

Information Flow along Catfish Marketing Channels in Nigeria: Whither the Role of Mobile Telephony?

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INFO

Received 16 Oct 2014

Accepted 29 Dec 2014

Available on-line 14 Jan 2015

Responsible Editor: M. Herdon

Keywords:

Semantic Web, grain drying and storage, heat and water transport, edge detector and geometry modeler, FEM inverse problem solver

ABSTRACT

The objectives of this study were two-folds. First, examined the use of mobile phone technology to facilitate catfish marketing and second, identified the determinants of variations in the frequency of mobile phone use for catfish marketing among agents involved in the marketing chain. The study was carried out in Kwara-state, Nigeria. One hundred and forty respondents were stratified and randomly sampled and data was collected through the use of well-designed questionnaires. Descriptive and Poisson regression model were used to analyze the data. The study identified the use of mobile phone along five communication channels used for catfish marketing. Annual income generated from catfish business was significant in explaining variations observed in the frequency of mobile phone use ($p < 0.05$). Findings imply that use of mobile phones can assist in the commercialization process of the catfish marketing and may help to forestall possible market failure. The study recommends the need for policymakers and the private sector to facilitate means of enabling access to mobile use. Furthermore, similar study can be conducted in the rural areas to ascertain specific determinants of mobile phone uses for agricultural marketing in the less urban areas.

1. Introduction

Despite the ups and downs, aquaculture continues to grow at an increasing rate and it is one of the fastest growing food sectors in the world. In Africa, aquaculture production is less impressive. In 2008, total aquaculture production in Africa was 1.71% of world production out of which Egypt alone accounted for 73% (FAO Fishstat, 2008). Nigeria is the second largest aquaculture producer in Africa with farmed catfish accounted for approximately 90 percent of Nigeria's domestic annual fish production (Cat Fish Supply Chain, 2008). Over the years, Nigeria has witnessed a steady rise in the demand for domestic catfish. This may be due to rise in average incomes and increasing taste and preferences for white meat. To satisfy this demand, Nigeria has become one of the largest importers of fish in the developing world, bringing in some 600,000 metric tonnes (MT) annually (Hempel, 2010). Furthermore, aquaculture and farm-raised catfish have been identified as a growing source of income for farmers in Nigeria. As shown by Hempel, Nigerian catfish industry provides approximately US\$75 million in revenues at the farm gate and accounts for nearly US\$180 million in consumer spending. The sector equally contributes to the employment of nearly 25,000 people, with the majority (over two-thirds) employed as restaurant workers (Hempel, 2010).

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Despite these encouragements, Nigerian catfish farmers indicate that the marketing of fresh catfish is among other things fraught with information asymmetry among the major actors in the enterprise (Catfish Supply Chain Program, 2008). In some cases, primary wholesalers in the enterprise have been noted to shield their sources of supply from secondary wholesalers and retailers. Furthermore, in some locations, retailers feel that they have to pay higher prices than necessary because they are unable to buy direct, or at least need better information about the selling prices at the farm.

However, with the increased subscription to mobile telephony use among Nigerian agricultural households, concerns about the telephony-divide have shifted from physical access to imbalances in its effective use for information and communication particularly within the multi-faceted context of agricultural value chain (Zhang et al., 2010). This is relevant because getting the right information, when and where needed, in a language understood and can be easily accessed are recognized as vital to the success of the agricultural sector as the right type of soil, adequate water, sunlight and any other input. Integration into the value chain therefore, poses an increasing challenge to resource-poor producers when asymmetries occur in access to information among stakeholders (Animashaun et al., 2014).

These salient but critical features underscore the rationale for considering the existing role of mobile telephony subscription to catfish marketing analysis. To empirically account for these, this study examined how the use and access to mobile phone for catfish farming activities enhances small-scale catfish actors' marketing activities in Kwara state, Nigeria.

Specifically this study

- mapped out the communication linkages available *via* mobile telephony for catfish marketing; and
- examined the determinants of frequency of mobile phone use for catfish marketing activities.

This study is important in informing better investment decisions on infrastructure provision to agricultural actors at both ends of the supply chain—the small scale producers and consumers.

2. Conceptual Framework and Literature review

Conceptually, the social network theory could contribute to a better understanding of the role of social networks in the value chain approach: the concept of embeddedness and the development of innovation through networking. The idea of embeddedness argues that the performance of either an individual or an organization depends on how that actor is tied into a larger web of social connections. Hence, it stresses that economic relationships cannot be easily separated from social ties Granovetter (1973). The concept of embeddedness is closely associated with Granovetter's concept of 'weak ties': weak ties are more likely to link members of different small groups than are strong ones, as: *those to whom we are weakly tied are more likely to move in circles different from our own and will thus have access to information different from that which we receive.* (Granovetter 1985). Weak ties are more likely to diffuse information and traverse social distances than strong ones. They can act as a bridge, connecting two points of a network by providing the only path between them (Granovetter 1973).

A lot of studies conducted at different times have corroborated this concept. Better communication via mobile networks leads to a reduction in the frequency of journeys and the

time and expense afforded to travel, with an additional key benefit of enhancing the ability of poor communities to respond more quickly to emergencies (Mutu and Yamano, 2009; Aker, 2008; Jensen, 2007; Overa, 2006; Animashaun et al., 2012). Sife *et al* (2010) reports that four fifths of a sample of households in Morogoro, Tanzania experienced improved or greatly improved efficiencies in the conduct of social and productive activities, due to mobile phones, particularly when the costs associated with communication over large geographical distances were reduced. Peer-reviewed studies have pointed towards greater efficiencies in information search (De Silva, 2008) and in the coordination of multi-level local activities in agricultural value chains that are geographically extensive and organizationally complex (Overa, 2006). This study adopts the approaches of previous studies but differs in the choice of its area of study.

3. Methodology

The study was conducted in Kwara State, Nigeria. The study area has established small-scale culture catfish and several outlets exist for catfish marketing. Ilorin town was selected for the survey because it is the capital city of the study area and as such is a cosmopolitan with higher records of mobile phone subscription.

A 2-stage sampling technique was adopted for this study. The first stage involved the stratification of the active agents involved catfish marketing. A stratified sample of small-scale farmers, wholesalers, retailers and small-scale processors were sampled. The second stage involved a probability to proportional sampling technique relative to the population in each stratum. A breakdown indicates that approximately; 70 small-scale catfish farmers, 10 catfish wholesalers, 30 retailers and 20 processors in catfish enterprise were sampled for the study. On the aggregate, a total of 130 respondents were sampled. The data were collected through personal interviews around the months of March-May, 2012 using a pre-tested questionnaire. Data collected included respondents' socio-economic characteristics, farm-specific characteristics and marketing activities.

3.1 Analytical and Empirical Strategy

This study employed descriptive statistics, flow chart analysis, matrix analysis and the Poisson regression model for analyzing the study objectives.

The frequency of mobile phone use by respondents for catfish transactions in this study refers to the number of calls made and received by a respondent for catfish transaction purposes. They include calls made to and those received among producer, retailer, and wholesaler for marketing catfish purpose. The number of calls made assumes a non-negative integer values of discrete nature and are non-normal and hence are well estimated with the Poisson Regression Model (PRM) Winkelmann and Zimmermann, (1995) Greene (2008) Kirui, et al., 2010; Animashaun *et al.*, 2012 PRM density function is given by 2008; Wooldridge, 2002):

$$F(y_i/x_i) = \frac{e^{-\lambda(x)} \lambda^{y_i} (x)^{y_i}}{\Gamma(1+y_i)} \dots\dots\dots(1)$$

Where $\lambda_i = \exp(\alpha + X' \beta)$ and $y_i = 0, 1, \dots$, i is the number calls made or received with respect to catfish marketing by the respondents; X = a vector of predictor variables.

Following Wooldridge (2002) and Greene (2003; 2008) the expected number of the events, y_i per period is given as:

$$E(y_i/x_i) = \text{var}[y_i/x_i] = \lambda = \exp(\alpha + X' \beta) \dots\dots\dots(2)$$

for $i = 1, 2, \dots, m$

The specific implicit functional form of the model estimated to examine the determinants of frequency of use of the mobile phone for catfish transaction is given as; Number of calls by the i th respondent = f (age, literacy, gender, occupation, fare to market, presence of electricity, presence of telephone operator service, log of income from catfish enterprise literacy, log of farming experience, own phone, group membership, dummy for role of respondent in the channel) + e

4. Results and Discussion

4.1 Respondents' socio-economic characteristics are defined in Table 1.

Table 1. Socio-economic Distribution of Respondents

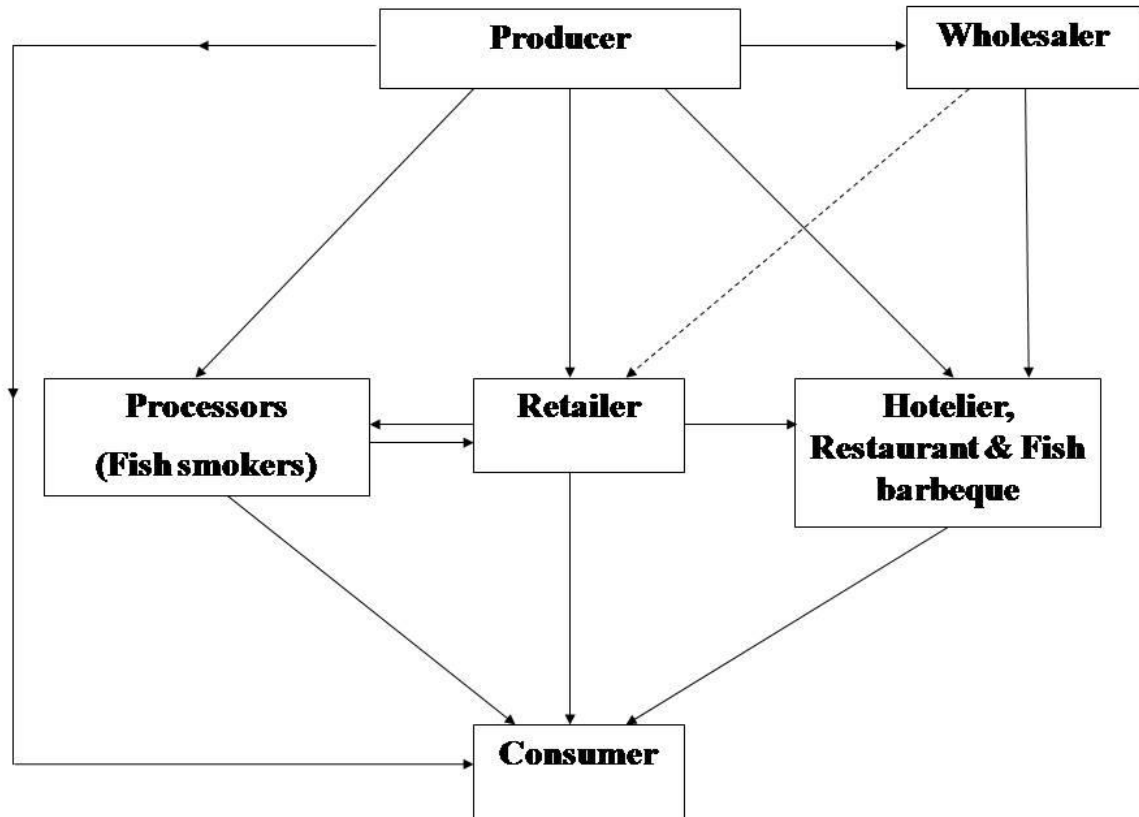
| Respondent's strata | Sex | | Membership of registered association | | Literacy | | Mean Experience (Std error) | Mean Income (Naira) | Mean calls made per week (std error) |
|---------------------------|----------|------------|--------------------------------------|--------|--------------|---------|-----------------------------|---------------------|--------------------------------------|
| | Male (%) | Female (%) | Yes (%) | No (%) | Literate (%) | Non (%) | | | |
| Producers (n=70) | 94.2 | 5.8 | 50 | 50 | 100 | 0 | 7.8(1.05) | 1,660,478 | 11.2 (0.91) |
| Wholesaler (n=10) | 100 | 0 | 70 | 30 | 100 | 0 | 5.1(0.27) | 1,840,000 | 13.8(1.95) |
| Fish Processors (n=10) | 90 | 10 | 30 | 70 | 100 | 0 | 5(0.74) | 1,294,500 | 13.9(1.86) |
| Retailer (n=30) | 90 | 10 | 60 | 40 | 66.7 | 33.3 | 5.6(0.6) | 1,444,330 | 11.4(1.06) |
| Hotelier/barbecues (n=10) | 80 | 20 | 30 | 70 | 90 | 10 | 5.6(1) | 750,873 | 9.5(1.7) |

Source: Field survey

As revealed in Table 1, male appears to be the dominate gender of the actors involved in the catfish market chain in the study area. This may be specifically due to the nature of the venture or as a result of socio-cultural stereotype that predominate in the study area. The literate level was high for virtually all actors except for the retailers where 33% could not read and write. Average total income from catfish venture was highest for the wholesalers followed by the producers and the retailers respectively. This may be due to variation in the quantity of sale turnout and as expected, wholesalers may have a higher share of sales given their size of operation. Mean phone call with respect to catfish marketing was highest fish processors closely followed wholesalers.

4.2 Communication Patterns Established via Mobile Telephone among Agents for Catfish Marketing

The communication channels via mobile phone used for catfish marketing is presented in Figure 1.



Source: Field survey, 2012

Figure 1. Schematic chart of the communication channels employed for catfish marketing in the study area.

The study information identified the communication channels used for catfish marketing. From these results it was observed that market information flowed from producers to consumers through five different but interconnected linkages.

Specifically, the identified categories can be summarized as follows:

1. Producers \longrightarrow Consumers (Channel 1)

In this category, the study identified a direct communication linkage between the producers and consumers for the sales of catfish. Catfish is usually sold at farm gate while in some instances, consumer can make a phone call and request for house delivery of live catfish from the producers.

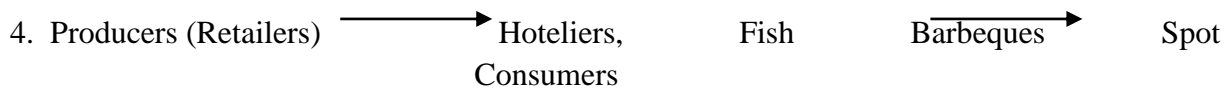
2. Producers \longrightarrow small-scale processors \longrightarrow local retailers

The study equally observed that a communication linkage exist through the use of mobile phone among the producers, small-scale processors (fish smokers and driers) and the final

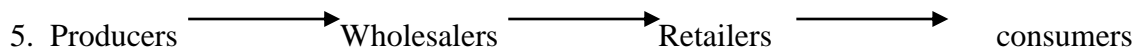
consumers. In some instances, small-scale processors would request about the availability of catfish and negotiate on the sizes and quantity requested as well as the location of the fish farm from the producers. The processors may equally be the market retailers or contact, through mobile phone, a market retailer who would eventually sell it to the final consumer.



The third identified channel exists between the retailers and the producers for the purchase of catfish. The study identified that retailers make negotiation with producers with respect to the availability, sizes and pricing of catfish before making the eventual contact for purchase.



The fourth communication channel used was identified between the agents engaged production and retailing and agents engaged in the food processing sector like hoteliers and fish barbecue spots. Fish barbecue spots are springing up rapidly in the study area. This may be due to the increasing population size, raising income and taste and preference of consumers. The hoteliers and fish barbecues operate on a relatively low but consistent demand for catfish which they source from producers and on other occasions from the retailers to meet up with consumers demand. The hoteliers in some instances buy large quantities of catfish stock from the producers and keep them in a make-shift pond to be killed as the need arises. The hotel and restaurant operators expressed that during dry season when catfish supply is relatively low; they usually buy at retail prices from the retail outlets across the study area.



Finally, the study observed a communication channel via mobile phone for marketing purpose between the wholesalers and the producers on one leg and between the retailers and wholesalers on the other hand. The wholesalers buy catfish in bulk from several small-scale catfish farmers and distribute within and outside the study area. In other to meet up with the demand, wholesalers make contact with the farmers ahead to fix a time for ascertaining the sizes and quantities of catfish available. The wholesale usually sell to retailers and processors within and outside the study area.

4.3 Determinants of Frequency of Mobile Phone use for Catfish Marketing

The result of the determinants of variation in the number of phone calls made and received per week with respect to catfish marketing is presented in Table 2

Table 2. Socio-economic Determinants of Frequency of Phone Calls

| Independent variables | Coef. | Std. Err. | Z | P>z | [95% Conf. | Interval] |
|--------------------------------|------------|-----------|-------|---------|---------------|-----------|
| Sex | -0.0471593 | 0.2223803 | -0.21 | 0.832 | -0.4830166 | 0.388698 |
| Experience | 0.0088267 | 0.0073771 | 1.2 | 0.232 | -0.0056322 | 0.0232856 |
| Marital status | 0.0785888 | 0.1032566 | 0.76 | 0.447 | -0.1237904 | 0.2809681 |
| Catfish as major Income source | 0.0289579 | 0.1001942 | 0.29 | 0.773 | -0.1674191 | 0.2253348 |
| Catfish Annual Income | 3.34E-08 | 1.64E-08 | 2.04 | 0.042** | 1.23E-09 | 6.55E-08 |
| Membership of association | 0.0000275 | 0.0000381 | 0.72 | 0.47 | -0.0000472 | 0.0001022 |
| Constant | 2.185537 | 0.2608302 | 8.38 | 0.00*** | 1.674319 | 2.696755 |

**Goodness-of- fit
(Chi²)=161.8
Prob>chi2(40)=0.00
Log-likelihood=-
189.28525**

Source: Field survey

The results of the Poisson regression model parameters indicate the goodness of fit of the model (Chi²=161.8 df(40); p=0.00) in explaining the variations in the number of phone calls made by the respondents. Furthermore, the Poisson regression model estimated identified that of all the hypothesized factors, only the annual income gotten from catfish marketing was the only significant variable responsible for the variations (p<0.05), all other factors held constant. These findings indicate that agents with higher revenue from catfish enterprise make more phone calls.

The significance of these findings is that mobile phone use is required for facilitating commercialization of catfish industries enterprise in the study area.

5. Conclusion and Recommendation

This study examined the communication channels employed for catfish marketing and the determinants of variations in the frequency of mobile phone use for catfish marketing among the agents involved in the marketing chain. Descriptive and Poisson regression model were used to analyze the data.

The study identified five communication channels used for catfish marketing and underscored the importance of high income generated from catfish farming activity as a significant determinant responsible for the variations in the frequency of mobile phone use for catfish marketing in the study area. The implication of these findings is that use of mobile

phones can assist in the commercialization process of the catfish marketing and will help to forestall possible market failure as a result of the perishability nature of the catfish product.

In view of these, this study recommends the need for policymakers and the private sector to facilitate means of enabling access to mobile use. Furthermore, similar study can be conducted in the rural areas to ascertain specific determinants of mobile phone uses for agricultural marketing in the less urban areas.

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