

# The Seed

Seed Traders Association  
of Malawi (STAM)

Volume 3

First Edition 2023

M A G A Z I N E



**Importance, challenges, and solutions  
of post-harvest management**



# SEED-**CO**



## ZIMAYAMBA NDI MBEU YOYENERA



**KALULU**

- SC 301
- SC 303



**KANYANI**

- SC 419
- SC 423



**MBIDZI**

- SC 529
- SC 555



**MKANGO**

- SC 649
- SC 653



**MKANGO**

- SC 719
- SC 729



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**The Messenger**  
MEDIA





## PUBLISHER'S NOTE

**T**he processes that agricultural produce go through from the time they are harvested to when they get to the kitchen to be cooked - transportation, storage, preservation and so on puts a lot of stress on the products leading to loss of freshness and flavor.

Except the product is processed or chemically preserved (this is the case with the majority of what we eat) the food gets bad before it gets to consumers.

Post-harvest losses of cereal grains commence when maturity is reached in the field followed by a chain of post-harvest activities, which include harvest field drying, platform drying, threshing, winnowing, transport for home storage, transportation to market and market storage.

At each link, there are usually some dry matter weight losses as a result of grain being scattered or split, becoming rotten or consumed by pests.

Crop losses at each stage of the chain need to be minimized through application of specific recommended procedures.

This edition focuses on post-harvest management, and how seed companies assess the performance of their seed brands in terms of germination and distribution, and their take on crop insurance as a way to ensure farmers are covered when there are natural disasters (such as flooding waters, army worms) that can destroy their crops.

*Joseph Mzimbe*  
TMM Group Editor

# MEMBER ORGANISATIONS





# FOREWORD

**M**y warm greetings to all readers and seed value chain players. It is with honor and great pleasure that I present to you this edition of Seed Magazine that highlights developments in the seed industry. This publication will also serve as a vital medium for information dissemination to enable the achievement of key objectives of Seed Trade Association of Malawi (STAM).

With seed being the foundation of life and food security, in 2004, players in the seed industry decided to cooperate through the establishment of STAM to influence and strengthen policies and regulations that guide seed trade.

Today, STAM is proud to be associated with major policy changes that create a conducive environment for seed business in Malawi. STAM works closely with other stakeholders in the Agriculture sector in the implementation of various activities aimed at improving access to seed and raising awareness on the use of improved certified seeds and associated technologies.

We are delighted to work with Ministry of Agriculture in the implementation of key programs such as the Affordable Input Program (AIP). We welcome government initiative aimed at transforming the agriculture landscape through supporting private sector and farmer cooperatives in the implementation MEGA Farms. We are committed to delivering high quality certified seeds to the farming community.

On behalf of the Executive Committee of STAM and its Twenty-Five Members, I would like to thank Malawian Farmers for adopting improved agriculture technologies for increased food, income, and nutrition security. I further extend the Association's gratitude to development partners such as USAID and others for the support to the Malawi seed sector.

In Agriculture, research is key and we recognize the efforts by all agricultural research institutions in supporting the industry's great work.

Welcome and I hope you enjoy reading this edition.

*Chibondi Datitso Ngombi*

**STAM Chairperson**



# Importance, challenges, and solutions of post-harvest management



*Most farmers in the country lost lots of their harvests in storage due to pests and climatic conditions. The storage life shelf is shorten, quality compromised when they get contaminated by debris or pests, mold as a result, buyers offer them poor prices. On the other hand, such contaminants can endanger those who consume commodities, especially when substances such as aflatoxin and ochratoxin become present. The MESSENGER MEDIA JOURNALIST explores from various sources on what should be done to protect crops during storage.*

**P**ost-harvest management is a system of handling, storing, and transporting agricultural commodities after harvest. For some commodities such as maize, groundnuts, coffee and cocoa, post-

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“ *Proper management of post-harvest systems can serve as a major help in resolving various social and economic issues.* ”

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harvest activities may include drying and fermenting as well. The importance of post-harvest management has been established over the years—it strengthens the action chain that produces, transports, and processes food and all other related products that give sustenance to the world population.

Moreover, post-harvest management allows the effective planning on how to sustainably manage finite resources for the future. In other words, through effective post-harvest management, action can be done now so that the environment can sustain future generations.

During the post-harvest period, handlers and producers focus on preserving quality, quantity, and the safety of the commodities. For groundnut, beans and coffee producers



**Chikwati: Traditional storage method popularly used in the rural areas of Northern Malawi**

and traders, maintaining the integrity of the beans is important because it directly affects the price of the commodity. This means having to ensure that moisture, contaminants, and insects will not affect the quality of the commodities.

While extremely important, post-harvest management can be a difficult task for smallholder farmers in Malawi and many parts of the world as compared to industrial-scale agriculturists. Smallholders usually work with limited resources like manpower, financing, inputs, and others.

### ***Importance of Post-Harvest Management***

Proper management of post-harvest systems can serve as a major help in resolving various social and economic issues. A significant decrease in post-harvest loss can alleviate food insecurity all over the world. Simultaneously, food safety can be ensured by protecting commodities from mold growth and contamination. This will result in better health and empower small communities, which can, in turn, alleviate poverty.

### ***Challenges in Post-Harvest Management***

Challenges for producers, traders, and handlers are always present. Some of the factors that can affect post-harvest management include:

Agricultural inputs and structures are hard to obtain. The lack of infrastructure, proper knowledge, and the right technology can hugely affect yield and, resulting

from this, income. Investments on seeds, fertilizers, and other important pre-harvest inputs can go to waste if post-harvest handling is not done properly.

For smallholder farmers, lack of financial support can break their livelihood. A single year's poor harvest can amount to a loss of decades' worth of savings. This can be avoided by placing secure and reliable post-harvest systems. Financial support from both non-government organizations and government bodies can also give the difference needed by these farmers to have a successful, sustainable operation.

### ***Gender inequalities also play a role in agricultural challenges.***

Women farmers are often given less assistance and opportunities than what they actually need. Land ownership, as well as access to education, financial assistance, additional labor force, and infrastructure, are all challenges to the operation and livelihood of women farmers worldwide.

Changing technology is a big factor for post-harvest management as well. International standards for fumigation, for example, has been drastically changed due to concerns such as overuse of toxic chemicals. These shifts in technology can be difficult for producers, handlers, and traders to keep up with, especially when tied with a lack of financial support.

Another enormous challenge that the agricultural sector is facing is climate change. Adapting to the changes in



weather and being prepared for natural disasters such as drought, flash floods, hurricanes, and many more can be difficult.

### **Effects of Post-Harvest Management**

Mismanagement during the post-harvest season can have serious effects. Post-harvest losses occur in large-scale, with almost a third of the world's food going to loss or waste. In Sub-Saharan Africa alone, more than 333 million people were affected by food insecurity in 2016, according to World Hunger Organization.

At the same time, post-harvest loss greatly affects farmers' incomes. Losing a portion of their yield and the degrading quality of their commodities translates to a loss of their income. This further aggravates the impoverished status of these smallholder farmers, creating difficulties in funding their livelihood as well as in providing for their families' daily needs.

### **Controlling aflatoxins through improved post-harvest practices**

Another ill-effect of mismanagement during this stage in the agri-process is that commodities may get contaminated by debris, insects, and even mold. Such contaminants can endanger those who consume commodities, especially when substances such as aflatoxin and ochratoxin become present.

An increase in profits of farmers, traders, and handlers will also be seen once post-harvest loss is addressed. Through better facilities, technologies, and techniques, quality can be preserved and farmers, traders, and handlers can sell their commodities at higher prices. At the same time, loss in yield will no longer occur so more can be sold.

### **Solutions and innovations of post-harvest management**

Having known the importance of post-harvest management, it is also essential to learn the ways to implement better handling processes, and eventually, achieve a more sustainable world. Thanks to new ideas and solutions, reducing world hunger and creating safer food choices is no longer impossible. Now, technology and innovative techniques are helping workers in the agricultural sector bring down post-harvest losses.

One such post-harvest approach is the use of hermetic technology. This simple yet remarkable practice can be used to control insect infestation, protect quality, preserve quantity, and ensure food safety.

Closely monitoring commodities while in storage can also greatly aid in making sure that they are protected. With wireless sensing and remote monitoring, farmers, traders, and handlers can ensure that real-time protection is given.



**Picos' sacks: One of the modern storage means**

# Post-harvest

## ...Seed Co intensifies efforts to address p

*Seed Co, the company that produces and distributes seed varieties to farmers, has a stance in supporting local farmers with information on post-harvest management to ensure their harvest is protected from mold growth, contamination, pest and animal attack.*

**By Joseph Mizimbe**



**R**esponding to a questionnaire, the company's Sales & Marketing Manager, Dennis Mdzalimbo, says the intervention came into being following concerns from farmers over huge grain losses during and after harvest.

"We are providing extension services in agronomy to farmers through farmer meetings and field days where best practices in areas of grading, storage, processing, packaging, transportation and marketing are shared to ensure their harvest is protected from pests, animals and moist," Mdzalimbo explains.

He observes that proper handling of farm produce is crucial and failure to manage crops properly after harvest can lead to major losses and wasted efforts.

Mdzalimbo describes farming as a business hence the need for farmers to take farming seriously and follow all agronomic technical support to ensure food security and increased income levels.

"As a seed company, we describe farming as a business hence the need for farmers to follow all agricultural production measures, which include post harvest management," he says.

According to Food and Agriculture Organization (FAO) about one third of the globally produced food for human consumption is lost in post harvest. This massive loss leads to widespread, yet preventable, hunger.

The Sales & Marketing Manager outlines a number of factors that lead to poor post-harvest management with lack of secure storage facilities ranking high. He adds, small holder farmers use traditional storage practices that are actually damaging their harvest including storage facilities such as open warehouse and sheds, of which they often expose harvested commodities to pests.

"Poor usage of pesticides is one of the factors contributing to loss of harvested grain during storage due to the infiltration of weevils, rat and others," he claims.

Another critical factor is on quality degradation during drying stage where Mdzalimbo explains: "many commodities are preserved through drying. So the proper way to do this is crucial in keeping peak quality. A common problem during this stage is the loss of quality caused by improper handling and erratic weather changes."





# Management

## Post-harvest management challenges



**Mdzalimbo: Sales & Marketing Manager**

Seed Co believes that empowering farmers with post-harvest management knowledge and skills will help to extend shelf and storage life. It also determines the taste and appearance of food. Whether or not a consumer will choose a growers produce is highly

dependent on colour, flavour and in some context, texture of the crop.

"People eat with their eyes, so the size, shape and gloss are important in attracting consumers. A successful post-harvest management process ensures that grains and other crops remain fresh and pleasing to the eye," echoes Mdzalimbo.

The economy of Malawi is highly dependent on agriculture, with around 80 percent of the population relying on this sector for their livelihoods.

Maize is the major crop and is the focus of Malawi's policy agenda. The main food crops in the agronomy section in the country are maize, cassava, sweet potato, sorghum, banana, rice and Irish potato. Seed Co, the leading supplier of high quality and certified hybrid maize seed varieties, soya beans, groundnuts, sugar beans, and vegetables; its seed varieties are proprietary been developed and bred .

The company's products include: SC301 and 303 (Kalulu), 419 and 423 (Kanyani), SC529 and 555 (Mbidzi), 649 and 653 (Mkango) and SC719 and 729 (Njobvu).

**“** People eat with their eyes, so the size, shape and gloss are important in attracting consumers. A successful post-harvest management process ensures that grains and other crops remain fresh and pleasing to the eye



# Pyxus' seed germination averaging 82 percent, distribution excellent

By Joseph Mizimbe



*One of the leading seed producers in the country, Pyxus Agriculture Limited says, the 2022/23 growing season's distribution exercise of its seed has been excellent as all registered farmers received seed, majority of seed issued was CG9 and with a small proportion of CG11.*



**Benjamin Magombo, (left) from Pyxus advising farmers on best agronomic practices**

**P**yxus Agriculture adheres to quality standards hence distributes to farmers Seed Service Unit (SSU) certified groundnuts seed with above 75 percent germination rate.

“We issue seed to our farmers at a minimum of 80 percent germination after conducting internal tests independent from the SSU and for this season our germination is averaging 82 percent. Groundnuts seed

“ *The training we provide is not just to protect their crops from insect damage but minimize aflatoxin contamination and maintaining general crop quality. Aside from training, we procure unshelled groundnuts and provide mesh (breathable) bags for storage of their nut-in-shell*





**Pyxus Field Technician inspecting a Field**

is more fragile compared to other legumes such as Soybeans and Common beans. A lot of factors can affect germination, mishandling at shelling, bagging, transporting, storage can contribute to poor germination,” the company’s Groundnuts Production Manager, Tadala Rambiki explains.

Rambiki adds that non-adherence to good agricultural practices can also affect seed performance, for instance, planting seed too deep, soaking seed, planting without adequate moisture can result in poor germination.

As such, he says, all players along the seed value chain starting from seed companies, distributors, transporters, farmers etc. have role to play in ensuring high quality seed. Responsible seed handling at all levels is key to high quality seed.



**Rambiki (right) Inspecting a CG 13 demonstration plot**

Commenting on crop insurance cover, Rambiki hints: “As Pyxus, we are looking at various mechanisms to cover farmers in case of natural disasters. Various issues have to be taken into consideration before rolling out a crop cover, including farmer’s willingness to pay, extent of cover, methods of assessment among others.”

On what the company is doing to provide information on post-harvest management to farmers to ensure their harvest is protected from weevil’s attack, he says, Pyxus Agriculture trains its farmers on harvesting and post-harvest management including; maturity determination, best lifting and drying practices, storage, grading among others.

“The training we provide is not just to protect their crops from insect damage but minimize aflatoxin contamination and maintaining general crop quality. Aside from training, we procure unshelled groundnuts and provide mesh (breathable) bags for storage of their nut-in-shell,” the Groundnuts Production Manager expounds.

In another development, Pyxus Agriculture, is fast tracking the adoption of Spanish varieties, through mounting 0.25 hectare of demonstration farms with almost 270 farmers in the central and northern regions. These farmers have been provided with 20kgs of Spanish seed (CG 13 and CG 14) thus ensuring that farmers are able to learn through seeing and practicing.

# Quality seeds a vehicle prosperity and food se

*Demeter Seed, one of the pioneers of hybrid seeds in the country has called on other hybrid seed manufacturers to ensure they produce high quality seeds if the country is to achieve prosperity and food secure status through agriculture.*

By Joseph Mizimbe



**Banda: National Sales Manager**

**N**ational Sales Manager, Benson Banda said this during an interview with The Messenger at the Company's headquarters in Lilongwe where they outlined what they do to support farmers manage their harvest.

"After providing quality seeds to farmers, we do not leave them on their own, we engage them throughout, even during harvest to share knowledge on how best they can manage their produce to enable them realised the benefits of their field work as a means to achieve socio-economic needs," Banda said.

This development, Banda explains, has proved to be effective as farmers in rural areas have unanswered questions regarding challenges they face as they put their produce into storage.

On general terms, farmers have been complaining of poor seed germination rate and heavy pest attack of their produce during storage despite applying pesticides among others.

On these concerns, the National Sales Manager informed farmers that they have to make informed choices when it comes to choosing seed varieties as some of them are not authentic and trustworthy.



*After providing quality seeds to farmers, we do not leave them on their own, we engage them throughout, even during harvest to share knowledge on how best they can manage their produce to enable them realised the benefits of their field work as a means to achieve socio-economic needs.*



# Move towards agri-driven secure status - Demeter

As Demeter, we encourage farmers to choose wisely which seeds to buy. Our seeds are of high quality with ability to survive critical weather conditions and achieve high yields” adding that effective storage management of yields is based on the quality of the seed crop that has been harvested.







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# ATC, part of agricultural success story in Malawi

*As companies realign their strategies in resonance to Malawi 2063 Vision, Agricultural Trading Company Limited (ATC) has urged farmers to shift their thinking and embrace new ideas that promote use of home-based agricultural solutions.*

By Joseph Mizimbe



**T**he agricultural input dealing company says it is upping its game towards supporting the country's agricultural sector transformation drive through provision of quality and certified chemicals, pesticides, fertilizer, seeds and other farm inputs to the farmers.

"First we need to ensure that as a country we attain food security at household, community and national levels, so that we create a determined workforce that will contribute towards agricultural commercialisation," says ATC's Acting General Manager Hannock Madeira in an interview with *THE MESSENGER MEDIA*.

ATC operates a network of regional and local shops countrywide and it is touted to be the only agricultural input supply company that provides a truly 'One Stop Shop Service' in Malawi.

"We have 16 outlets across the country that feed our products to customers. Where we do not have shops, we have distributors selling our products, an arrangement that increases our market reach, in the same vein, leveraging our business growth," Madeira explains.



Madeira: ATC Acting General Manager



**“** *First we need to ensure that as a country we attain food security at household, community and national levels, so that we create a determined workforce that will contribute towards agricultural commercialisation*

Madeira then disclosed that with the merging of ATC and AHL Chemicals and Steel Limited, the company is able to locally produce quality and affordable chemicals and pesticides like: Wivokil Super, Wivokil EC and Terminator WP which are supplied to distributors on wholesale prices so that they retail the products to farmers across the country hence supporting the Buy Malawi Strategy.

Currently, in northern region ATC products can be accessed through their shops in Chitipa, Rumphu, Mzuzu, Mzimba Boma and Jenda; in Central Region - Kasungu, Mchinji, Mponela, Kanengo, Lilongwe Old Town, Mitundu and Ntcheu; while in Southern Region

the products are available in shops situated in Mangochi, Zomba, Limbe Main and Limbe Garden Den.

Products on sale in these shops include agricultural inputs such as chemicals, pesticide, seeds, fertilizer; farming equipment, hardware items, industrial products. ATC has also for the period be rendering industrial and domestic fumigation and pest control services.

“At ATC, we pride ourselves in delighting our customers with products that have exceptional quality. And through a network of 16 shops across the country and distributors, we are always geared to satisfy our customers,” he boasts.

Commenting on the 2022/23 season, Madeira says it was fairly good because rains were equally good and had good response from customers who patronized their shops, purchasing seeds, inoculants and all ranges of pesticides.



# FURAHA imparts postharvest management skills to farmers

*In agriculture, postharvest handling is the stage of crop production immediately after harvest, including cooling, cleaning, sorting and packing. The instant a crop is removed from the ground, or separated from its parent plant, it begins to deteriorate, and local studies have shown that about 90 percent of the yields produced locally get damaged after harvesting. Postharvest treatment largely determines final quality, whether a crop is sold for fresh consumption, or used as an ingredient in a processed food product.*

**F**uraha Seed, Managing Director, Lucy Kanyowile says, the most important goals of post-harvest handling are to keep the product cool, to avoid moisture loss and slow down undesirable chemical changes, and avoiding physical damage such as bruising, and to delay spoilage.



**Kanyowile: MZ623 is a medium maturing with good yield**

“ Each crop has an optimum range of storage temperature and humidity and that should be considered when it comes to post-harvest storage to maintaining quality

Kanyowile adds that sanitation is also an important factor, to reduce the activities of pathogens that could be carried by fresh produce, for example, as residue from contaminated washing water.

She advises farmers to ensure that after harvesting their crops, they should follow proper post-harvest techniques that include construction of a simple shelter that will provide shade to crops, sorting, treating and packing in bags.

“Initial post-harvest storage conditions are critical to maintaining quality. Each crop has an optimum range of storage temperature and humidity,” Kanyowile says adding that there are also, certain crops that cannot be effectively stored together, as unwanted chemical interactions can result.



Commenting on the calls for seed companies to introduce crop insurance, Kanyowile says most farmers in Malawi rely on rain-fed agriculture, but with the surging effects of climate change, livelihoods are cyclically disrupted, and this fuels hunger, hence the need to insure crops as a mitigating factor.

“Governments must secure the livelihoods of farmers. One proven tool to increase farmers’ resilience is insurance. But with few insurers entering the market, Government support is critical,” she explains.

According to Kanyowile, it is important to empower farming communities to manage their climate risks and reduce impacts of climate-related hazards.

“Insuring crops such as maize, sorghum, rice, groundnuts, pigeon peas and cotton to protect their incomes from harvest losses requires collaborative efforts from various players such as seed companies, financial institutions or nongovernmental organizations

and farmers,” Furaha Seed Managing Director says.

Then, she says, farmers should be sensitised on how to access these policies, and mode of payment which can be through either paying a portion of their premium in cash or participating in building community assets such as wells, vegetable gardens and tree nurseries that help them withstand future weather shocks.

Remarking on the 2022/23 distribution of seed exercise by her company, Kanyowile boasts that through their shops and agro-dealer shops they reached out to a substantial number of farmers and the feedback they got on germination rate was encouraging. She describes the company’s seed as ‘best’ in terms of germination which was above 90 percent and quality.

“Our medium maturing OPV ZM 623 do well in Salima and surrounding districts, germination rate is over 90 percent, they are high yielding producing on average 120 bags of 50 kgs per hectare and can be recycled unlike other varieties,” she explains.

The company also produces groundnut seeds (CG 9), Soya beans seed varieties Tikolore and Makwacha which are high yielding and are grown throughout the country. Makwacha has large grains and yields are very good.

“For crops to do well one must have the knowledge of soil types and we encourage farmers to always consult Agriculture Development Division (ADD) office or Extension Planning Area office in their area for more information. We are also encouraging farmers to make their own organic fertilizer which is much cheaper than chemical fertilizer,” Kanyowire divulges.







## OPV MAIZE SEED ZM 623

- Grows in all three regions
- High yielding
- Medium maturing

## GROUNDNUTS CG 9

- Grows in all three regions
- High yielding

FURAHA SEED

P.O BOX 212 SALIMA / TEL: 01 262 194

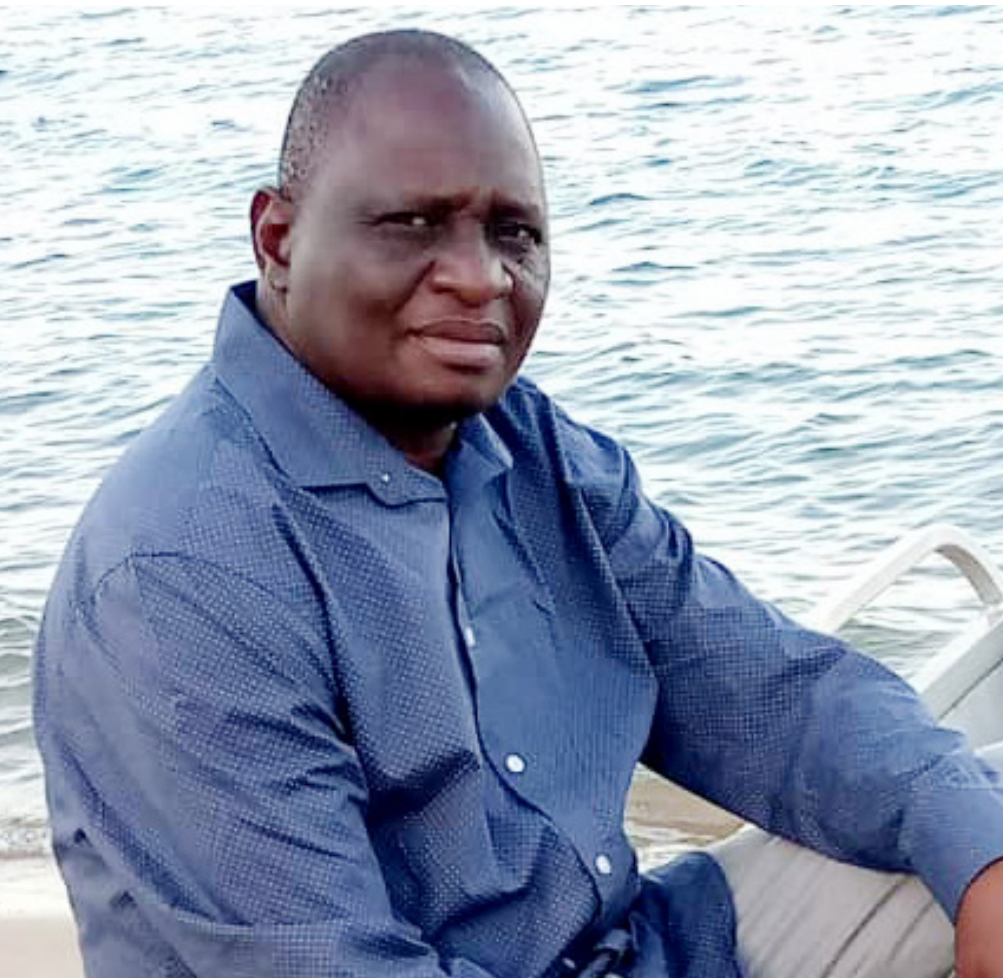
MOBILE PHONE NUMBERS: 0999 211 103 / 999 647 799 / 994 558 209



# Access Panthochi's quality seeds throughout the year

*Seed production on its own cannot benefit farmers unless if it is made widely accessible. This is the reason why Panthochi Seed Farm (PSE) has intensified its activities to ensure that their products are available to famers all year round.*

**By Joseph Mizimbe**



**Tsokonombwe: Our passion dwells at ensuring that farmers get the required results from the seeds they plant**

**T**he entity assures its clients that its quality-oriented seeds will always be accessible to farmers throughout the year as it all along has been.

Panthochi's Managing Director Wellington Tsokonombwe says he believes that farmers can only benefit from the works of seed producers if they are given an affirmative access to quality seeds with 100 percent germination rate.

**“** *Our passion dwells at ensuring that farmers get the required results from the seeds they plant and we are always compelled to work our level best to produce excellent products so that farmers can smile at the end of their toil. As a farmer-oriented organization and our wish is to see farmers happy*





**Seed packaging at Panthochi**

Tsokonombwe touts the seeds his entity produces as of highest standard, explaining that they pass several rigorous tests before certification.

“Our passion dwells at ensuring that farmers get the required results from the seeds they plant and we are always compelled to work our level best to produce excellent products so that farmers can smile at the end of their toil. As a farmer-oriented organization and our wish is to see farmers happy,” stresses the Panthochi Farm owner.

The quality products Panthochi Seed Farm produces has earned the entity a good reputation, particularly among farmers, which has led to increased demand for their products; resulting to a strengthened agricultural-related bond with the farming community.

Tsokonombwe has since advised farmers to check the authenticity of any seed product they intend to use to avoid falling victim of counterfeits whose yield is always unreliable.

He then urges farmers to always adhere to acceptable farming practices and use certified seed materials from recognized seed suppliers to maximize production.



**Panthochi seed production field**

He advises farmers to always store their harvests properly and avoid rushing to sell their yields to unscrupulous vendors at low prices.

Panthochi has since embarked on conducting post-harvest awareness campaign through its agro-dealers, training farmers yield management and storage.

On the side of corporate responsibility, Panthochi Seed Farm has been responding to the need of society by providing free maize seed to flood victims through the line ministry, the initiative that is still in running.



## PANTHOCHI SEED FARM

Experts in Maize, Groundnuts, Cow Peas,  
Soya Beans seeds



*Fighting for Development*



### **OPV MAIZE SEED**

- ZM 523
- ZM 623
- ZM 309

### **LEGUME**

- Groundnuts - CG7
- Soya Beans - TIKOLORE
- Cow Peas - IT82-16
- Beans - NUA 45

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# Global Seeds says seed germination determines crop yield and quality

**One of the local leading seed producer, Global Seeds says seed germination is one of the key aspects in seed management and business. It adds that seed germination is a fundamental process by which different plant species grow from a single seed into a plant, the process that influences both crop yield and quality.**

By Joseph Mizimbe



**Chibwe: Sales and Marketing Manager**



Global Seeds Sales and Marketing Manager Michael Chibwe says that his company produces good quality seeds whose germination rate is above 97 percent which many farmers attested to.

“We have not received any complaints from our customers. This is a result of quality work done by our quality control team, which works hard to avoid such issues at all stages from production, processing, warehousing to distribution and we even sensitise customers who purchase large volumes on

safe keeping,” Chibwe claims adding: “If we can rate it in terms of percentages, our maize has above 97 percent germination rate while our legumes have above 80 percent germination rate.”

As a piece of advice, Global Seeds reminds all players in the seed industry that seed is a living thing, therefore, it must be taken care of at all stages to maintain a good germination rate, including when the seed is in the hands of farmers ready for planting.

“I would also like to advise farmers to make good choices when purchasing seeds. Farming is done once in a season, so making a poor choice at one stage, means a loss for the whole season. Bumper yields starts with good seeds, let’s go for new improved seeds,” he emphasizes.

Commenting on the issue of Crop Insurance, the company’s Sales and Marketing Manager says the insurance is fundamental in farming and essential in curbing consequences of climate change, such as drought, heavy rains and floods.

“For example, this season soybean farmers across



*It is very painful for a farmer to toil throughout the season only to realize a handful harvest just because one made a wrong decision on the type of seed*



Malawi and neighbouring countries have experienced Soybean rust disease, which has reduced yields with more than 80 percent, only farmers who insured their crops will recover their costs,” he explains.

Chibwe, therefore, recommends formation of partnerships among players in the industry, such as farmers, insurance companies, seed producers and banks to facilitate crop insurance.

Another pertinent issue is about post-harvest management which some seed companies do not provide information to farmers. As a result, farmers blame the seed producers for failing to take good care of their crops due to lack of information on storage among others.

Global Seeds the company that has good relationship with the community says, it has been supporting farmers with post-harvest information to protect their produce from weevils and other post-harvest problems.

He also says for years Global Seeds has been offering post-harvest trainings to farmers who are in cooperatives, individual medium and large scale farmers, and NGOs.

“Offering trainings and giving out information through media and media houses helps farmers to access critical information on handling their yields such as harvesting at right moisture content,” Chibwe asserts.

Turning to his assessment of the 2022/23 season



**Global Seeds strengthening relationship with farmers**

seed distribution exercise, Chibwe explains that the season started with some few challenges as a result of fuel crisis that faced the country, but were resolved, however by October all the company’s seeds were retailled.

During this season the company also supported a number of projects by both Government and Non-Government Organisations (NGOs) with quality maize and legume seeds.

For example, Global Seeds worked hand in hand with Government on the Affordable Inputs Programme (AIP) in order to distribute improved seeds to farmer across the country to increase yields and improve food security.





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