

CALL YOUR NEAREST BRANCH

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■ GABORONE BRANCH

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■ MOSHUPA BRANCH

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Moshupa

■ KANYE BRANCH

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Kanye

■ PITSANE BRANCH

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Tel: 492 0291
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Palapye

■ MOLEPOLOLE BRANCH

Tel: 590 6050

■ TUTUME BRANCH

Tel: 247 0005

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Tel: 588 3311

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Tel: 241 3870
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Francistown

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Fax: 680 0978
Maun

■ PANDAMATENGA BRANCH

P.O. Box 107
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Fax: 623 2204
Kasane

■ MAHALAPYE BRANCH

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CALL YOUR NEAREST SALES OFFICE

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■ Kasane Sales Office

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■ Ghanzi Sales Office

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■ Werda Sales Office

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■ Kang Sales Office

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Tel: 651 0343

■ Selebi Phikwe Sales Office

Tel: 261 0455
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www.bamb.co.bw



Your One Stop
Agricultural Shop

OUR MANDATE

The Botswana Agricultural Marketing Board (BAMB) was established by an Act of Parliament, No. 2 of 1974. It is mandated to provide a market for locally grown scheduled crops such as cereals, pulses/beans and oilseeds, and to ensure that adequate supplies exist for sale to customers at affordable prices.

Powers of BAMB conferred by the Act

- Purchase or obtain supplies from any source
- Set prices for purchase or sale of produce
- Import or export any scheduled produce
- Arrange for transport, storage, processing and sale of scheduled produce
- Enter into any transaction which, in the Board's opinion, will facilitate proper discharge of its functions.

The Act also requires BAMB

- To cover its operating costs from revenue generated from its trading activities
- Establish a Stabilization Fund through a Parliamentary appropriation – primarily to stabilize prices.

STRATEGIC FOUNDATIONS

Currently BAMB operates fourteen (14) branches and twenty three (23) sales offices countrywide where it buys, stores and sells produce and inputs. BAMB has storage capacity in excess of 100 000 metric, 85,000 mt of which is of silo space at Pitsane, Francistown and Pandamatenga and the rest is made of warehouses.

VISION

To lead, to empower and grow the market for agricultural products and services

MISSION

To provide a stable agricultural market that is efficient and fair in support of national food security.

VALUES

- INNOVATION
- INTEGRITY
- TEAMWORK
- EFFICIENCY

PRODUCTS & SERVICES

BAMB offers the following to the farming community and consumers:

- **Agricultural Produce:** buying, packaging, processing and selling locally grown produce such as:
 - **Cereals:** - sorghum, maize and millet.
 - **Cowpeas and Beans:** - Tswana cowpeas, Purple cowpeas, Black-eyed beans, White haricots, Jugo beans, Tepary beans and China peas.
 - **Oilseeds:** - groundnuts and sunflower.
- **Processed Foods:**
 - **Mosuthane:** dehulled sorghum grain with no added preservatives
 - **Ntlatlawane:** sorghum whole meal with no added preservatives
- **Agricultural Farming Inputs:** BAMB sells different types of fertilizers; hybrid seeds, vegetable seeds, agrochemicals and packaging materials for agricultural produce.
- **Animal Feeds:** BAMB stocks a wide range of animal feed, for cattle, poultry, piggery, game and small stock. BAMB has recently introduced Sunflower cake to its line of products.
- **Veterinary Services**
BAMB provides advisory role to the livestock farming community throughout all the business centres and also sells veterinary requisites. BAMB sells a broad range of vaccines, dips, dewormers, antibiotics, veterinary instruments, antibiotics, mineral and vitamin supplements for livestock and poultry. We also sell day old chicks, poultry equipment and medications. All business centres have trained and qualified Sales Agents to offer appropriate advice to the livestock farming community.
- **Custodian of Government Strategic Grain Reserve:** BAMB is contracted by the Government of Botswana to manage its Strategic Grain Reserve (SGR) for national food security purposes. BAMB has been managing and maintaining the government SGR for more than twenty 20 years. The government has increased SGR from 10,000 Mt of sorghum to 70,000 Mt comprising 30,000 Mt of Sorghum, 30,000 Mt of Maize and 10,000 Mt of beans.
- **Product Development and Market Information:** BAMB provides guidance in product and market development for locally grown rain fed produce and also informs farmers about market conditions ahead of planting to guide them to plan their production as well as to access financial support from lending institutions. The information imparted to farmers typically includes, crops that the market demands, price projections and other market opportunities in the grain industry.
- **Contract Farming:** Under this scheme BAMB identifies a market for a particular crop and contracts farmers to produce and supply BAMB with crops such as sorghum, maize, cowpeas or beans at agreed prices and quantities prior to planting. This helps to minimize farmers' exposure to price risks due to price fluctuations dictated by market conditions, hence empower local farmers to commercialize their arable farming operations. This arrangement facilitates forward buying and selling of commitments well ahead of delivery of the physical commodity. This facility is open to any farmer who produces locally provided he can produce 5Mt or more per crop. Smaller farmers can combine their produce to meet the minimum of 5Mt.

The benefits include among others:

- Since these are minimum price contracts, they offer producers 100% guarantee on a minimum price for the product. In instances where buying (market) prices drop during harvest season, the farmer's income is secured.
- The producer also benefits if market prices rise above the contract price because BAMB will pay the higher of the two at delivery time.
- It gives farmers an opportunity to budget and plan their farming operations well in time.
- On delivery, the producer is paid promptly (i.e. within 7 days).

SETTING OF PRODUCER PRICES

The grain market is highly competitive and influenced by supply and demand conditions. When shortages occur in the market, prices rise and conversely they drop when there is excess in the market. As a result market prices constantly fluctuate within a season and may vary widely from one year to another. Botswana being a net importer of grain is exposed to external market conditions since imports directly compete with locally produced grain because local agro-processors (millers) are free to import grain if it is cheaper to do so. As a result the Botswana Agricultural Marketing Board (BAMB) is forced to set producer (buying) prices in parity with imports using the South African Futures Exchange (SAFEX) as a benchmark.

In an effort to stabilize the ever fluctuating commodity prices and build confidence in the local market, BAMB sets producer prices on a monthly rather than daily basis during the harvest period from April to September. In some instances when market conditions permit and local produce is of higher quality than imports, BAMB is able to set buying prices above the market.