the aspects of policy coherence.

### **Specific Objectives**

- To sensitise people on the ground on the impact of liberalisation on the Zambian economy
- To create awareness, and share lessons from on TDP from National, Regional, and International, levels

- To create a wider platform for the debate over the linkages between liberalisation and poverty situation in Zambia to use the TDP as the platform for demystifying trade policies that are people driven - having inputs from the people on the ground
- To build advocacy skill which are useful in lobby and advocacy, and enhance a media campaign strategy

## 2.0 OPENING SESSION

### 2.1 Opening remarks

In his opening remarks, Mr. Zindikilani Jimmy Daka (ODCMT) welcomed participants and thanked them for turning up for the workshop. Mr. Daka later called upon Mr. Vladimir Chilinya to make some remarks on the project background and objectives.

## 3.0 PRESENTATION OF CASE STUDIES

### 3.1. Presentation Tool kit - Vladimir Chilinya

The presentation highlighted the following issues under the toolkit, for Zambia;

- **Trade and poverty reduction versus trade liberalisation:** World trade can be a powerful force for poverty reduction, but the shocking injustice of the current world trading system is working for the rich, while at the expense of the poor. World trade can be incredibly complex and incredibly simple. The bottom line is that unfair trade destroys people's lives and it should not be allowed to continue.
- **Poverty in Zambia:** Poverty is not just statistics – it's about people. In Zambia, poverty forces three-quarters of the population to survive below the poverty line. Poverty is not just about having no having cash; "Human poverty" means low life expectancy, lack of decent education and poor access to basic needs, including secure food supply, health care, education, water, sanitation and housing.
- **Cotton:** The cotton industry in Zambia has grown from the monopolistic era, prior to 1994, when the Lint Company was responsible for every activity in the industry to where over six ginning companies became established after 1994. Privatisation of the sector prompted rapid growth which peaked in 1997/97 season when a record seed production of 104 000 MT was realised. This level of production was as a result of the numerous ginning companies that came in, the increase in the number of cotton farmers and favourable world market price and weather. The capacity of ginning companies increased to over 180 000 MT per annum although the production has remained lower than 100 000 MT.
- **Street vending:** Since the liberalisation of the Zambian economy, the country has been facing a lot of problems in trying to control the vending system. The problem of street vending has been difficult for local councils to control. In the recent years modern and bigger market infrastructures have been constructed in

an effort to accommodate the increasing numbers of traders. Despite the construction of these markets, huge numbers of local traders have continued to trade from the streets.

### **3.2 Trade Liberalisation- impact on the Textile Sector in Zambia, Vladimir Chilinya**

#### **3.2.1 Activities of textile sector**

The textile sector is very critical to the Zambian economy not only in terms of its capacity to contribute to the country's export earning, but also in terms of employment creation that the government desires to achieve in order to reduce poverty. Historically, the textile sector has had an outstanding record of export earnings in Zambia. For instance, the textile sector was the largest exporting industry in 1996 among Non-Tradition Export (NTE) sectors, and has been second to Primary Agricultural Commodities in the ensuing years despite the declining trend after 1997. It has been between the top two NTE earners since 1994 following expanded investment, especially in cotton spinning. Up until the onset of trade liberalisation, Zambia had a well-established textile and clothing sector. But the sector which boasted of having over 140 companies in the 1980s and empowering over 25,000 Zambians through provision of jobs saw mass closures of garment factories and scaling down of operations especially of the textile sub-sector with the resultant employment levels dropping to below 2,500 (Chikoti et al, 2002). The Zambian textile sector comprised of highly mechanised parastatal and private companies in all the spheres of textile operations that were captured by the study sample. These include cotton growing, spinning, weaving, knitting and garment manufacture.

The country previously had a very good market for the whole range of products that the sector produced. Today, the textile sector is faced with serious challenges, which have led to a decline in productivity, forcing a number of industries to close down. This gloomy situation has largely been attributed to trade liberalisation that removed restrictions, both internally and externally, and thus brought about competition, which many local industries seem to have not been ready for due to the inefficient manner in which they were run because of the government's protectionist policies.

The textile sector in Zambia else requires a number of raw materials amongst which cotton is major. Cotton growing in Zambia has been very successful, especially in the recent past years. A parastatal company called LINTCO previously dominated commercial cotton growing. After the privatisation of LINTCO, many other commercial farmers switched their focus to other alternative crops like maize because cotton growing had become unviable. Today cotton production is highly dominated by out-growers schemes, a principle that involves the mobilisation of local farmers who are supplied with some basic inputs as one incentive to keep them in business.

Zambia produces a wide range of products, which include cotton lint, cotton yarn, poly/cotton yarn, acrylic yarn, cotton fabrics and cotton yarn fabrics.

### **3.2.2 Impact of trade liberalisation on the textiles sector**

In the wake of the general economic liberalisation measures implemented since the early nineteen nineties, there has been a steady erosion of purchasing power of the population. As a result, domestic demand for most local products significantly reduced in the last 10 years of trade liberalisation. This problem has been compounded by dominance of the traditional foreign markets by countries with stronger economies. In the case of the textile sector, this meant that people could not afford to buy new clothes—a situation that led to the influx of imported fabrics, which in turn impeded local industrial production. For instance, *salaula* (second hand clothes) and other Chinese fabrics have greatly undermined the Zambian textile sector. This situation has forced a number of industries that have survived closure to reduce their productivity and this has resulted in low capacity utilisation of the existing textile infrastructure, leading to a substantial number of job losses.

There was consensus among the respondents in this study that the Zambian textile sector previously produced a wider range of products than is the case today. Further, the textile industries that have survived the effects of trade liberalisation are those in cotton processing, on account of an increase in cotton production in Zambia.

Respondents also alluded to the view that local industries do not enjoy the maximum benefit of close proximity to the suppliers of most raw materials including cotton, which is actually locally grown and ginned. The issue of import parity pricing in the case of local raw cotton supply came out prominently. It was observed that ever since the privatisation of LINTCO, local raw cotton is quoted based on Liverpool price index, causing local industries to bear the CIF costs, which includes the cotton price, shipping freight and insurance cost. This unfair trade practice tends to push up the cost of production, which is in turn translated into high prices of the final products that are expected to compete with similar foreign products from countries whose price of local cotton is either controlled by government or ex-factory.

Lack of political will on the part of government to assist the sector was also a sore point with many respondents. They observed that unlike the South African textile industries that enjoy lower production costs, economies of scale and greater capacity utilisation, their Zambian counterpart firms do not enjoy these economic advantages since the Zambian government does not provide any form of subsidy or direct cash incentive payments for exporters including those that utilise local raw materials. While it is acknowledged that Zambia is a minor in as far as influencing international trade policies is concerned, there is need for it to put in place some safeguard measures to compensate for some unfair trade practices like import parity pricing. They further observed that such stimulant measures are practiced by a number of stronger economies like USA, China, and the EU to name a few, through the provision of subsidies.

### **3.2.3 Impact on specific variables**



**Product range:** The sector has witnessed a decrease in product range caused by competition from foreign products and decline in people's purchasing power resulting from job losses.

**Productivity:** Apart from cotton growing, the sector has witnessed a significant decline in productivity owing to: (1) the dominance of the traditional markets and other foreign markets by the Asian tigers as a result of the removal of all quotas as per World Trade Organisation (WTO) agreements in 2004; (2) inability to recapitalise; (3) high levels of indebtedness.

**Turnover:** Again, except for cotton growing, there has been a decline in turnover owing to reduced productivity and shrinkage of markets.

**Profit:** Most of the firms were just breaking even with their revenue structures prominently characterised by huge debts arising from domestic borrowing for restructuring, low productivity and shrunk markets.

**Employment:** There has been a major downsizing of the labor force as a result of decline in productivity. Only one firm in the sample experienced an increase in employment due to injection of capital by the shareholders and reorganisation.

**Investment and capital formation:** All the firms surveyed have undergone substantial rehabilitations and mechanisation necessitated by competition brought about by trade liberalisation. Unfortunately the bulk of this investment is currently under-utilised because these firms have had to reduce production as a result of the shrinkage of the domestic markets.

**Human resource development:** The local education curriculum does not offer any textile training and as such all firms have had to either train staff on the job or send them abroad for training. However, the sector has benefited from the local education curriculum in as far as support professions are concerned.

### **3.2.4 Counting blessings: How one company overcame**

Within this sector that faced adverse challenges, we show what one company did to turn handicap to advantage.

“One of the major advantages of trade liberalisation is that it forced initiative on many business houses and individuals. Many companies realised the need to diversify. In our case we looked at cotton, whose supply was in few hands. Ginning of cotton was monopolised by private operators such as Lonrho, Clark cotton, today's DUNAVANT and LINTCO that supplied us with most lint. But after privatisation of LINTCO, these private operators monopolised the supply of cotton by forming what appeared to be a cartel that even regulated the prices. Unlike our company, the prime operation of these private operators was ginning of the cotton, which they sold both locally and abroad. Cotton lint was our main raw material on which the company spent two-thirds of its

budget and thus we could not withstand the market conditions that prevailed as a result of the monopoly just alluded to.

The company therefore thought of setting up its own ginnery. We began by mobilising local farmers and set up an out grower scheme. This idea won the support of one Indian firm. Our company sourced machinery from China and, as a result, a ginnery was set up in conjunction with this Indian firm. The objective of setting up this ginnery was to ensure consistent supply of lint cotton to our company and at a reasonable price. But this ginnery secretly began to supply cotton lint to other textile industries, and our company still did not get the benefits of close proximity to this ginnery. So we decided to set up a ginnery situated within our premises and this ginnery is still operational today.

To do this, we set up our own out-grower's scheme by once again mobilising local farmers whom we contract on some terms and we offer them some basic requirements on loan basis. This process is managed with the help of some extension officers who are trustees that ensure that all the cotton grown is supplied to our company.

Another advantage of trade liberalisation is that due to the shrinkage in our domestic market resulting from competition put up by *salaula* and other Chinese and Indian products, we were forced to start looking at other foreign markets such as Tanzania, Malawi, Mozambique and South Africa that we have managed to penetrate. In order to penetrate and sustain these markets, we had to improve the quality of our products by comparing them to imported products, which include *salaula*.

Maintenance of these foreign markets implies that the company has to move with time in all spheres of textile operations. This partly implies that the company has to keep upgrading its machinery and has indeed tried its best to do so.

As a result of trade liberalisation our company has also been forced to diversify. The company is now able to produce cooking oil from cotton seed, through a subsidiary firm. The objective of this move was to broaden the economic base of the company considering the fact that our business operation has peak and off-peak periods. We have also used garment manufacturing to mitigate our off peak period experiences of low returns due to low sales.”

### **3.3. Trade Liberalisation and its Impacts: on the Agro-processing Sector in Zambia, Patrick Chengo**

#### **Activities of the agro-processing sector**

Agro-processing involves turning primary agricultural products into other commodities for the market. In Zambia the Agro-processing sector comprises industries whose core activities include:

- Snack food production.
- Fruit and vegetable drying.
- Oil (from groundnuts, sunflower and seed cotton) and Honey Processing.

- Cereal Milling (maize, wheat, Soya beans, etc).
- Peanut Butter production.
- Sugar processing.
- Mushroom processing.
- Dairy products.
- Beef production
- Fish farming and distribution.
- Tea, tobacco and coffee processing.
- Poultry farming.

The agro-processing sector has generally enjoyed a reasonably good market in Zambia with a notably indigenous production structure in the sense that the industries use a significantly high quantity of local raw materials. In addition to its contribution to national income, agro-processing has the potential to increase income and access to food for the poor who largely depend on agriculture for their livelihood, by establishing small-scale processing businesses that can be carried out at homes and do not require huge investment. Thus, through this transmission mechanism agro-processing can potentially reduce poverty in a sustainable manner.

### **3.3.2. Impact of trade liberalisation on the agro-processing sector**

It is generally observed that the agro-processing sector has recorded growth and expansion in the recent past years. This is particularly attributed to the deliberate efforts by government to support the agricultural sector, which is the key resource sector for the agro-processing industry. The agriculture sector has enjoyed a lot support from the government in its deliberate effort to diversify the economy from the mining sector to other sectors deemed to have business potential. In this sense, farmers have been given a lot of security. The sector has grown in terms of the number of players and thus productivity has risen. As a result of competition the agro-producers have been forced to increase the ranges of their products, which have been made possible through increased mechanisation of the processing plants. Thus, the sector has witnessed a facelift in terms of new technology that has led to significant reduction in the cost structures.

### **3.3.3 Impact on specific variables**

**Product range:** There has been an increase in product range resulting from the companies' deliberate policy of diversification undertaken to counteract possible adverse impacts of trade liberalisation.

**Productivity:** There has been an improvement in productivity on account of low costs incurred through a significant use of local raw materials.

**Turnover:** Turnover levels in general have been satisfactory since most firms have been able to withstand competition with their foreign counterparts.

**Profit:** In general, firms have been viable and profitable and not overly perturbed by competition.

**Employment:** There has been an expansion in employment owing to diversification that has necessitated increased labour.

**Investment and capital formation:** There has been substantial recapitalisation but this has occurred more on account of change of ownership through privatisation.

**Human resource development:** This has occurred to some extent only in the highly technical operations that require highly technical staff.

### 3.4 Questions and comments

A plenary discussed the two presentations and the discussions are below:

- The participants thanked ODCMT and CUTS-ARC for organising a workshop on liberalisation in Livingstone
- The participants asked ODCMT and CUTS-ARC to develop a programme which will be popularising the issues around the linkages between Trade, Development and poverty
- The participants observed that absence of effective policies was impacting negatively on the local people and their communities
- The participants said that even with good policies in place, people are still being exploited, implementation is still a problem
- The participants observed that Zambia still has problems of having vibrant manufacturing
- Policy formulation was done in urban areas at the expense of the majority population in the rural areas.
- Liberalisation has not manifested significant positive results, but rather more negatives
- Liberalisation caused a lot of job losses (people lost jobs and most of them have still not gotten their terminal benefits)
- Foreign investment has brought serious land displacements for many indigenous Zambians
- The participants wanted to know why Zambia was allowing cheap products into the country, which brought unfair competition for small scale producers and traders
- Participants indicated the information regarding international trade was limited to those in urban areas and those who are educated. They asked ODCMT and CUTS-ARC to decentralise their programmes so that people in rural areas could also benefit from this information
- The participants observed that there were barriers for them to supply products to most of the foreign companies who prefer bringing products like vegetables from other countries
- Civil Society Organisations should focus on advocating for the implementation of policies
- Need to discourage child labour in farms
- There are 13 registered cooperatives in Livingstone, but they lack programmes that are clear for the year

- The quality of locally produced commodities contributed to consumers going for better quality goods from outside
- Racial segregation exists in trade

### **3.4.1 Response from Resource persons**

- Zambia allowed cheap products into its markets because it is party to regional and international trade arrangements that forced Zambia to allow commodities from other countries within the region and outside
- Zambia needs to strengthen the Zambia Bureau of Standards to ensure that both consumers and traders to be assured of quality products
- Zambia needs to build the capacity of small and medium manufacturing companies so that they can become more competitive at regional and international levels

## **3.5 Agriculture (cotton trade) – Jimmy Zindikilani Daka**

### **3.5.1 Introduction**

Agriculture is central to the food security, rural development and livelihood needs in African countries. In the ongoing trade negotiations, African and other developing countries face the danger of being forced to open their markets to agricultural exports from the developed countries while the latter continue to protect theirs. Worse, the African and other developing countries will be exposed to the unfair subsidies in the developed countries, with artificially cheapened products being dumped in their markets, their own farmers displaced and their livelihoods disrupted.

### **3.5.2 Cotton trade from Zambian perspective**

The cotton sector was reformed in the mid-1990s when the very high international prices for cotton lint allowed ginners to pay attractive prices to farmers. This made cotton growing a highly profitable enterprise for both ginning companies and small farmers. However, the decline in prices from 1995 undermined this profitability as prices of seed cotton in Zambia fell from \$0.56/kg in 1995 to \$0.18/kg in 1999 and averaged US\$0.225/kg during 2001-2003 harvest seasons.

We have no doubt that farmers grew accustomed to several years of increasing prices and they did so with limited information on world market conditions. Thus they found it difficult to understand the reasons for decline in prices the ginning companies were giving them. This, together with lack of transparency in how each buyer determined the prices and how they deducted input costs, led farmers and their representatives to conclude that they were being exploited.

We note that this environment of lack of information created mistrust and in all likelihood led to the increasing rate at which farmers defaulted on their loans. It also led

to their being involved in side selling of their yield to other firms and the loan repayment rate dropped from 86 percent in 1996 to 65 percent in 1999 and 2000.

### **3.5.3 Cotton Prices**

Competition among ginners began to emerge in 1997, and price competition was a key tool ginners used in attracting buyers and that this contributed to repayment problems that ensued. We have described above how farmers felt exploited by ginning companies because of lack of transparency in setting prices. This contributed to misunderstanding between farmers and ginning firms – hence to the repayment crisis.

We further note that there has been no government mandated price or any pricing guidance of any kind from government since liberalisation in 1994. Besides, there is no evidence that ginning companies engaged farmers in dialogue or negotiation regarding the price they will pay. We however, acknowledge that Dunavant has as a result of its dominant role acted as a price leader. It has been the only company that has in late October announced a new cotton price before each planting season. But Dunavant prices have generally been lower than the smaller ginners who have paid higher prices.

### **3.5.4 Government's approach**

We are sad that it appears that, for government, privatisation has meant a hands-off approach to the cotton sector. However, we wish to note that government has, while leaving the cotton sector alone, continued periodically to suggest how much it will pay to support maize prices. For example at planting time in 2001 government announced that it intended to offer a maize price of US\$140/metric tonne. We agree with some ginners that this focus on maize distorts decisions by some farmers and results in swings away from cotton into maize and then out of the maize crop when government fails to fully deliver on its commitments. We also note what other observers and some farmers suggest that these government policy statements have little effect on farmer behaviour. This is due to their skepticism about government's ability to deliver. Recent policy initiatives by government have included the Cotton Out grower Fund and the proposed Cotton Board. It appears these may suggest the beginning of a broader focus within government to a move driven by comparative advantage or by perceived commercial opportunities.

### **3.5.5 Questions and comments**

- Participants wanted to know why the Liverpool index was used to determine the price of cotton
- Participants indicated that Southern province also produced cotton and that farmers always complained about the poor pricing systems and low prices
- The participants said that cotton farming was labour intensive but that the labour was not quantified to ensure that farmers were paid their labourworth prices
- The Cotton Association of Zambia should also be introduced in Livingstone
- Farmers should avoid growing crops that do not reward them fairly
- Farmers should be sensitised to take farming as a business
- Civil Society Organisations have a lot of work to do to ensure that the rights of farmers are protected

- There is need to change the mind-set in the midst of community members

#### 4.0 RECOMMENDATIONS

- There should be a decentralised system which will allow small businesses to register their companies so that they can benefit from government and private sector tenders, such as supplying vegetables and fish to Shoprite
- CSOs should increase the programmes aimed at sensitising and educating small scale producers on trade and liberalisation issues
- There should be campaigns aimed at influencing better wages and conditions of service of employees in Livingstone and Zambia at large
- The media should be involved in these workshops so that the issues could be widely spread and communicated
- The campaign toolkit should be put in local languages and widely popularised so that many other people who do not understand English can also understand issues and to reach out to those who have not attended workshops
- There is need to work hand in hand with government departments to ensure that programmes are harmonised
- Small scale traders should organise themselves so that they can speak with one voice on matters affecting them
- CSOs should consider advocating for a clear black empowerment policy
- All farmers must register with the Ministry of Agriculture and Corporatives
- Certificates for various programmes and dealings in agriculture should be made affordable for small scale producers and traders
- There must be a consumer protection policy in place, as a matter of urgency
- There is need to decentralise the Zambia Competition Commission

#### 5.0 CONCLUSION

In conclusion, Mr. Vladimir Chilinya thanked participants for their valued contribution to the process and urged them to stimulate efforts aimed at enhancing their capacity to understand the realities on trade policy and liberalisation in general. Therefore, he thanked participants for their valued contribution to the process, and resource persons for their technical input into the process.

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