

## FRIDAY BRIEF

WEEK 3, 2019

### HIGHLIGHTS

- **ARMY WORMS REPORTED IN FOUR PROVINCES**

Fall Army Worms (FAW) have been spotted on some strategic farming areas of the country.

Reports received by the Zambia National Farmers' Union (ZNFU) indicate that parts of Southern, Central, Lusaka and Copperbelt provinces have had their fields devastated by the FAW.

- **TUPILE & ZAMBIAN BREWERIES EMBARK ON WHITE SORGHUM OUT-GROWER SCHEME IN KAZUNGULA**

Tupilwe Suppliers Limited, a Livingstone based entity, in conjunction with Zambian Breweries and Kazungula District Agriculture Coordinating Office have embarked on a project called "Smart Sorghum Project" to promote white sorghum production.

- **STAKEHOLDERS MEET NBA OVER GMOS**

Over 25 stakeholders concerned with the authorisation of imports of foods that are likely to contain GMOs by the National Biosafety Authority (NBA), met with the Authority on Monday 14<sup>th</sup> January to discuss what most Zambians consider a thorny issue.

- **ZAMBEEF LAUNCHES ZAMHATCH DAY OLD CHICKS IN LIVINGSTONE**

Zambeef has launched ZamHatch day-old chicks to farmers in Livingstone; 15<sup>th</sup> January 2019.

- **DOWN GO WATER LEVELS AT KARIBA**

Information received from the Zambezi River Authority (ZARAO) the Lake level dropped by 0.10 metres during the week under review, closing at 482.12 metres as of 14<sup>th</sup> January 2019.

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## DETAILS ...

### ARMY WORMS REPORTED IN FOUR PROVINCES

Fall Army Worms (FAW) have been spotted on some strategic farming areas of the country.

Reports received by the Zambia National Farmers' Union (ZNFU) indicate that parts of Southern, Central, Lusaka and Copperbelt provinces have had their fields devastated by the FAW.

The Union is still waiting for updates from other regions.

The University of Zambia, Food and Agriculture Organisation (FAO) and Ministry of Agriculture (MoA) have set up teams in strategic districts and are giving updates on the current situation as regards the FAW.

And reports states that currently 44 countries on the African continent have reported presence of the crop ravaging FAW. This is as of October 2018.

The FAW could have spread to other parts of the continent as they are migratory by nature, thereby making it hard to eradicate them.

### TUPILEWE & ZAMBIAN BREWERIES EMBARK ON WHITE SORGHUM OUT-GROWER SCHEME IN KAZUNGULA

Tupilwe Suppliers Limited, a Livingstone based entity, in conjunction with Zambian Breweries and Kazungula District Agriculture Coordinating Office have embarked on a project called "Smart Sorghum Project" to promote white sorghum production. Smart Sorghum project has come up with a "Grower Scheme" as a vehicle or strategy for sorghum production. The project is working with vulnerable but viable small scale farmers of Kazungula District who subscribe to the grower scheme by paying membership fees as a way of commitment.

The project Sensitized, Recruited and Trained committed farmers in basic sorghum production facilitated by the office of the District Agriculture Coordinator in Kazungula. The project organized recommended white sorghum seed from Zamseed for the grower scheme and brought it closer to farmers through Mitambo Agro and T.K.N.M. Enterprise Limited. These Agro dealers do take sorghum seed to where our farmers are, where committed and willing farmers then pay K100 per 10Kg bag of sorghum seed before collecting it.

By 31<sup>st</sup> December, 2018 about 1200 farmers had paid for and collected seed. This number is likely to rise by the end of January, 2019. However, in line with the Zambian Government Agriculture Crop diversification policy, the project is encouraging small scale farmers of drought prone Kazungula District to incorporate drought resistant crops such as sorghum in their agricultural activities. This will help farmers to achieve food security beside earning some





income from selling excess crop. Local industry requirements of sorghum quantities will also be achieved through this initiative going forward.

On the market front, Tupilwe has an agreement with Zambian Breweries for sorghum crop Off-Taking Arrangement. Farmers are assured of ready market after harvest. Tupilwe through Smart Sorghum Project will aggregate sorghum crop from farmers and deliver it to Zambian Breweries.

## STAKEHOLDERS MEET NBA OVER GMOS

Over 25 stakeholders concerned with the authorisation of imports of foods that are likely to contain GMOs by the National Biosafety Authority (NBA), met with the Authority on Monday 14<sup>th</sup> January to discuss what most Zambians consider a thorny issue.

The stakeholders, led by the Zambia Alliance for Agroecology and Biodiversity (ZAAB) are objecting to alleged attempts by the NBA to start sneaking into the country GMO foods, which in the long run may lead to the country opening up to genetically engineered crops.

Over 31 organisations have petitioned government to state its position on GMOs, whether or not there has been a change of heart on the country's stance of zero tolerance to GMOs.

The NBA called for the stakeholders' meeting following a press briefing at Kapinginga House two weeks ago to discuss matters pertaining to the NBA mandate.

More of such meetings are expected to take place as the 31 petitioners are still seeking clarity on the matter going forward.

Zambia has remained anti-GMO since 2002 and allowing the importation of foods that contain GMOs has just opened up a can of worms.

## ZAMBEEF LAUNCHES ZAMHATCH DAY OLD CHICKS IN LIVINGSTONE

Zambeef has launched ZamHatch day-old chicks to farmers in Livingstone; 15<sup>th</sup> January 2019.

The ZamHatch day-old chicks introduced are Cobb 500 by Mr Mathews Ngosa, the national marketing and sales manager together with Mr Lutangu Kamona the sales manager for Novatek. This was in conjunction with ZNFU Livingstone and the poultry association of Zambia in Livingstone.

Farmers were happy to have the launch of day old chicks saying this will alleviate the challenges in sourcing of day old chicks. This has encouraged the farmers that had stopped ~~rearing the chicks~~ rearing the chicks to come on board.



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The guest of honour was the District Commissioner Mrs Harriet Kawina who challenged Zambeef to provide quality chicks, affordable feed and train farmers in feed formulation so as to enhance farmers make profits. The launch was held at limbo lodge in Livingstone.

## DOWN GO WATER LEVELS AT KARIBA

Information received from the Zambezi River Authority (ZARAO) the Lake level dropped by 0.10 metres during the week under review, closing at 482.12 metres as of 14<sup>th</sup> January 2019.

According to ZARAO, last year on the same date, the Lake level was 480.61 metres.

The Kariba Lake was created and designed to operate between levels 475.50 metres and 488.50 metres with 0.70 metres freeboard at all times.

Below are the water level tables as compiled by ZARAO, and obtained by ZNFU;

From:  
8 January 2019  
To:  
14 January 2019

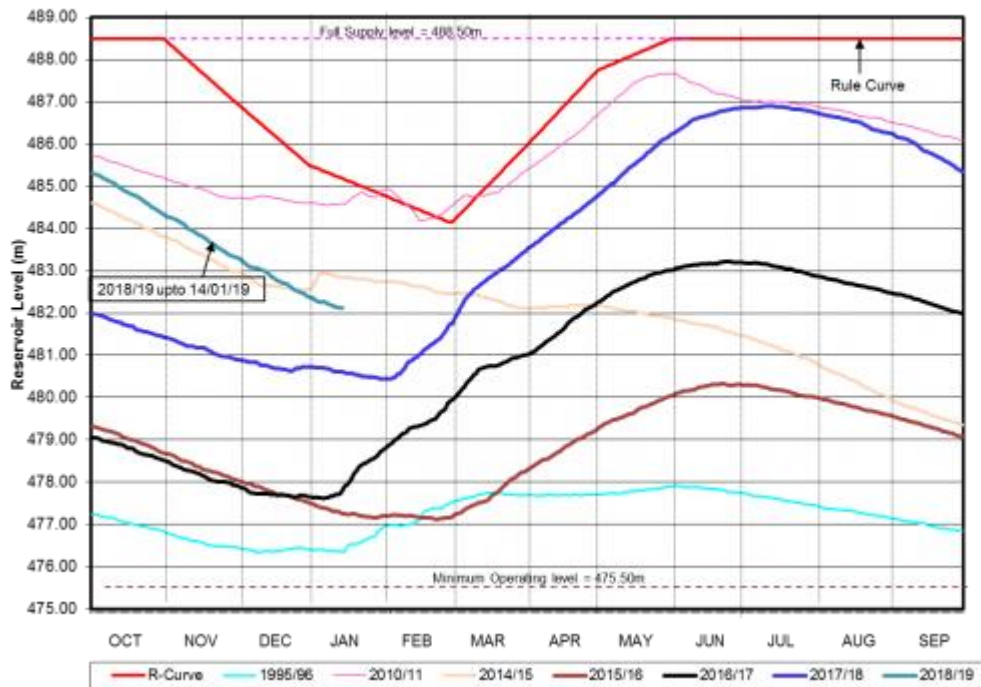
Day	This Year	%Full	Last Year	%Full
08/01/2019	482.22	49	480.68	37
09/01/2019	482.2	48	480.66	37
10/01/2019	482.18	48	480.64	37
11/01/2019	482.14	48	480.62	36
12/01/2019	482.14	48	480.61	36
13/01/2019	482.13	48	480.61	36
14/01/2019	482.12	48	480.61	36

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**KARIBA RESERVOIR**  
Comparison of Daily Reservoir Levels



## AGRO-WATCH

### Exchange Rates

	17/01/2019						18/01/2019					
CURRENCY	US Dollar		RAND		GB Pound		US Dollar		RAND		GB Pound	
	Buy	Sell	Buy	Sell	Buy	Sell	Buy	Sell	Buy	Sell	Buy	Sell
<b>FNB</b>	11.80	12.04	0.85	0.88	15.20	15.58	11.78	12.03	0.86	0.88	15.27	15.65
<b>Barclays Bank</b>	11.88	12.01	0.86	0.88	15.16	15.46	11.82	12.05	0.86	0.87	15.30	15.60
<b>ZANACO</b>	11.88	12.02	0.86	0.88	15.18	15.48	11.80	12.03	0.85	0.87	15.26	15.57
<b>Bank of Zambia (Average rates)</b>	11.89	11.94	0.86	0.87	15.33	15.40	11.90	11.94	0.86	0.87	15.37	15.44

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## ZANACO's Finance my Farm Facility

### Emergent Farmer Credit Facility

This credit facility provides financial assistance to emergent farmers in order to help them grow. The facility is structured to meet the specific needs and requirements of emergent farmers. The objective of this facility is to assist emerging farmers improve their farm productivity and access to finance.

The emergent farmers credit assessment criteria is as follows:

#### Crop Production (Field/High Value Crop Production)

- Proven agriculture related entrepreneurial skills and track record
- Reasonable farming sizes and assets to support existing production
- 50 ha of arable land
- Minimum turnover of ZMW400, 000
- Minimum 3 year record of farm performance
- Well described bankable business concept
- Good credit history
- Ultimately, assessment will be on individual merit

#### Livestock Production (poultry, piggery, fish etc.)

- Proven entrepreneurial skills and track record
- Reasonable farming sizes and assets (including adequate productive land) to support specific business enterprise
- Record of farm performance for business promoter (3 years) and/or farm manager
- Good and well described bankable business concept
- Minimum turnover of ZMW400, 000
- Good credit history
- Ultimately, assessment will be based on individual merit

#### Product Features:

- Seasonal overdrafts to finance working capital requirements for up to 12 months
- Medium term loans to finance capital expenditure
- Minimum Loan Size of ZMW50, 000
- Maximum Loan Size of ZMW2, 000,000
- All borrowings will be subject to a facility arrangement fee
- Interest rates are floating and are subject to change
- Farms will be subject to valuation
- The loan will be subject to the general terms and conditions of ZANACO

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## **ALERTS! ALERTS! ALERTS! ALERTS!**

### **DESK OFFICERS AT ZNFU**

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Accounts/Administration – Mr. William Ndhlovu – Finance Manager – 0977 433 347

Email: [william.ndhlovu@znfu.org.zm](mailto:william.ndhlovu@znfu.org.zm)

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## NEWS FROM POULTRY ASSOCIATION

### INTERNATIONAL NEWS

#### SA POULTRY INDUSTRY WANTS HEFTY INCREASE IN TARIFFS TO PROTECT LOCAL INDUSTRY

SA Poultry Association says cheap imports from Brazil are hurting the local industry and costing jobs. The South African poultry industry has defended its application for a hike in import tariffs of frozen chicken portions to 82%, saying the cheap chicken imports mainly from Brazil hurt the competitiveness of local producers. The steep tariffs, for bone-in and boneless portions, will shield the local industry from dumped portions and save thousands of jobs. The poultry industry employed about 50,000 people directly and another 50,000 indirectly, according to Izaak Breitenbach of the SA Poultry Association (SAPA). Writing in [RCL Foods' 2018 annual report](#), chair Jannie Durand said the local poultry and sugar industries were exposed to unmitigated dumping of excess supply from foreign markets, which destabilised these industries. According to SAPA's poultry meat imports report for October 2018, which is based on SA Revenue Service's (SARS') statistics, total poultry imports between January and October 2018 amounted to 483,900 tons. In 2017, the total value of imports was R6.4bn.

Breitenbach, who has taken over as the head of the SAPA Broiler Organisation, on Wednesday said increasing the import tariffs should be prioritised to minimise further harm to the local industry. He said the current tariffs of 12% for boneless portions and 37% for bone-in cuts had not done enough to stem the tide of imports. "The biggest challenge facing the broiler industry at the end of 2018 is the impact that dumping has had and continues to have. Producers in Brazil, for instance, have financial incentives to export and there is great concern over the traceability of certain imports that are repackaged in S, since some importers flout the legal requirements," Breitenbach said.

Countries such as Mexico, Japan and Korea had set tariffs of between 109% and 193% for Brazilian poultry imports. "Other countries have established that the competition from Brazilian imports is unfair. The main impact of the cheap imports in SA is in employment. Imports do not create jobs in the value chain. The jobs that get created are in marketing and logistics," he said. SAPA on Wednesday announced that Breitenbach, who has experience in milling, poultry, animal feeds and oil seed processing, had taken over as head of SAPA Broiler Organisation following the departure of Kevin Lovell. The organisation represents the interests of commercial broiler producers in SA.

He said negative perceptions about the South African broiler industry were unfounded. "This is an industry that is immensely competitive internationally in terms of those elements of the value chain that it can manage or influence directly," he said. He said SA's semi-arid climate put pressure on local producers' competitiveness because drought pushed up the cost of feed and grain and necessitates expensive grain imports. "Chicken prices are established by the price of individual portions, but due to phytosanitary restrictions preventing South African producers from exporting, they are unable to participate in the lucrative EU and US market for white breast meat, which would in turn allow them to subsidize their own [so-called] brown meat, as happens in other countries," he said. Source: <https://www.businesslive.co.za>



## LOCAL NEWS

### PRICES FOR THE DOCS CONTINUE TO DROP AS DOC CHICK PROMOTION CONTINUES

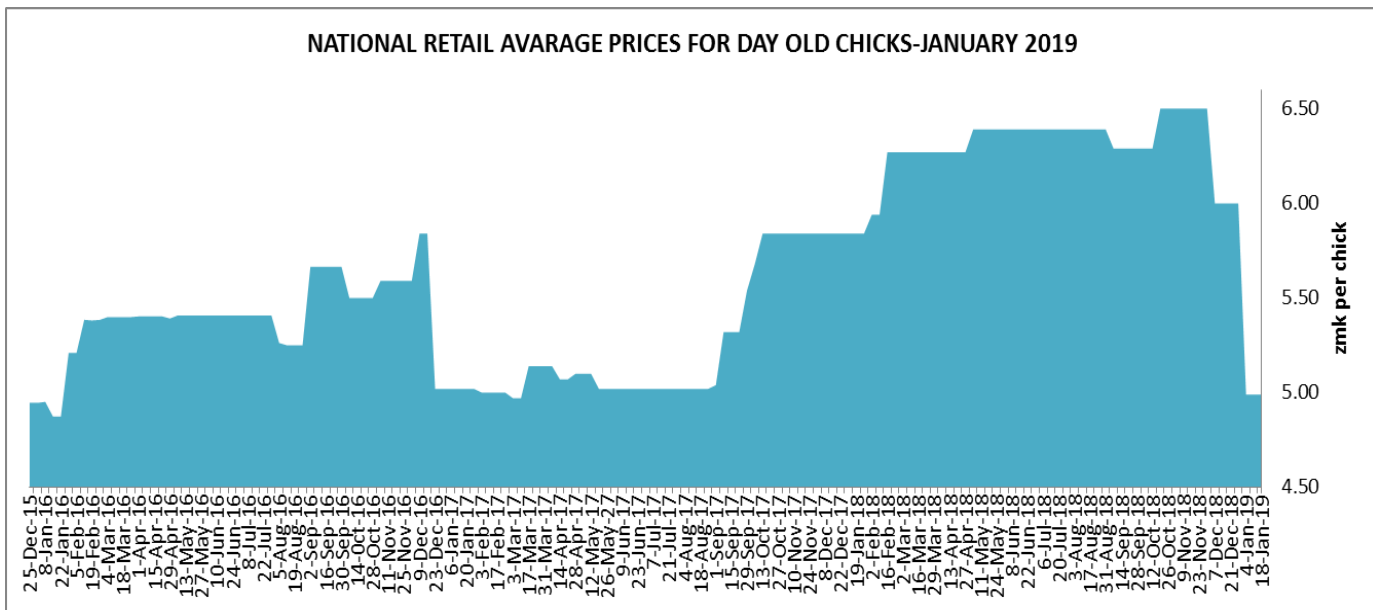


The prices of day old chicks continue with the downward sloping as the promotions continue.

The average prices are still trading at ZMK4.99 from which is the same price as last week. The lowest chick on the market is trading at ZMK4.95 and the highest is ZMK5 per day old chicks, depending on location

There are no movements equally on the prices of pullets which are also trading at ZMK10.24.

The graph captures the national average price trend for the day old broiler chicks. For the pullets, most of the bookings are open between February and March 2019.



Source: PAZ

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## LIVE BROILER CHICKEN PRICES REMAINS UNCHANGED

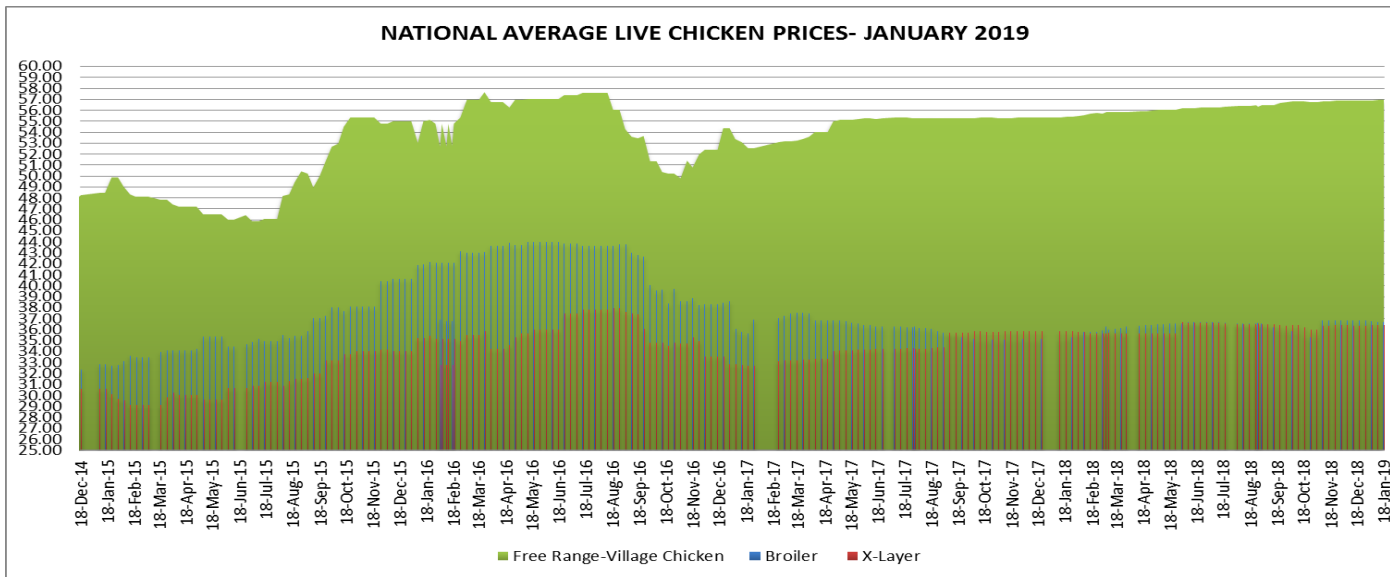


The national average prices for the broiler chickens remained during the course of the week. This is mainly attributed to low consumption as spending go towards addressing school fees and rentals.

The national live broiler bird prices are averaging ZMK36.67 compared with the ZMK36.68 recorded last week

The X-layer prices also recorded some adjustment and trading at ZMK 36.39 compared with the ZMK36.41 recorded in the last two weeks

The prices for the free range chickens averaged ZMK 56.95 up from the ZMK56.87 recorded in the same period.



Source: Poultry Association of Zambia

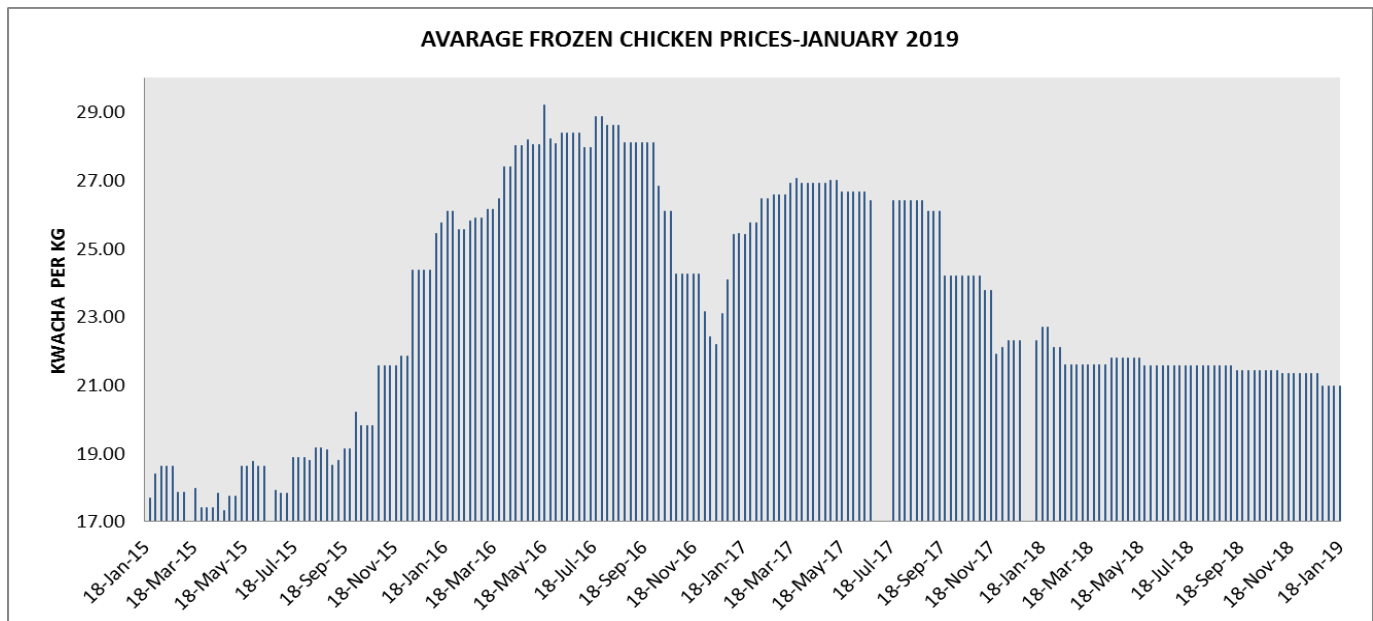
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## WHOLE DRESSED CHICKEN PRICES SHOWS SOME REDUCTIONS IN JANUARY



The prices for the frozen chicken shows some reductions since the beginning of the year. The average price for the whole frozen chicken in Lusaka now trading at about ZMK 20.98 compared with the ZMK 21.43 recorded in December 2018. The lowest price in some chain stores is now trading at ZMK 17.99 compared with the ZMK 18.99 per kg while the highest is trading at ZMK 27 per kg. The chicken sizes are ranging between 1.3kg to 1.7kg in different stores. Please note that the prices are obtained from Pick n Pay, Shoprite, Zambeef, Melisa supermarket and Cheers Stores. Different outlets have different pricing models hence the figures displayed is an average price for all the sampled chainstores. It should also be noted that these are Lusaka prices only.



Source: Poultry Association of Zambia

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## AVERAGE PRICES FOR THE POINT OF LAY REMAINS UNCHANGED



The prices for the point of lay registered no movements during the course of the week. The average price is still ranging between ZMK69 to ZMK82 per bird depending on the supplier.

Yielding Tree, one of the major suppliers of point of lay is offering good incentives to the farmer based on volumes. The point of lay will be available in February 2019

Great Guwei Farm has point of lay selling at competitive prices. The point of lay will be ready in March 2019

Cholimba Farm in Mkushi has point of lay on sale and will ready in March 2018

Base-Farm Pullet rearers also have birds available at competitive prices and ready for collection.

For the beginners who are interested in getting battery cages, cage price ranges between ZMK2700 to ZMK8000 depending on the capacity and also the sources of the cages.

## NATIONAL RETAIL AVERAGE EGG PRICES REGISTERS SOME UPWARD MOVEMENTS

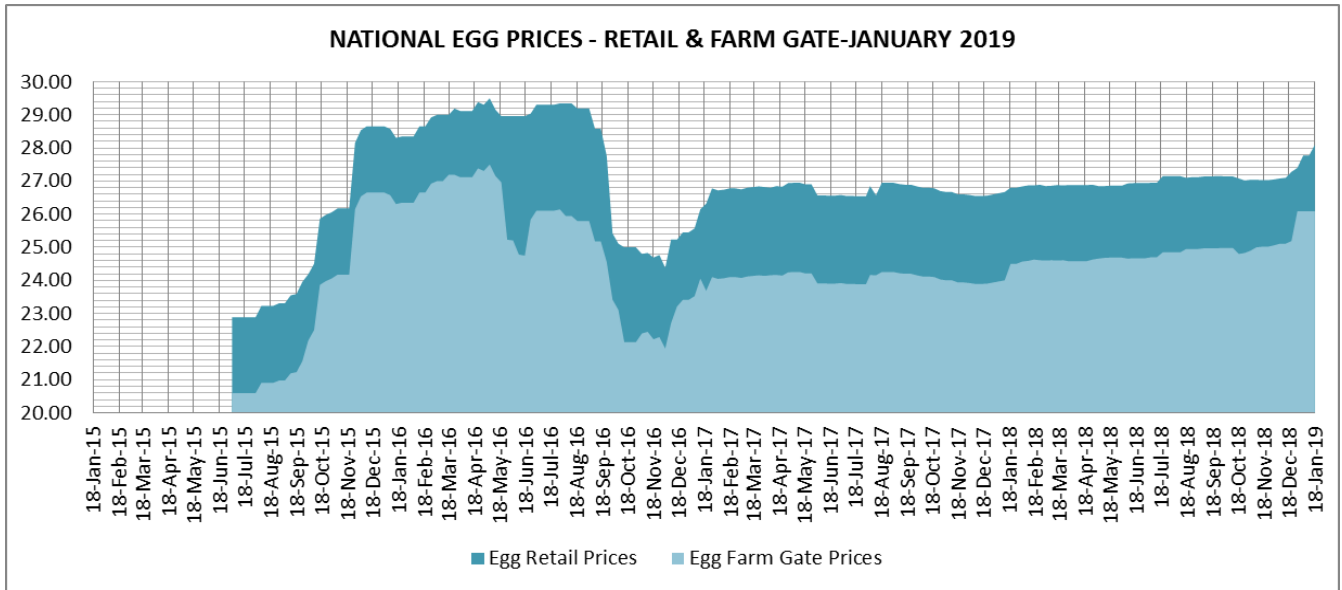


There was no significant price change in the egg subsector during the course of the week.

The retail prices in markets that are operating within Lusaka averages between ZMK 26.09 to ZMK28.10 per tray for large eggs, and medium eggs while smaller eggs are trading between ZMK23 and ZMK24 farm gate price. No change on the prices of pullet eggs which are still trading between ZMK18 and ZMK20 per tray. Further, retail prices in some Chainstores have also remained unchanged, averaging between ZMK32 to ZMK35 per tray of 30 eggs depending on the supplier and packaging.

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Source: Poultry Association of Zambia

## AVERAGE STOCK FEED PRICES REMAINS STABLE



The national average prices for broiler and layer feed this week remained stable. The prices of stockfeed have been on an increase since July 2018 owing to a number of factors which among them include the prices and availability of both maize and soyacake, the increase in the fuel pump price and the unstable currency.

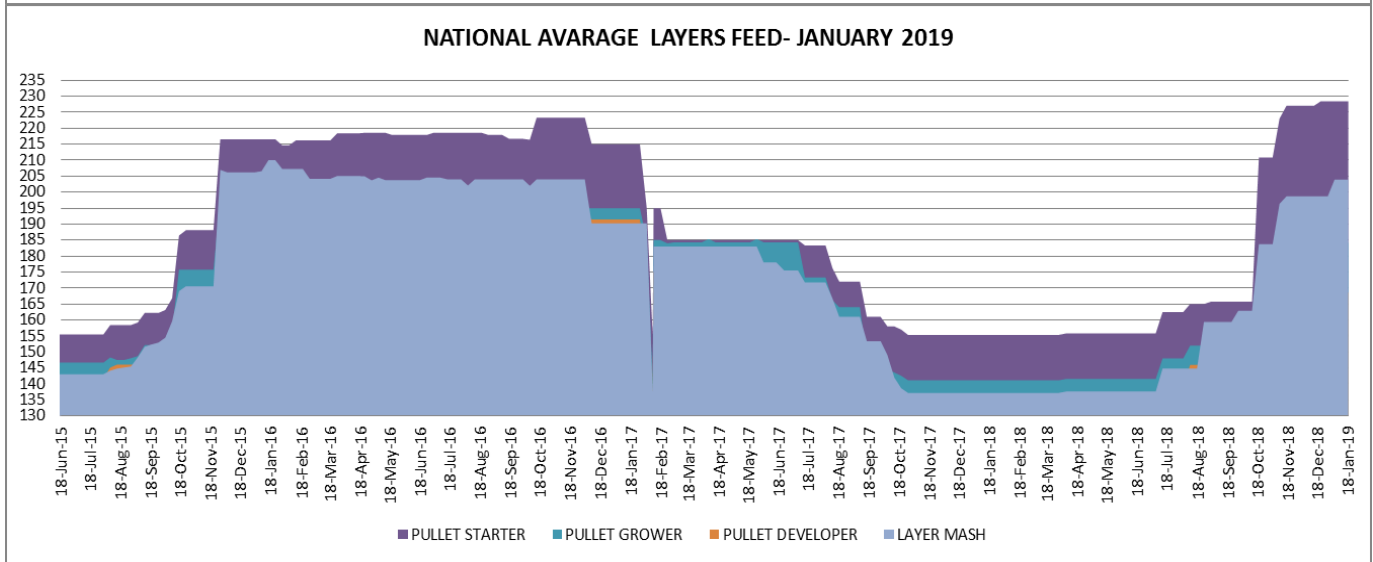
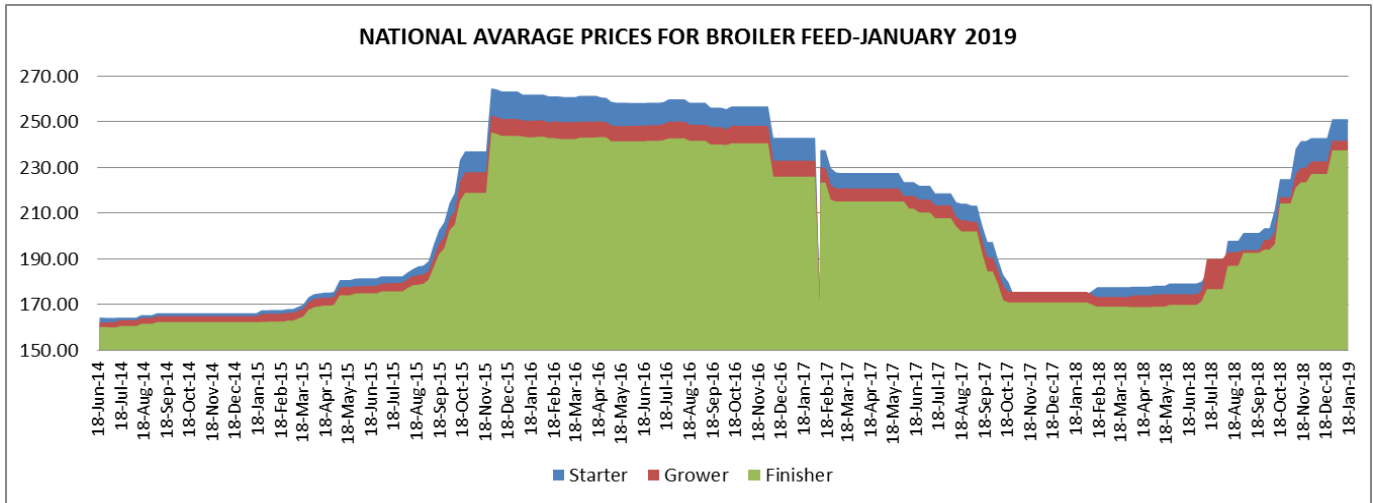
Broiler starter is now trading at ZMK251.34 from ZMK 242.94 recorded at the end of December 2018. Broiler Grower is trading at ZMK241.75 from ZMK232.69 recorded in the same period. Broiler finisher is averaging ZMK 237.56 from ZMK227.23 recorded in the same period.

In the same way, the layer feed prices have been adjusted upwards. Layer feed is still trading at an average price of ZMK 220.45 from ZMK 210 for starter, ZMK 188.14 from ZMK 175.76 for pullet grower, ZMK 168.63 from ZMK166.91 for pullet developer and finally ZMK 203.91 from ZMK196.37 for layer mash.

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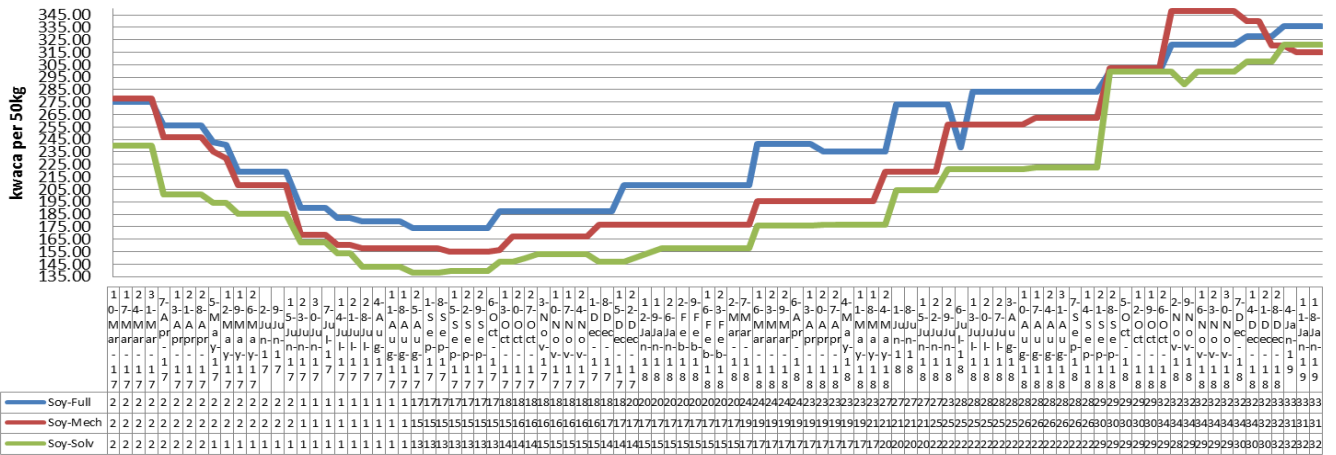


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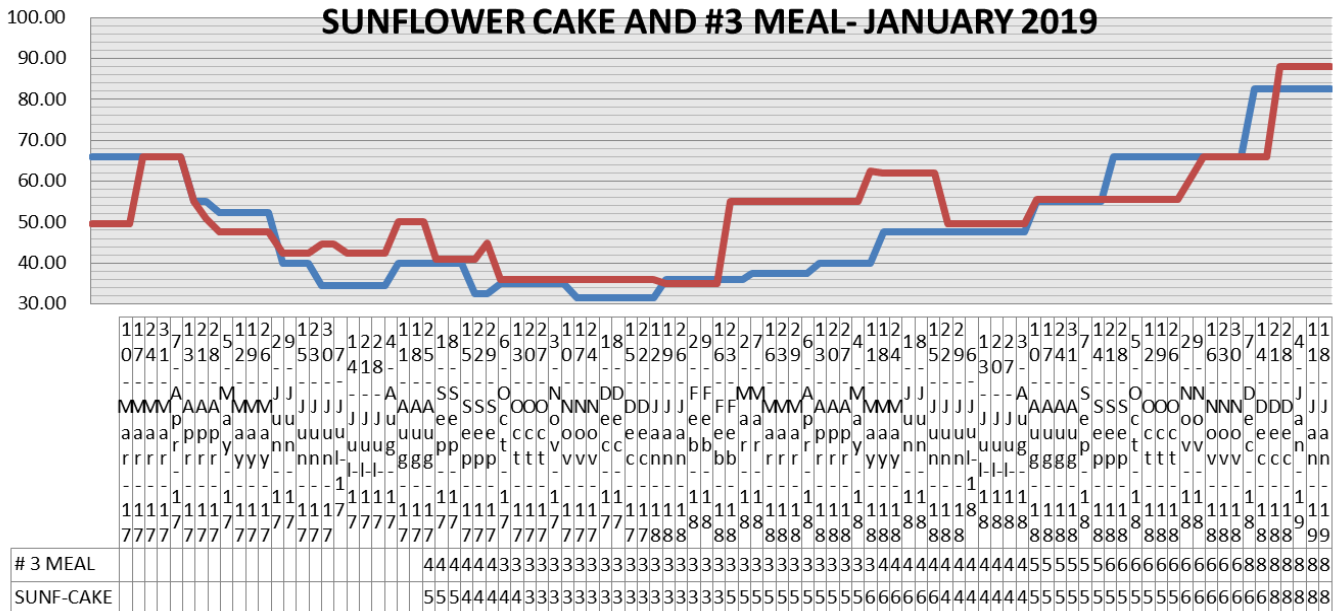


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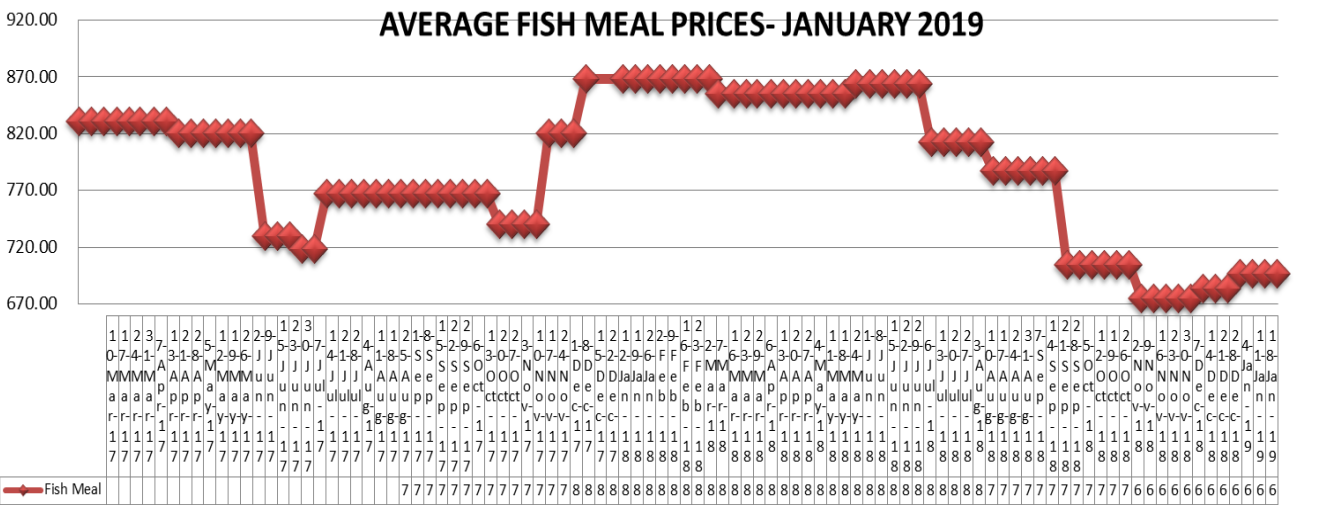
## SOYAMEAL PRICES- JANUARY 2019



## SUNFLOWER CAKE AND #3 MEAL- JANUARY 2019



## AVERAGE FISH MEAL PRICES- JANUARY 2019





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