

A STUDY ON PRODUCTION AND MARKETING OF COTTON IN BORNO STATE NIGERIA

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ABSTRACT

The present study is titled as Production and marketing of cotton in Borno state Nigeria. Cotton is one of the major cash crops, which is of considerable social and economic significant to the world at large and Nigeria in particular. The study adopted descriptive research and based on primary data collected from 120 cotton farmers through structured questionnaire. The study revealed that the majority of the cotton farmers were not getting quality cotton seeds, facing the problems of diseases and pests, transportation, low price, lacking sufficient marketing information. The study suggested that there should be an appropriate policy measures to regulate and control cotton price, adequate supply of fertilizer and pesticides timely and subsidised rate. Further there should be a proper training system and appropriate means of creating awareness for farmers.

Key wards: Production of cotton, marketing of cotton, cotton farmers, and cotton price.

I-INTRODUCTION

Cotton farming is one of the viable business opportunities just like any other lucrative or viable business opportunities in the world, almost all its parts can be converted or transformed into different types of products (Dawar 2012). It is also one of the major cash crops, which is of considerable social and economic significance to the world at large and Nigeria in particular, especially in term of employment creation to people at the rural areas. Cotton has assumed a critical job in the economic advancement of numerous countries including Nigeria and has remained a key wellspring of occupation for some agriculturists and advertisers particularly in the rustic zones (Munt, et al, 2003). Cotton has been developed in West Africa for in excess of a hundred (100) years and a noteworthy conventional materials industry has existed in the nation

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for more than fifty (50) years. The cotton generation, in any case, is thorough in the northern part of the nation for the most part the Northwest area which comprises of Kano, Kasina, Kebi, Jigawa, Zamfara and Sokoto state contributing almost 80% of the cotton production in the Nigeria. Greater part of the cotton cultivators are little and negligible agriculturists with normal land holding of 2 hectare. (Asogwa, B. C et al. 2012). Cotton is noteworthy money trim developed in many parts of the world including Nigeria. It is a delicate, stable Fiber bush local to tropical and sub-tropical areas around the globe including the India, China and Africa. The development of cotton began seven thousand years back, in the Indus Valley, a place possessed today by north-western India and eastern Pakistan. Worldwide Cotton Advisory Committee (2010) expressed that the biggest makers of cotton in 2009 were China and India with yearly creation of around 34 million and 24 million bundles individually. The material businesses in these two nations devour up to 80% of what they create. The expanding importance of this harvest is because of its overall convenience particularly in the Textile business, its commitment to total national output (GDP) of different nations, the salary it accommodates people occupied with the generation and advertising of the yield, and the utilizations and potential uses to which its seeds can be put. It is evaluated that United State material factories directly expend about 7.6 million bunches of cotton a year. Joined States Department of Agriculture (2008) found that cotton seed oil positioned fifth underway among vegetable oils in the 2007/08 edit season with somewhat fewer than four of world volumes. Cotton creation has critical effect on sustenance security and enhanced future in rustic territories of creating nations in Asia, Latin America and Africa (Ademji 2007). This is a drive towards submitting the world to annihilate hunger. Cotton creation in Nigeria dated back to 1903 with the British Cotton Growers Association leading the pack until 1974, when it was disbanded and supplanted by the Cotton Marketing Board to create gin and market the items. Following the deregulation of the Nigerian economy in 1986, the Board was eradicated in connection to the economic exercises rendered by it. The Cotton Consultative Committee (CCC) was set up in a warning ability to the legislative division, while a cotton spinning store conspire with an administration Committee (CRFMC) was set up to guarantee the reasonable supply of confirmed cottonseed to ranchers. In 2005, the Cotton Development Committee was built up which included both the CCC and the CRFMC, to address the cotton economy in a powerful and effective way. Cotton showcasing and generation are very mutilated by open arrangement. Cotton is developed as a money trim by numerous family units on an all-out evaluated zone running from 0.6-08 million hectares. The significant highlights of cotton creation in Nigeria particularly in north western district is that around eighty (80%) of all out generation is by worker ranchers under rain bolstered conditions with straightforward instrument and furthermore creature drawn executes (Onu and Atala, 1992; Adeniji, 2002).

The development of market and marketing system is also an important part of cotton production as that of increasing productivity also. The trend in modern agriculture is increasing the range of agricultural marketing from the point of view of product marketing with fair compensation in agricultural production, because production and productivity are not only the required requirements for development of cotton. Farmers always inspire to get best price from their produce, but due to deficiency of fair marketing functionaries, market efficiencies, marketing system and marketing channel they are not able to obtain compensative price. Marketing system and its efficiency plays a crucial role in rewarding agricultural production. Dawar (2012) expressed that agriculturists are exceedingly cost responsive. Consequently, a steady cotton value approach holds the key for cotton creation and efficiency. In order to enhance the productivity of the cotton-crops, steps might be taken to limit the expense of generation by augmenting the yield. The effectiveness of essential info, for example, seed, manure and pesticides might be enhanced as to limit the expense through expanded yield.

II-LITERATURE REVIEW

Nwanosikeet. al. (2016) examined Profitability and Production Efficiency of cotton Production in North West Nigeria. The study found out that very few farmers of only eighteen per cent were registered with a cooperative for an average period of five years. Farm sizes in the study area were small with an average of 1.3 hectares. Approximately ninety eight per cent of these cotton farmers were married with average household size of nine persons per household. And ninety four per cent of the farmers did not have access to credit. Result of average net farm income was ₦ 41525 per hectare. Results of the estimated determinants of technical efficiency in cotton production showed that age was positive and significant at ten per cent while cooperative association and extension contact were positive and significant at one per cent level of probability. The average levels of technical, allocation and economic efficiencies in cotton production were 0.65, 0.72 and 0.48 respectively. **Dudwe (2015)** analysed Production and marketing of cotton crop in Dewas District of Madhaya Pradesh. The analysis revealed that the average size of holding represents 4.33 hectare

per farm in the area. The area of holding differentiates with the size group that is 1.39 hectare with small size group followed by 3.24 and 8.37 hectare with medium and large size group respectively. The yield per hectare was decreased with the increase of size of holding. **Odedukun et. al. (2015)** found out that supply is yet to satisfy the level of demand for cotton. This means that there is a situation of an in-equilibrium between demand and supply cotton as raw-material and this has brought about great concern in the textile cotton fibre supply condition in the rural areas market and export profile in the country thereby having a declining effect in its contribution to the agricultural economy of the country. **Alam et. al. (2013)** studied on economic analysis of cotton production in three selected local government area of Taraba state, Nigeria. The study indicated that Cotton farmers in the study area have different socio-economic attributes with majority ninety one per cent still small-scale cotton farmers. It was also revealed that cotton farming is one of the profitable ventures in the study area considering the outcomes of gross margin analysis and the return on the Naira invested.

Asogwa & Okwoche (2012) fund out that promoting of rural items starts at the ranch when the farmers collect their items and the items are collected can't for the most part go specifically to the customers. Initially, it is probably going to be found some separation from the place of utilization in customary and persistent path consistently. **Patidar (2012)** it revealed that problems of marketing of agricultural produce confronted by smaller farmers were much more affected by marketing problems than the larger farmers. The study also revealed that there was lack of transport facilities and lack of organized marketing system, inadequate financial resources and of other necessary requirements of the farmers. **Nwaruet. al. (2011)** the study indicated that agricultural marketing involves all those physical, legal and economic activities, which are necessary to distribute products from the point of production to the point consumption. In this way establishing of form, place, time, and possession utilities is derived from agricultural marketing. **Haggblade and Hazell (2010)** examined the profitability of land in cotton cultivating in Nigeria. It found out that cotton was developed by 33% everything being equal, overwhelmingly in the inside and (poorer) north of the nation. It represented 18% of the complete region planted, 22% of the gross estimation of harvest creation (second after maize) and 33% of all out yield deals in the whole example. All things considered cotton farmers planted 2.3ha to cotton, delivering 2.6 tons (at 1.1 t/ha), with a gross estimation of US\$901. **Ademji (2007)** stated that cotton production has a moderately long history in Nigeria. The cultivating of cotton crops started since before the frontier period despite the fact that it was not created in business amounts until the beginning of the exercises of the British Growing Association in 1903, from that point forward impressive consideration and assets have been devoted to the enhancement of cotton generation and usage by both people in general and the private associations. **Hosaman (2007)** it revealed that a good marketing system is very essential for the progress and success of the cotton production business. The production of quality seed will be of no use if it does not distribute to the farmers at the right time. **Visawadia et. al. (2006)** the study found out that low price for produce at the period of harvesting followed by insufficient storage facilities, lack of cheap and efficient transportation system, and delays in payment by marketing agencies, lack of grading and under payment by the marketing agencies. **Minot and Daniels (2005)** the study indicated that Right off the bat, a 40% decrease in the homestead entryway cost of seed cotton drives straightforwardly to an extra six to eight per cent of country family units falling underneath their picked destitution line. Among cotton delivering family units, in any case, the normal fall in pay is twenty two per cent and the expansion in the neediness rate is additionally twenty two per cent. **Mandal and Venugopalan (2005)** it indicated that there is critical dimension of low profitability of cotton in rain nourished areas of India. Concentrate additionally detailed the variables for low profitability of cotton and named pursues poor atmosphere, unsatisfactory soils, substandard plant type and under development of confirmed seed, plant populace, and constrained weed control, supplements the board high frequency of bug and illnesses, non-accessibility whenever information and capacity, cost and promoting deficient arrangements are proposed in the light of the investigation. **Gupta & Chandak (2005)** it showed that little farmers sold limit of their deliver in the confine advertise, that is week after week showcase and to country territory sales rep and got less cost when contrasted with discount showcase and as against other size gatherings. A contrary result was found on account of extensive size gatherings. **You & Chamberlin (2004)** the study revealed that some farmers sell their produce in village due to lack of transport facilities, debt obligation and limited quantity of the produce that also leads to the distressed sales. **Tuttle (1986)** investigated cotton marketing from 1971 to 1972 and found out that 30.45 per cent of the cotton produced by the sample farmers sold through the co-operative societies and 31.39 per cent through commission agents. The sale through village merchant formed only 16.25 per cent of the total cotton produced by the sample farmers. His analysis revealed that co-operative societies were the most important and widely used channels for selling cotton during 1971-72.

NEED OF THE STUDY

Cotton crop is one of the major rains fed commercial crop in Nigeria which small and marginal farmers prefer to grow. Present days farmers are more interested in growing commercial crops, among the commercial crops cotton is one of the most important crops grown in Nigeria. Most of the famers have shifted to other commercial crops like Yams. Hence in this circumstance, studying different aspects of cotton cultivation like the constraints, cost and production techniques of the cotton and its marketing chain will be of great significance to understand the constraints face by cotton growers and suggest remedial measures to enhance efficiency in cotton cultivation (Odedukun et. al.2015). However, many studies were conducted by various researchers at national and international level, but most of the studies reviewed focused on difference aspect of cotton such as profitability and efficiency of the cotton production. Only few of them examined the patterns of cotton production, constraints as well as marketing channels. In Nigeria studies on production and marketing of cotton are very limited. The research gap for the present study was in terms of scope or area of coverage. Therefore, this present study attempted to fill the gap by examining the cropping patterns of cotton, socioeconomics characteristics of cotton farmers, marketing channels as well as constraints of cotton production and marketing in the study area.

OBJECTIVES OF THE STUDY:

The main objective of this study was to examine the production and marketing of cotton in Borno State Nigeria. However, the specific objectives were:

- I: To examine the cropping patterns of cotton crops in the study area,
- II: To ascertain marketing channels for marketing of cotton crops in the study area and
- III: To identify production and marketing constraints of cotton crops in the study area.

III-RESEARCH METHDOLOGY

Research Design

For the purpose of this study descriptive research design was adopted. It was conducted in Borno State Nigeria.

Sources, Instruments and Methods of data collection

This research work was based on primary data only, though descriptive or survey methods. The primary data were collected from cotton farmers in the study area with the aid of structured questionnaire which were prepared and administered to the cotton growers in the study area only.

Population of the study

A total population of one thousand and three hundred cotton farmers from the study area, who were registered with Superior Cotton Processor Limited, made up the population for the study.

Sample Size and Sampling Techniques

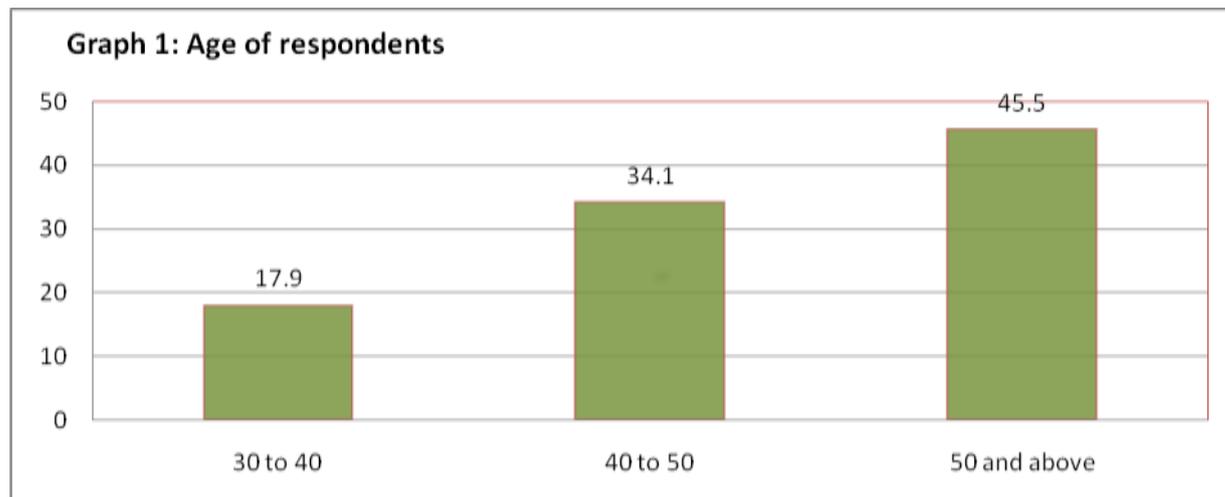
For the purpose of this study, multi-stage sampling method was used to obtain the sample size for the study. In the initial stage Borno state was purposively selected from thirty six states that made up Nigeria, based on its prominence in the cotton growing. In the second stage Southern part of the state was purposively selected on the bases of its scale of production. In the third stage two local governments (Biu and Gwoza) were selected based on their scale of production. In the fourth and final stage 8 per cent proportionate random selection of cotton growers was done from the four villages (Ngelu, Liya, Pulka and Ashigashia) of the two local government that were selected, given a total of 120 respondents based on the registered cotton farmers with Superior Cotton Processor Limited.

Techniques of Data Analysis

The collected data were analysed with the aid of descriptive statistics (column Bar charts)

IV-Results and Discussions

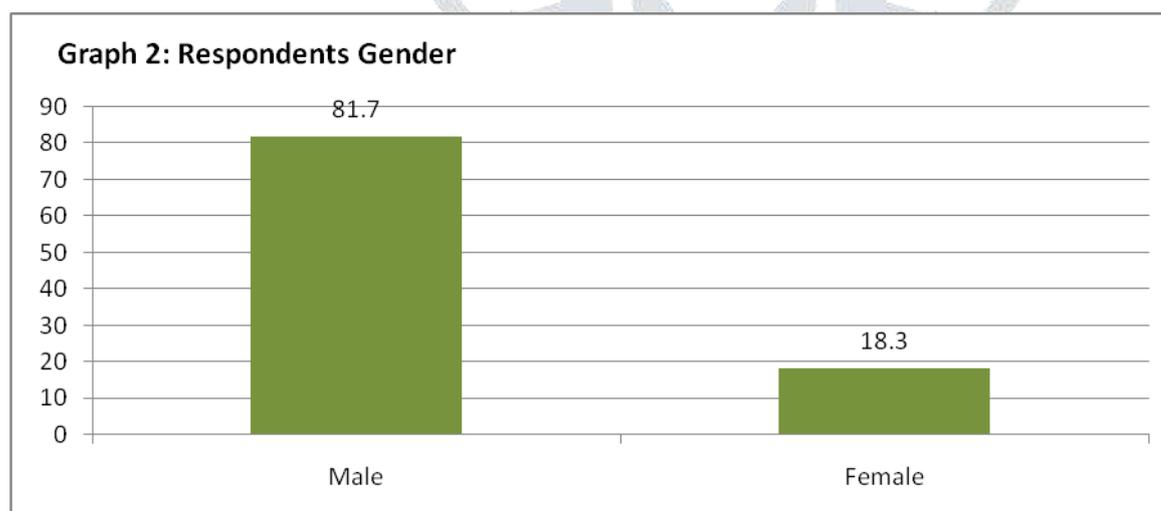
The results and findings of this study were discussed in this part. It deals with the socioeconomic characteristics of the cotton farmers, the details on cropping patterns of cotton, details about cotton marketing, information on problems of cotton production and cotton marketing and lastly, details on measures to tackle problems of cotton production and marketing of cotton in the study area.



Source: field survey results

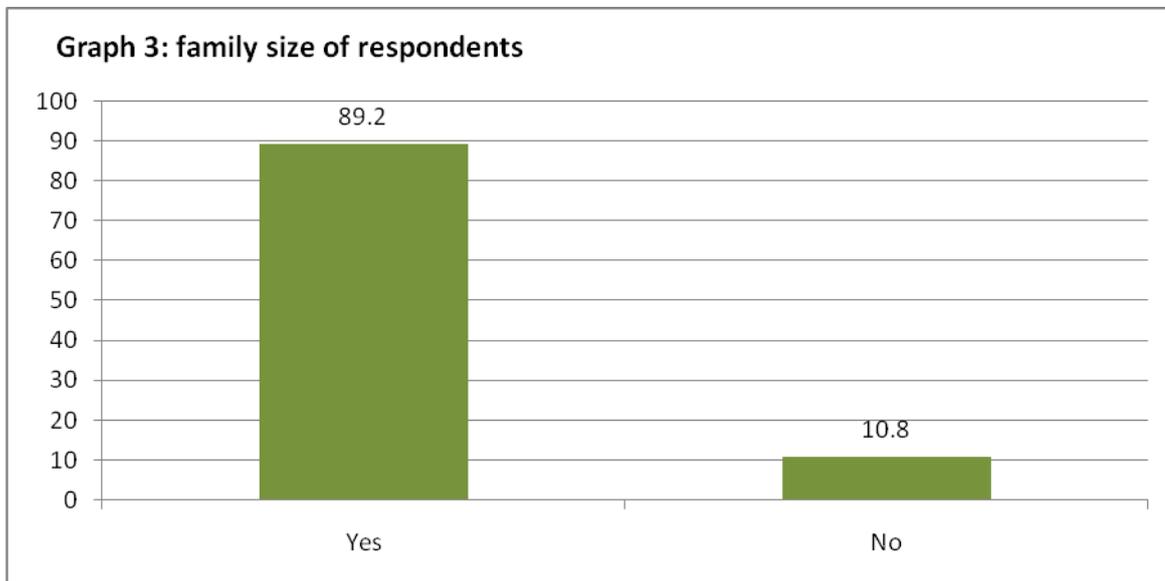
Graph 1 shows the age distribution of the cotton farmers in the study area. Thus, majority of the respondents are lying under the age group of 50 and above years. It means 45.5 per cent of the cotton farmers are under the age group of 50 and above years followed by 34.1 per cent in the age group of 40 to 50 years, 17.9 per cent in the age group of 30 to 40 years. This signifies that no cotton farmers fall below 30 years of age and majority of them were between 50 and above. This also indicated that young people were not engaged in cotton farming.

Table 2: Gender of the respondents



Source: field survey results

Graph 2 shows the gender distribution of the cotton farmers in the study area. Thus, majority of the respondents were Male. It means that 81.7 per cent of the cotton farmers were male which were 98 out of total sample size of 120, while 18.3 per cent were female numbered as 22 out 120 cotton farmers. This means that only few female engaged in cotton farming in the study area.



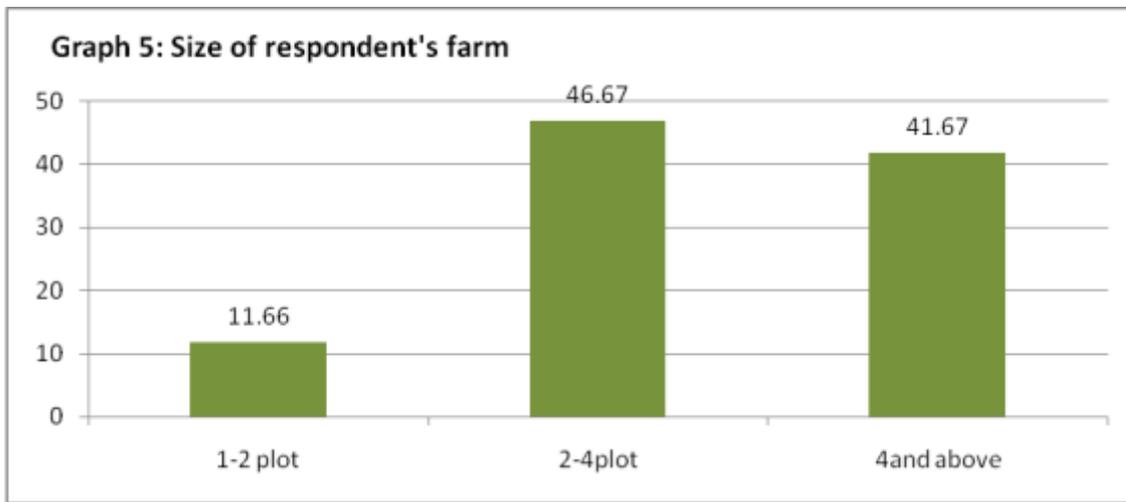
Source: field survey results

Graph 3, above shows that 107 respondents representing 89.2% said yes to the question that says do all members of the family depend on you? This means that majority of the cotton farmers in the study area were taking care of members of their respective family. While the remaining 13 respondents which represent 10.8% were not saddle with the responsibility of taking care of their family members.



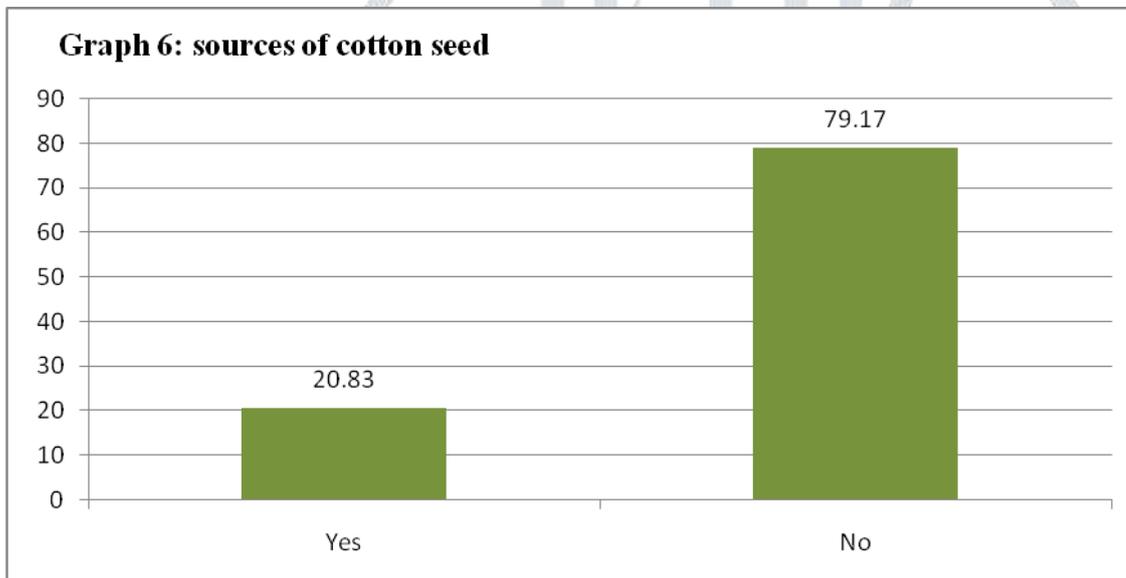
Source: field survey results

Graph 4, above revealed that 46 respondents representing 38.33% were in cotton farming for about 4 to 6 years, 47 respondents representing 39.17% were cotton farming for about 8 to 10 years, 27 respondents representing 22.5% were in the cotton farming for about 6 to 8 years. In this way, the entire cotton farmers in the study area were engaged in activities of cotton growing for at least 4 years.



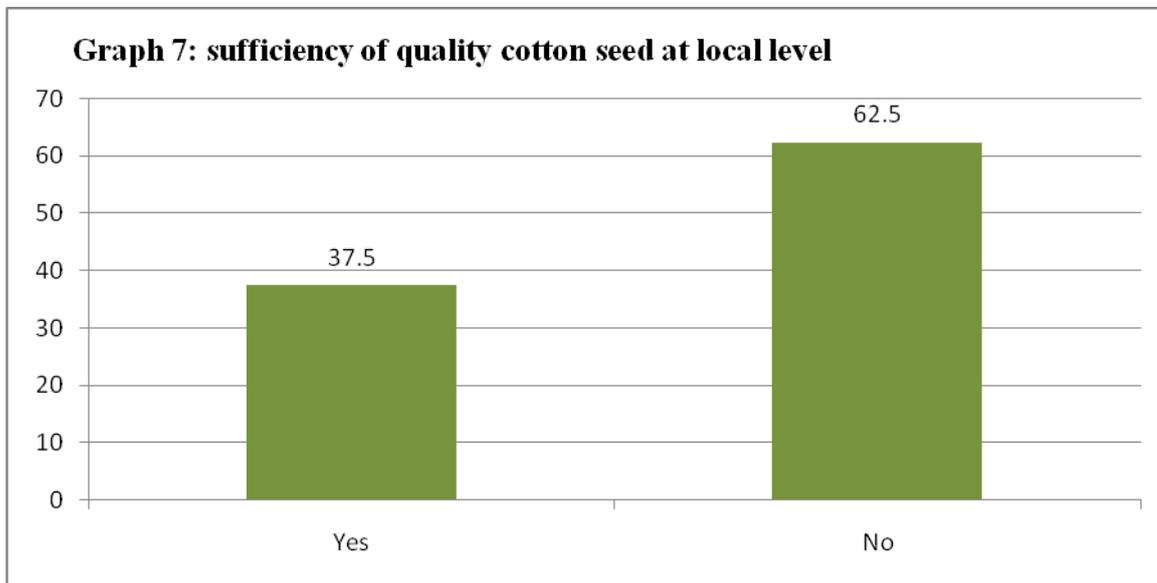
Source: field survey results

Graph 5, above depicts that 56 respondents representing 46.67% were farming in plot of land between 2 to 4 plots, 50 respondents representing 41.67% were having farm size of plots 4 and above and 14 respondents were farming in plots of land between 1to2 which representing 11.66% plots. Thus, majority of the cotton farmers were farming in land plots between 2 to 4. It means that most of them were small and marginal farmers.



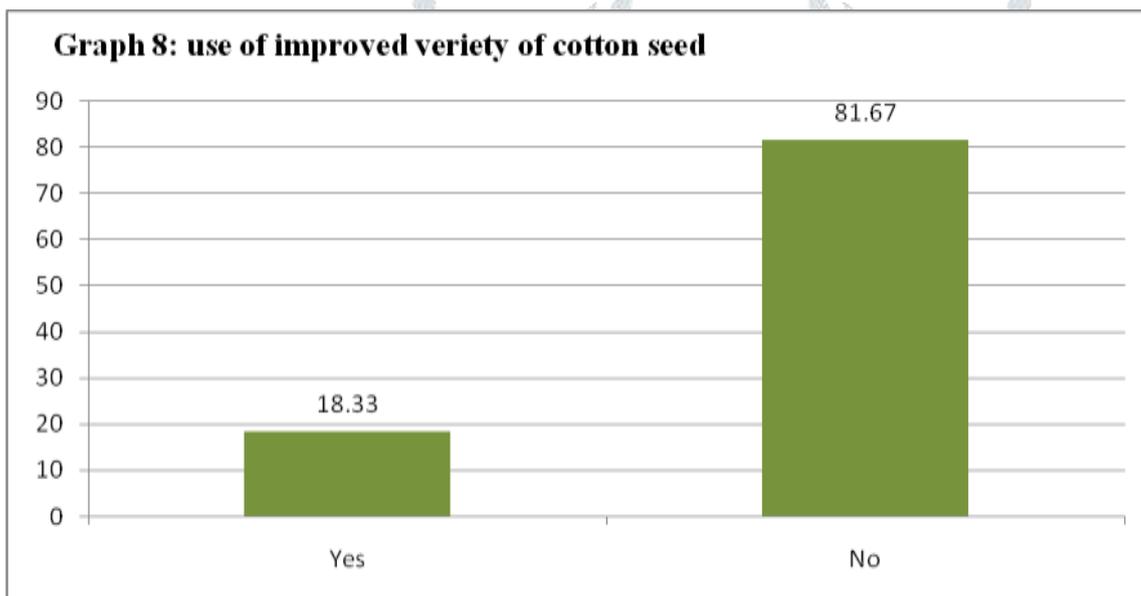
Source: field survey results

Graph 6, above reveals that 95 respondents representing 71.17% were not purchasing cotton seeds from any company, while the remaining 25 respondents which represent 20.83% were found to be buying cotton seeds from the companies. Hence, majority of the cotton farmers they do not buy cotton seeds from companies.



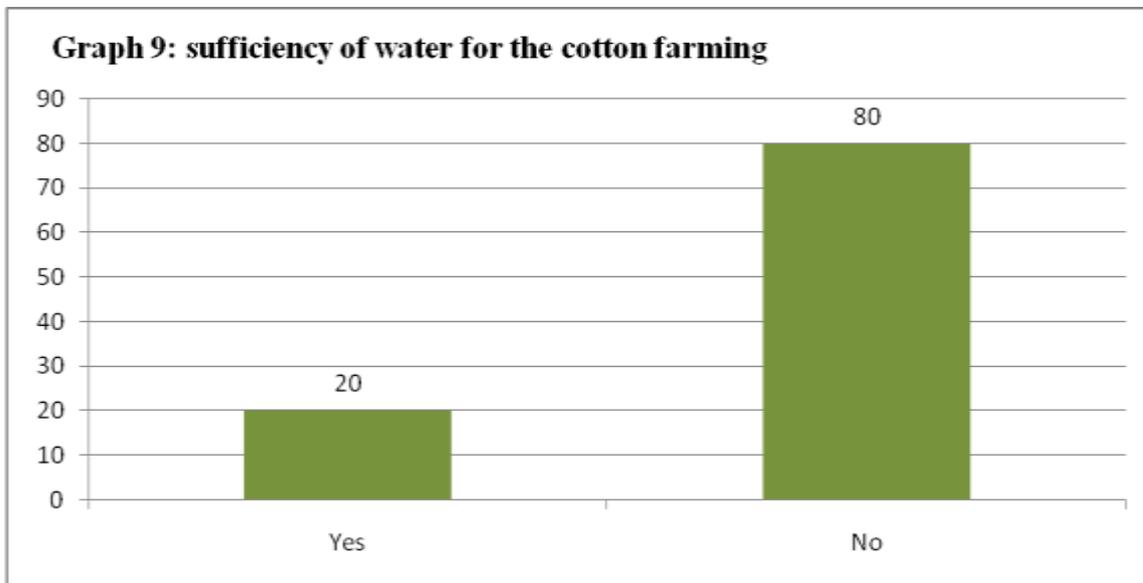
Source: field survey results

Graph 7 above depicts that 75 respondents representing 62.5% were not getting sufficient quality cotton seeds at the rural or local area, while the remaining 45 respondents representing 37.5% were able to obtain quality cotton seeds at the rural area. However, the majority of the cotton farmers were not getting quality cotton seeds at the rural areas.



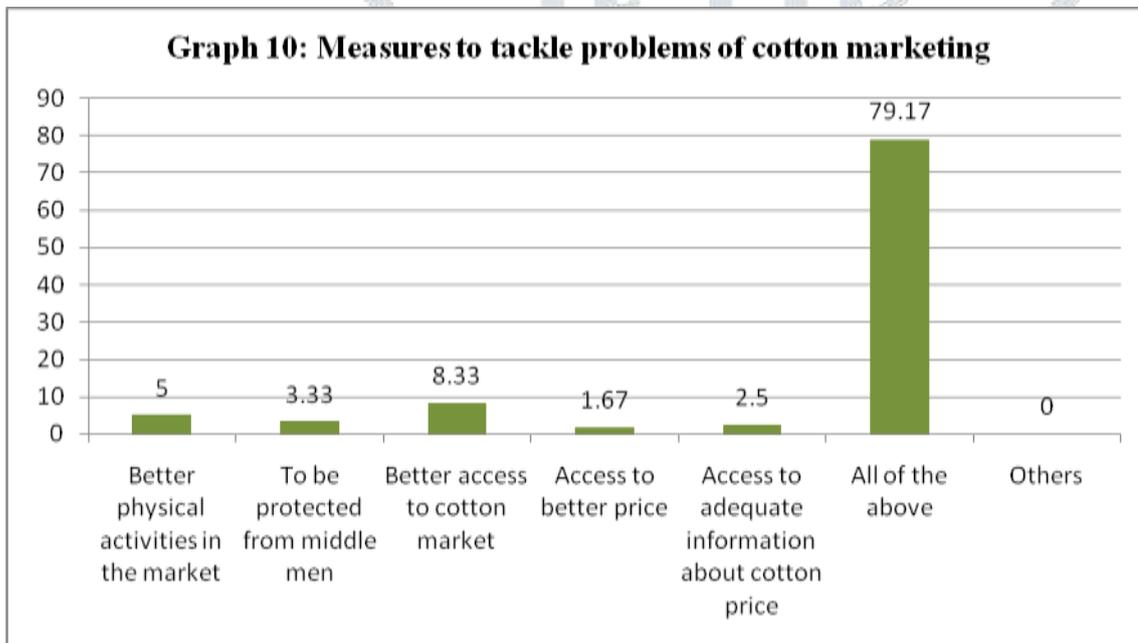
Source: field survey results

Graph 8 above shows that 82 respondents representing 81% were not using improved variety of cotton. While remaining 22 respondents representing 18.33% were making use of improved variety of cotton seeds. This means that the majority of the cotton farmers in the study area were not using any improved variety of cotton seeds.



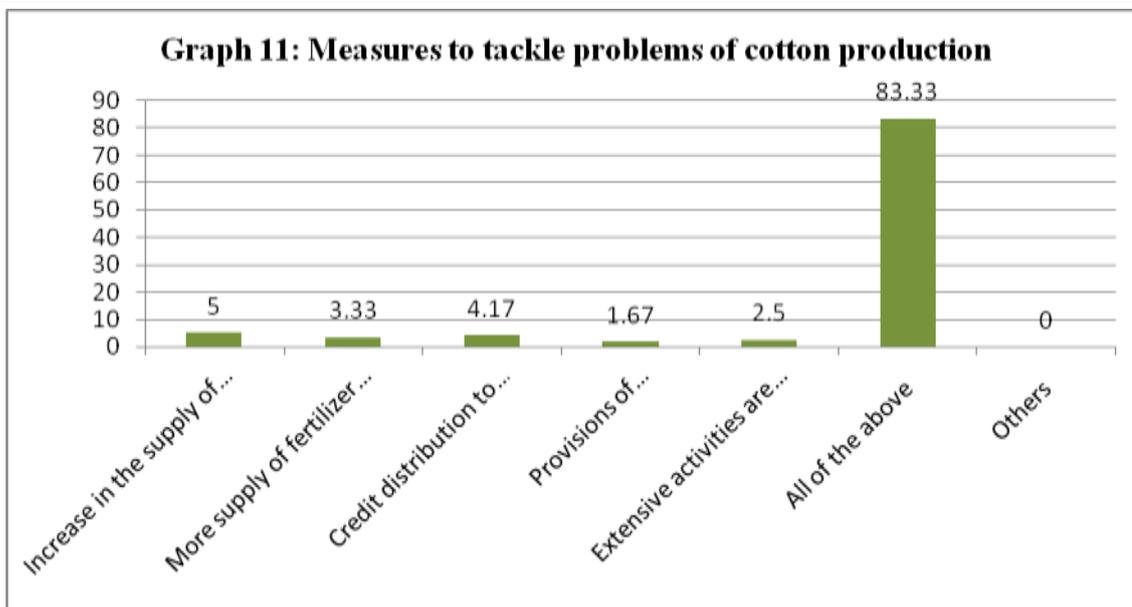
Source: field survey results

Graph 9 above depicts that 96 respondents representing 80% did not have sufficient water for cotton farming, while the remaining 24 respondents have sufficient water for their farming. Hence, the majority of the cotton farmers were not having sufficient water for the farming.



Source: field survey results

Graph 10 above depicts that, the appropriate measures to tackle problems of cotton marketing in the area. 6 respondents which represent 5% said better physical activities are required in the market, 4 respondents representing 3.33% opted for more protection from middlemen, 2 respondents representing 1.67% said that the cotton producers needed access to better prices, 3 respondents representing 2.5% said that access to adequate information about cotton prices is required and 95 respondents representing 79.17% said all the alternatives are needed. This means that to tackle the problems of cotton marketing all these alternatives were required.



Source: field survey results

Graph 11 revealed that the suitable and appropriate measures to tackle problems of cotton marketing in the area. 6 respondents which represent 5% said Increase in the supply of quality cotton seeds at subsidized price is needed, 4 respondents representing 3.33% said that more supply of fertilizer and pesticides at subsidized price is required, 5 respondents representing 4.17% opted for Credit distribution to cotton farmers in the study area is needed, 2 respondents representing 1.67% said that Provisions of compensated prices to cotton crops is required, 3 respondents representing 2.5% said that Extensive activities are required and 100 respondents representing 83.33% said that all options are required. Hence this means that to tackle the problems of cotton production all the alternatives mentioned above are required.

MAJOR FINDINGS

The study revealed that the majority of the cotton farmers were not getting quality cotton seeds at the rural areas. It was also exhibited that 82 respondents representing 81% were not using improved variety of cotton. While remaining 22 respondents representing 18.33% were making use of improved variety of cotton seeds. This means that the majority of the cotton farmers in the study area were not using any improved variety of cotton seeds. The study also depicted that 100 respondents representing 83.33% were not satisfied with price of cotton crops, that is to say the price of cotton crops in the study area was not reasonable. While the remaining 20 respondents which represent 16.67% believed that the price is reasonable. However, the majority of the cotton farmers in the study area revealed that the price of cotton seeds were not reasonable. It was also indicated that all respondents representing 100% were aware of organic seeds. It was depicted that 96 respondents representing 80% did not have sufficient water for cotton farming, while the remaining 24 dependences have sufficient water their farming. Hence, the majority of the cotton farmers were not having sufficient water for the farming. It was revealed that the majority of the cotton farmers were opted for all the alternatives, this means that they were not using the improved variety of cotton seeds, because more is needed, it's more expensive, diseases are more and they were not available at the right time when needed. The study indicated that all the cotton farmers in the study area were faced with the problems of diseases and pastes. It was depicted that 90 respondents 75% of the sample size of the study, were opted for no option, and the remaining 30 respondents representing 25% were opted for yes option. Hence, majority of the respondents were of the opinion that there were no sufficient fertilizer and chemical for protecting the plant. It was also exhibited that majority of the respondents were not faced with the labour problem. The study also revealed that all the respondents 100 of the sample size of the study were opted for yes option and none of the farmers choose other option. This means that the entire population of the study sale their cotton crops immediately after harvesting. It was observed that all the cotton farmers in the study area they sale their crops to middlemen and or agents and to the company or processor only. They do not sale to big farmers or other buyers. It was also indicated that that all the cotton farmers in study area faced with problems while disposing cotton to the markets. It was indicated that they also faced with the problems of transportation and problem of low prices. Study also exhibited that the maturity of the cotton growers in the study area strongly agreed and agreed that there is high cost of transportation in distribution processes of cotton crops between the cotton growers and the cotton markets. It was also revealed that cotton farmers were lacking sufficient marketing

information on cotton crops between the cotton growers and the cotton markets. Study also indicated it that there were high commission charge on the producers and sellers of cotton crops.

The study also exhibited that physical activities are required in the market, more protection from middlemen, access to better prices, and access to adequate information about cotton prices is required and it was revealed that all the alternatives were needed. This means that to tackle the problems of cotton marketing all these alternatives are required. Also the study indicated that said Increase in the supply of quality cotton seeds at subsidized price is needed, more supply of fertilizer and pesticides at subsidized price is required, Credit distribution to cotton farmers in the study area is needed, Provisions of compensated prices to cotton crops is required, Extensive activities are required and 100 respondents representing 83.33% said that all options are required. Hence this means that to tackle the problems of cotton production alternatives mentioned above are required. However, the major problems associated with cotton production in the study area were ranked in order of their importance, were poor price of cotton, lack information on cotton marketing, high cost of fertilizer, poor soil fertility, pests and diseases, inadequate rainfall, poor extension contacts and security challenges in the area.

V- SUMMARY, CONCLUSION AND RECOMMENDATIONS

Cotton is one of the major cash crops, which is of considerable social and economic significant to the world at large and Nigeria in particular, especially in term of employment creation to people at the rural areas. Based on the findings of the study it was concluded that in order to improve production levels in cotton production it is needed to increase seeds quality, fertilizer and agro chemicals used, expanding land size, access to credit facilities, modernised agricultural mechanism etc. were all required. The study revealed that socio-economic characteristics of cotton farmers need to be considered as very important variables impacting and enhancing effectiveness and inefficiency in production of cotton in the study area. Based on the analysis of the present study it is indicated that there were ample avenue to improve the present level of effectiveness and efficiency of cotton production in the study area. This can be realised through improved farmer-specific input factors which comprised educational level, access to credit, extension contract, access to government and non-governmental supports especially in terms of fertilizer and pests' control. It was revealed that there were high commission charge on the producers and sellers of cotton crops. Based on the findings of the study it was indicated that to tackle the problems of cotton marketing all mentioned variables such as Better physical activities in the market, Better access to cotton market, Access to adequate information about cotton price, Also based on the findings of the study in order to improve or Increase in the supply of quality cotton seeds at subsidized price is needed, more supply of fertilizer and pesticides at subsidized prices were required, Credit distribution to cotton farmers in the study area was needed, Provisions of compensated prices to cotton crops is required, Extensive activities were required and 100 respondents representing 83.33% said that all options are required. Hence, to tackle the problems of cotton production alternatives mentioned above were extremely required. Based on the findings of the study the following suggestions or points were made:

I: There should be an appropriate policy measures to regulate and control cotton price in the study area considering low price of cotton that discourages cotton growers.

II: There should be adequate supply of fertilizer at right time and at right price in order to ensure that cotton production is enhanced

III: There should be sufficient supply pesticides at right times and at cheaper prices

IV: There should be improved extension linkages to be able to sensitise cotton growers. Thus, non-governmental organisations (NGOs) should provide aid especially in training for cotton growers

V: The socioeconomic characteristic of cotton farmers were found to be significance variables, hence, there should be policy measures to especially build the educational capacities of cotton farmers.

Cotton farmers should be encourage to increase their efficiencies in the use of significant factors such as farm size, labour, agrochemicals

VI: To tackle the problem of cotton production, there should be Increase in the supply of quality cotton seeds at subsidized price is needed, more supply of fertilizer and pesticides at subsidized price, Credit distribution to cotton farmers, Provisions of compensated prices to cotton crops, and Extensive activities are recommended

VII: There should be appropriate measures to tackle problems of cotton marketing to provide, better physical activities that were required in the market, more protection from middle men, cotton producers needed access to better prices, access to adequate information about cotton prices is required and 95respondents representing needed.

VIII: There should be appropriate means of creating awareness on cotton prices

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