



For Livelihoods. For Sustainability.

TIMB has zero tolerance to side marketing.

Side-marketing is a form of contract default where contracted farmers sell their tobacco to third parties in breach of the contractual agreement which states that tobacco shall only be sold to or bought by the contractor who provided inputs to the farmer.

Advantages of selling tobacco to the contractor who provided inputs

- Prompt payment
- Fair buying price as set by the TIMB price matrix
- Arbitration and help from TIMB in cases of complications
- Business continuity

Disadvantages of side marketing

- Kills the industry
- Low prices
- Late payments or total default with no arbitration
- Loss of property to debt collectors
- Risk of arrest and imprisonment
- Grower number barred and blacklisted

• #Be an honest farmer • #Iva murimi akavimbika • #Bana ngumlimi othembekileyo

Stop Side Marketing and Make Tobacco Farming Business Sustainable In Zimbabwe.

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