



**ZAMBIA NATIONAL POSITION PAPER**  
**Video Conference on High Value Agriculture in Eastern and Southern Africa:**  
***Increased Regional Trade: Opportunities and Issues (23 September 2010)***

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**1. Present status of regional trade for horticultural produce**

*Produce data on imports and exports at national level, domestic and export markets, with focus on trans-bordering markets;*

**AWAITING DATA FROM CSO/ZRA**

*Describe current organization of the National Organization apparatus addressing the main issues raised by the topic (is there a national committee for regional horticulture trade existing? Who is dealing with trade for domestic and neighboring markets?)*

- ZDA as part of MCTI which has departments dedicated to domestic and foreign trade issues: The Zambian Government sees potential for dynamic growth from exports, which could be one of the engines of economic growth that can liberate society economically. Export earnings can considerably provide revenue to the nation for the stimulation of growth and national development. In order to promote regional and international exports, Government established the Export Promotion and Market Development Division under the Zambia Development Agency.
- ZEGA articulates interests for their members for exports some of which are in regional markets. Specifically, ZEGA coordinates the buying of inputs and the organization of technical assistance; advises on sources of finance and assists with information on the marketing opportunities
- CBTA articulates interests relating to small cross border traders (its member). Specifically it promotes increased and sustainable cross-border trader across COMESA and SADC member states and facilitate the marketing of agricultural, industrial and others products in larger market and contribute to regional food security and industrialization; assists in the implementation of the COMESA, SADC and AEC treaties and protocols by facilitating the utilization of the human resources in cross-border trade to increase intra COMESA and SADC trade.

*Have any national programs or protocols been put in place to enhance the regional trade of horticultural produce?*

- These are included in programmes for all commodities e.g. the COMESA Simplified Trade Regime (STR) which overcomes problems in proving good originate in a country and therefore are not subject to duty

*Is there any national data base consolidating results?*

*Who is managing market information as key issue for linking producers to markets, for sustaining demand driven markets? What is the status of statistics and data collection of such regional trade?*

- Database existing at CSO, primarily collected by the ZRA for Government revenue purposes. MACO has data relating to this trade through applications for import and export permits and the electronic database is not being updated. Could have been useful in analysis of pledged imports and exports against actual landed figures

*Is there a University Faculty / Research Institute with specialists dedicated to the topic of regional trade (economists, agronomists, policy specialists etc.)? Describe the organization and where its funding is coming from.*

- UNZA is dedicated to teaching as well as research and is Government funded. The Natural Resources Development College has a similar mandate at diploma level
- ZARI has a section dedicated to SPS inspections and is also Government funded
- The Food Security Research Project has over the past 5 years conducted applied analysis in domestic horticulture value/supply chain which has included region trade perspectives

## **2. Present management of the constraints to regional trade**

*Is there local expertise for identification and characterization of specific constraints, technical or organizational? (E.g. insufficient records about trans-boundaries exchanges due to informal transactions and lack of standards; too many trade agreements: 30 in total for Africa, each country has at least four RTAs; carbon food miles; tax policy; growing urban population and inadequate distribution systems?)*

- Expertise is there but there is lack of commitment at strategic policy level

*Existence of an ad hoc committee bringing together public entities and private sector; for those who already have this committee in place describe its composition and functioning, give frequency of meetings, achievements.*

- In the process of forming a Horticultural Working Group. Its main objective is to lobby the development of the horticultural sector, through the development of the wholesale markets and through the development of strategic policy.

*Current donor assistance in this area: Any ongoing donor-sponsored activity related to the topic, monitoring or mitigation programs? Describe main features, objectives, duration, impact etc.*

- In order to stimulate demand for Zambia's products abroad and to broaden the country's revenue base, the ZDA and its cooperating partners in export promotion and market access have launched the first ever Zambia Export Product Catalogue. In addition, the Zambia Export product portal created with support from the USAID funded Market Access and Trade Enabling Policy (MATEP) programme is one way of improving visibility of Zambian export products on the regional and international markets. This is an important window for Zambia to market its products regionally and globally and will provide a forum through which the business community can promote their exportable products.

### **3. On-going strategy at regional level (management of opportunities)**

*Contacts within the region: Is the relevant National Organization part of a regional network? Are there methodologies, protocols etc. discussed and shared at regional level? Have there been any attempts of regional coordination? In the countries' opinion, which entities should be in charge of a regional coordination?*

- COMESA harmonization. For example COMESA Council of Ministers adopted the COMESA Model Energy Policy Framework which provides the COMESA members States with harmonized guidelines that would facilitate energy policy harmonization in the COMESA region in efforts to improve efficiency and increased investments. And the process of establishing the harmonized consumer price index for the COMESA region has started.
- Programmes that facilitate identification of commodities that should be exempted duty e.g. the COMESA Simplified Trade Regime (STR) which overcomes problems in proving good originality and therefore are not subject to duty – this covers goods worth \$500 or less.
- Regional Trade Facilitation Programme is seeking to make regional trade much faster and more cost effective through the establishment of 3 One Stop Border Post (OSBP) one of them being at Chirundu between Zambia and Zimbabwe, the second busiest border along the North-South Corridor
- One Stop Border Post at Chirundu (with Zimbabwe). One of the busiest inland border crossings in the whole southern and eastern Africa with an average of 270 trucks carrying goods between Zambia, DR Congo, Tanzania and Malawi and the countries south. Before the OSBP private vehicles had to weave their way, for several kilometers, for several kilometers on both sides of the border, in and out of queues of trucks which had to wait an average of 4 days to clear custom. With an average of 581 travellers a day passing through Immigration, the level of congestion was very high. Things are reportedly improving with the implementation of the OSBP for which new appropriate buildings and a bridge which erected as a prelude to this. The RTFP is also working with COMESA, EAC and SADC under the Tripartite Task Force to consider the design of a common regional customs document; regional transit bond guarantee; Customs Best Practices, harmonized Rules of Origin etc all aimed at reducing further the time and cost of trade passing through the borders and time gained from OSBP would still be lost if traders have to complete a myriad of documents for different economic communities and others which often fulfill the same function.

*Are there any attempts to stimulate peri-urban horticulture and linkages between rural and urban areas and also beyond the country borders?*

- JICA Master Plan. The process of developing a JICA Master Plan has started. In the JICA Master Plan and Action Plan, promotion of irrigated agriculture for smallholders in the peri-urban Areas in Zambia has been articulated.
- The Ministry of Agriculture and Cooperatives and Corporating Partners have been funding the Project that assists smallholder farmers access water for irrigation in some three districts namely Chongwe, Mazabuka, and Sinazongwe.
- International Development Enterprise, IDE Zambia has found that low-cost irrigation is a very practical way to address the poverty and hunger that have accompanied two decades of recurring droughts and economic decline in Zambia. Treadle pumps, drip-irrigation systems, and other affordable technologies have been adapted to the local context and

distributed through a sustainable network of local private-sector manufacturers and dealers. Zambia's low population density and long distances between settlements pose a challenge to smallholders wishing access markets for their produce. To help farmers overcome these barriers, IDE Zambia has facilitated linkages between smallholder groups and local supermarkets, vegetable export companies, and other output markets.

- FSRP through applied analysis and stakeholder engagement,
- International Water Management Institute's Agriculture Water Management (AWM) Solutions Project working with the Farming Systems Association of Zambia promotes investments in smallholder irrigated agriculture (horticulture) as well as resolving supply chains constraints.