LIVESTOCK MARKETERS' WELFARE STATUS IN DUTSIN-MA LOCAL GOVERNMENT AREA OF KATSINA STATE, NIGERIA.

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Abstract
The study assessed livestock marketers' welfare level in Dutsin-Ma LGA. Multistage sampling technique was adopted to sample 80 livestock marketers. Structured questionnaire was employed to elicit information on marketers' socio-economic and enterprise characteristics, levels of involvement, operation, benefit, welfare and constraint. Descriptive statistical tools were used to analyze data. Most marketers were males (97.5%), married (92.5%) with Qu'ranic educational qualification (56.3%). Respondents had mean age of 45 years and household size of 16 people. Mean annual income was ₦276587.50. Major sources of labour and fund were paid labour and own savings respectively. Cattle, sheep, and goat were majorly marketed with high levels of benefit and constraint. Majority had improved welfare status. In conclusion, livestock marketers had improved welfare status despite their operational and constraints levels. Government should consider collateral free loan to boost marketers' loan access, operational scale; benefits, and sustenance of welfare status.

Keywords: Livestock marketers, involvement, benefits, constraints, welfare

Introduction
Today, income generation and people's welfare status have come to be the buzzword in most developing economies. With the increasing population, there seems to be no corresponding job opportunities. Thus, the remedial action has been a shift from formal job creation to informal job sector- the agribusiness. Livestock marketing is one of such agribusinesses that play such precursor role. Being a mainstay of agriculture and source of livelihood to most rural dwellers (Tiwari and Sharma 2010), it contributes between 5 to 6% of Nigeria's GDP and 20% of the agricultural component (Ikhatua 2000). This is in addition to generation and sustenance of employment for millions of people.

Livestock marketers are those with the mindset to create economic activities by blending risk-taking, creativity and/or innovation with sound managerial propensity within a new or an existing livestock enterprise. To scale up the sub-sector, laudable intervention mechanisms were rolled out by the government. One of such interventions was the ban on importation of frozen chicken and turkey parts (Ikani *et. al* 2001). This was further aimed at driving development in the sub-sector, promote foreign earnings, and improve entrepreneurs' welfare status.

Welfare refers to the state of persons' wellbeing as regards to economic production, consumption, health, child rearing, shelter and income (Yekinni & Ajayi 2011). This implies that, there should be a relationship between such economic activities as practiced by people and their welfare status, all things being equal. Unfortunately, despite the interventions, the sub-sector has remained at subsistence level (Okoli, 2003) resulting into unfavourable welfare conditions of those involved in the enterprise. Supposedly, there should be a correlation between the country's level of involvement in livestock enterprises and welfare status of those involved. Viewed in this light, and the location specific clause of most entrepreneurial activities and involvement in Nigeria, the issues that revolve around livestock marketing and welfare level of those involved in it need a critical investigation to bring out the attained welfare status of the marketers in Dutsin-Ma LGA.

Objectives of the study
The overall objective of the study was to determine livestock marketers' welfare in Dutsin-Ma LGA. The specific objectives included to:

1. determine respondents' level of involvement in livestock marketing
2. ascertain benefits derived from livestock marketing
3. identify constraints to involvement in livestock marketing

4. ascertain livestock marketers' welfare status

Methodology

The population of the study comprised all livestock marketers in Dutsin-Ma LGA. Multistage sampling procedure was adopted to sample 80 respondents from the list of Cattle Marketers' Association in the LGA. Quantitative approach using survey design and structured interview were used in gathering data on marketers' socio-economic and enterprise characteristics, levels of involvement, benefit, welfare status and constraints. Level of involvement was measured on 3-points scale of Not at all = 0, occasionally = 1 Always = 2. The mean score, standard deviation were generated and used to categorize marketers into low (< mean ± 1SD) and high (> mean ± 1SD) levels of involvement. Benefit derived was measured using 3-point scale of Low = 1, Moderate = 2, High = 3. The mean and standard deviation of the scores were obtained and used to categorize marketers into having low (< mean ± 1SD), moderate (within mean ± 1SD) and high (> mean ± 1SD) levels of benefit. Constraint was measured on 4-point scale of very severe, severe, not severe and not a constraint with respective scores of 3, 2, 1 and 0. Each constraint was ranked in order of severity using mean scores. The welfare status was derived by asking the marketers to state the actual amount spent on household basic items (food purchases, school fees, accommodation, utility bills, health etc.) on monthly basis. Per capita household expenditure was derived and the welfare categories determined using National Bureau of Statistics (NBS) (2005) method. The categories were drawn from the mean Per Capita Expenditures (PCE) using the following criteria:

1. Between the least value and ⅓ of mean PCE = not improved
2. Between ⅓ and ⅔ of mean PCE = moderately improved
3. ⅔ and highest value of mean PCE = improved

Descriptive statistical tools such as means, frequency counts and percentages were used in analyzing descriptive data

Results

Socio-economic characteristics of respondents

Table 1 reveals that marketers had an average age 45 years, mean household size of 16 persons and 23 years experience. The result also showed that 97.5% were males, 92.5% married, 56.3% possessed Quranic education and a 100% male headed households. The Table further shows that livestock marketers earn annual mean income of ₦276587.50 ± 453443.33. Middle men constituted marketing channel to 57.5%, while 61.3% practiced semi-intensive management system. Whereas 71.3% adopted self labour, source of fund to 75.0% was personal savings. Majority (93.8%) marketed indigenous breed using Truck/wheel barrow (62.5%) and pick-up van (57.5%) as means of transportation.

Table 1: distribution of respondents based socio-economic and enterprise characteristics

socio-economic characteristics			**Enterprise characteristics**		
Age:	**F**	**%**	**Income per annum:**	**F**	**%**
less or equal 20	0	0.00	less or equal 100,000	17	21.3
21-30	12	15.0	101,000-200,000	32	40.0
31-40	21	26.3	201,000-300,000	26	32.5
41-50	29	36.3	301,000-400,000	1	1.3
51-60	10	12.5	above 400,000	4	5.0
above 60	0	0.00			
Mean:	**45.25±12.11**		**Mean: 276587.50±453443.33**		
Household size:			**Marketing outlet:**		
less or equal 5	7	8.8	Farm gate	33	41.3
6-10	11	13.8	Middle men	46	57.5
11-15	28	35.0	Government agency	0	0.0

					0
16-20	15	18.8	**Source of land/pen/stall:**		
above 20	19	23.8	Personal	18	22.5
Mean	**15.98±8.09**		Rented/lease	1	1.3
Years of experience:			Family	3	3.8
1-10	16	20.0	Communal ownership	15	18.8
11-20	31	38.8	Outright purchase	0	0.00
21-30	15	18.8	Government	45	56.3
31-40	9	11.3	**Source of labour:**		
41-50	8	10.0	Family	4	5.0
Above 50	1	1.3	Paid labour	28	35.0
Mean	**23.00±13.31**		**Friend**	2	2.5
Gender:			**Association members**	3	3.8
Female	2	2.5	Self		
Male	78	97.5	**Source of fund:**		
Marital Status:			Own savings	60	75.0
Single	2	2.5	Credit	12	15.0
Married	74	92.5	Inheritance	2	2.5
Divorced	4	5.0	Gift/donations from friend/family	4	5.0
Widowed	0	0.00	Banks	5	6.3
Educational attainment:			Association	5	6.3
Quranic	45	56.3	**Breed marketed:**		
Primary	11	13.8	Improved	0	0.00
Secondary	14	17.5	Local breed	75	93.8
Tertiary	2	2.5	Both breeds	4	5.0
No formal education	0	0.00	**Means of transportation:**		
			Trailer	21	26.3
			Truck /wheel barrow	50	62.5
			Motorcycle	4	5.0
			Head porterage	13	16.3
			Pick-up van	46	57.5
			Bicycle	5	6.3

Livestock marketers' scale of operation

Table 2 shows scale of operation of the respondents. The result reveals that majority (78.8%) operated on small scale.

Table 2: distribution of respondents based on scale of operation

Scale of operation	F	%	**Minimum**	**Maximum**	**Mean**	**SD**
Small(< mean)	63	78.8	0.00	17.52	4.88	2.18
Medium (mean)	8	10.0				
Large (>mean)	9	11.3				

Livestock marketers' level of involvement

Table 3 also reveals that most (52.2%) marketers had high level of involvement.

Table 3: Respondents' level of involvement

Level of involvement	F	%	Min score	Max score	Mean score	SD
Marketer:			.00	12.00	6.4375	3.12946
High (< mean)	42	52.5				
Low (≥ mean)	38	47.5				
Total	80	100.0				

Benefits derived

The result in Table 4 summarily revealed that majority (76.3%) derived high level of benefits.

Table 4: Respondents' level of benefits derived

Level of benefits derived	F	%	Min score	Max score	Mean	SD
Marketer: High (< mean)	61	76.3	18.00	36.00	26.8125	3.19451
Low (≥ mean)	19	23.8				
Total	80	100.0				

Level of constraints to livestock marketing

The result in table 5 summarily indicate that half (50.0%) of livestock marketers had both low and high levels of constraint even when the level of benefit was impressively high.

Table 5: Respondents' level of constraints

Level of constraint	F	%	Min score	Max score	Mean	SD
Marketer: High (< mean)	40	50.0	.00	30.00	18.2250	4.87041
Low (≥ mean)	40	50.0				
Total	80	100.0				

Livestock marketers' welfare status

Table 6 documented marketers' level of welfare. This was determined by calculating one third of the mean per capita monthly expenditure of household using the NBS (2005) scale. Consequently, with a monthly mean per capita expenditure of ₦137, 382, those who spent ⅓ of per capita expenditure (₦45, 794) and below had no improved welfare; those who spent between ⅓ and ⅔ (₦91, 588) had moderately improved welfare; while those that spent ⅔ and highest value of mean per capita expenditure had improved welfare. Based on this categorization, majority (61.3%) were found to have spent up to ⅔ and highest value of mean per capita expenditure and therefore adjudged to have improved welfare status.

Table 6: Livestock marketers' welfare status

	F	%	Min score	Max score	Mean score	SD
Improved welfare	49	61.3	2500.00	1200000.00	137382.00	163674.59711
Moderately improved	31	38.8				
Not improved	0	0.00				
Total	80	100.0				

Discussion of findings

The result on age was an indication that livestock marketers were young and energetic to move the animals from one place to another either on market days or for grazing purposes. The large household's size implies a readily available source of labour. The 11-20 years of experience indicates possible minimal enterprise failure.The Quranic educational status may not be unconnected with the predominance of Islamic faith that is highly cherished in the area. This implies that marketers may find it difficult to benefit from most interventions whose modalities could be written in English language. That majority earned between ₦101,000-200,000 per annum means they are low income earners and an indication having low capital base for expansion. The prevalence of middlemen as marketing channel may be attributed to the prevailing low education level. The sourcing of land/shop from government was expected and the result contradicts that of Agbo (2006) which reported family as major source. Self labour predominance may be attributed to the active age of the marketers. Yekinni and Ajayi (2011) contrarily reported preference for hired labour, among farmers in Irewole LGA. Personal savings as major source of fund may be due to the uncertainty that often characterize other sources. However, this may pose a challenge in expansion attempt. The finding is consistent with the finding of (Gwary, *et.al* 2008). The marketing of local breeds of livestock could be attributed to their low income earning that cannot support the purchase of exotic breeds. That truck/wheel barrow were major means of transportation depicts also that such was the best they could afford giving the income earning capacity. The result is consistent with the finding of (Dipeolu, *et.al* (2001) on means transportation in Nigeria. The small operational scale is traceable to their income status and cattle rustling menace ravaging the area. The prominence of donkey marketing may be due to high price of petrol and transportation fares across most rural communities. The high benefit level and improved welfare were not expected because of the wave of cattle rustling. Mavhungu (2015) had also noted that most rural poor families derive high level benefit from livestock enterprise. That half (50.0%) of marketers had low and high levels of constraints which surprisingly did not restrain nor reduce levels of involvement, benefit and welfare status. The result is conformity with the finding of (Hamidu 2014).

Conclusion/Recommendations

It is concluded from the study that livestock marketing is carried out mainly by experienced, married, young males, with low level of education and large household size. Livestock farmers' operational scale is small with high levels of involvement and constraint was did not translate into low levels of benefit and welfare status. It is therefore recommended that:

1. appropriate collateral waiver is sacrosanct in boosting marketers' access to bank loan.
2. Formation of cooperative societies among livestock marketers should be given a boost with a view to enhance their capital base, operational scale, sustain the benefits and welfare levels
3. Policy planners should acknowledge and encourage female gender involvement in the enterprise so as to erase its seemly gender exclusiveness

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