

Bean Sourcing Methods by Gender Among Nigerian Cocoa Marketers

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ABSTRACT This paper analyses the methods of sourcing for cocoa beans by marketers in Nigeria. Data were obtained from a study carried out in Idanre, a town in Ondo state of Nigeria between April 2000 and April 2001. Stratified random sampling technique was used in selecting 150 respondents. The study reveals that marketers who got their beans by planting some and complementing some by other purchases have the highest overall mean gross profit (N2, 079,314) but the difference in the mean gross profit of marketers using any of the sourcing methods is not significant at the ten percent level. The study also reveals that female cocoa marketers were more efficient than their male counterparts in terms of efficient utilization of resources whether mindful or regardless of sourcing methods used. It was concluded that the mostly patronized source of cocoa beans was from farmers, which were achieved by granting loans or supplying some inputs to farmers during the planting season, and collecting dried cocoa beans later in return. It is therefore recommended that male marketers should make more use of “see and buy” method to prevent them from falling victim of fraudsters, female marketers should increase the volume of cocoa they market because dealing with low volume limits their total profits, and finally, cocoa marketers are advised to use any of the cocoa sourcing methods, hence there is a dare need to increase cocoa production.