

University of Nebraska - Lincoln

DigitalCommons@University of Nebraska - Lincoln

INTSORMIL Presentations

International Sorghum and Millet Collaborative
Research Support Program (INTSORMIL CRSP)

12-2010

Reflections on the SUA-INTSORMIL Project (2005-2011), Sokoine University of Agriculture

Joseph J. Mpagalile

Sokoine University of Agriculture, jjmpagalile@yahoo.com

Wenceslaus R. Ballegu

Sokoine University of Agriculture

Follow this and additional works at: <https://digitalcommons.unl.edu/intsormilpresent>



Part of the [Agricultural Economics Commons](#), and the [Agronomy and Crop Sciences Commons](#)

Mpagalile, Joseph J. and Ballegu, Wenceslaus R., "Reflections on the SUA-INTSORMIL Project (2005-2011), Sokoine University of Agriculture" (2010). *INTSORMIL Presentations*. 33.
<https://digitalcommons.unl.edu/intsormilpresent/33>

This Presentation is brought to you for free and open access by the International Sorghum and Millet Collaborative Research Support Program (INTSORMIL CRSP) at DigitalCommons@University of Nebraska - Lincoln. It has been accepted for inclusion in INTSORMIL Presentations by an authorized administrator of DigitalCommons@University of Nebraska - Lincoln.

REFLECTIONS ON THE SUA- INTSORMIL PROJECT (2005-2011)

SOKOINE UNIVERSITY OF AGRICULTURE



Department of Food Science and Technology

Prof. Joseph J. Mpagalile (jjmpagalile@yahoo.com)

Dr. Wenceslaus R. Ballegu

GENERAL OBSERATIONS

The Training Package

- ▶ The training package from FPC (UNL) forms a good basis to start from
- ▶ Training materials need customization to suit the local conditions
- ▶ The package exclusively focuses on food processors only. It should address other actors along the value-chain, especially on the supply chain (farmers and traders)



- ▶ Originally the training was designed for one day. It should be extended to 2 days (to cover both theory and practical)

GENERAL OBSERATIONS

Research Strategy and Approach

- ▶ The Research Strategy and Approach are appropriate (are based on proven experience of the FPC (UNL) (20+ years))
- ▶ Starts with training of processors (*Idea to Product*) and (*Product to Profit*) – theory and practical
- ▶ Allows flexibility to the use of existing localized educational materials
- ▶ Involves continuous/regular M&E to allow timely response to changing conditions/situations
- ▶ Targets to work closely with local machine manufacturers to re-engineer sorghum processing machines that are not readily available in the local market

GENERAL OBSERATIONS

- ▶ **For sustainability, the project did two things;**
 - **Extended program expertise by training at PhD level 2 project team members (1 from Tanzania and 1 from Zambia)**
 - **Shared widely educational and dissemination materials to interested stakeholders (NGOs, Local Government Authorities, media etc)**

GENERAL OBSERATIONS

Selection of Stakeholders to work with

- ▶ **Work closely with Local Government Authorities (LGA) to identify the people/groups to work with**
- ▶ **Start with a large number of processors/groups as a significant proportion will drop out along the way!**
- ▶ **You need a multidisciplinary team, including a sociologist to handle challenges associated with group dynamics (often leading to group disintegration)**
- ▶ **At a level of small-scale sorghum processing, women groups are more serious/determine than groups of men or youths**

SPECIFIC OBSERATIONS

Stakeholders of interest along the Value Chain

- ▶ **Farmers (sorghum producers)**
- ▶ **Supply Chain Traders**
- ▶ **Small-scale processors**
- ▶ **Large-scale processors**
- ▶ **Product retailers**
- ▶ **Supermarkets**

SPECIFIC OBSERATIONS

Farmers

- ▶ **Most of them have low level of education**
(Therefore, work closely with the local extension agents)
- ▶ **They resist changes (they prefer to use traditional ways that they are familiar with)**
- ▶ **Identify a few progressive farmers and work with them closely (one-on-one) so that they eventually act as role models**
- ▶ **Link farmers (who adopt and apply the good postharvest handling practices) with reliable markets that offer better prices**
- ▶ **They lack good storage facilities for long storage. Compelled to sell the product soon after harvest (hence low prices)**
- ▶ **They complain of lack of reliable markets for their sorghum**

SPECIFIC OBSERATIONS

Supply Chain Traders

- ▶ They are more united than farmers and they use this unity to dictate sorghum prices: *buying price* and *selling price*
- ▶ They try hard to discourage direct communication between farmers and processors (this is increasingly becoming difficult)
- ▶ They demand farmers to produce high quality sorghum grain (HQSG) but they are not willing to pay good price for HQSG!
- ▶ They prefer to buy sorghum cheaply at the time of harvest, stock for some time and wait for better prices. Some traders lack good storage facilities – hence the grains lose quality

SPECIFIC OBSERATIONS

Small-scale processors

- ▶ They process a wide range of sorghum products (the main ones are: ready-to-eat snacks, “*Lishe*” and sorghum flour)
- ▶ Low volume of production (less than 3 tonnes per month)
- ▶ Some work as individuals but most work in groups
- ▶ They are very concerned with the poor quality of sorghum from farmers (sand contamination, mould growth, insect infestation)
- ▶ They are prepared to pay premium price for HQSG
- ▶ Poor working facilities and poor working premises (hence hard to register their businesses: **LGA**, **TFDA** and **TBS**)
- ▶ Sorghum de-hulling is principally done by mortar and pestle (one of the biggest snags for business expansion)

SPECIFIC OBSERATIONS

Large-scale processors

- ▶ Large volume of production (more than 30 tonnes per month)
- ▶ They are few in number and are located in big cities
- ▶ They do not buy sorghum directly from farmers
- ▶ They are still reluctant to invest heavily in sorghum business
- ▶ They have equipment to sort clean grains from rubbish / contaminants. The processor pays only for the clean grains. This minimizes product adulteration
- ▶ They are concerned with the low quantity and quality of sorghum obtained from farmers. At times they are forced to import.

SPECIFIC OBSERATIONS

Product Retailers

- ▶ Are the main distributors of shelf-stable sorghum products (“Lishe” and flour)
- ▶ They demand products of consistently good quality. Some processors fail to meet this condition!
- ▶ They prefer registered products (TFDA and TBS) but they also accept non-registered products
- ▶ Majority take products on credit and pay only after sale. This limits the operation of processors (small working capital)

SPECIFIC OBSERATIONS

Supermarkets

- ▶ **At the moment supermarkets are not involved very much in the distribution of shelf-stable sorghum products**
- ▶ **Some reasons for their low involvement include;**
 - **Low level of production of these products (most of these are produced by small-scale processors)**
 - **Most of these products are not registered with TFDA and TBS**
 - **Lack of consistency in product quality produced by some processors (variability from one batch to another)**

RECOMMENDATIONS

- ▶ **When adopting this model to other places, the model must be customized adequately to suit the local conditions**
- ▶ **Implementation of the model should involve more stakeholders along the value chain (other than processors)**
- ▶ **Implementation should last long enough (at least 4 years) for meaningful impact – because it involves behavioral change on the part of stakeholders (farmers, traders, processors etc)**
- ▶ **The projects should have own vehicles. This is because most project sites are far away from the project hosting institutions – hence high costs of transport**



Thank You
for your
Attention