



The Contribution of *Pipper nigrum* L. to the Livelihoods of the Main Value Chain Actors in Njombe-Penja Sub-Division of the Littoral Region of Cameroon

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Authors' contributions

This work was carried out in collaboration between both authors. Both authors read and approved the final manuscript.

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ABSTRACT

The main objective of this study was to contribute to the sustainable trade of *pipper nigrum* L. from the forest area of Njombe-Penja for improved livelihoods of the actors involved in the value chain and poverty reduction. Despite the availability and the importance of non-timbers forests products in poverty reduction, sustainable livelihoods, food security, and conservation of natural resources, the market chain of *Pipper Nigrum* L. is still poorly understood as no study has yet been done on the contribution of white pepper to the livelihoods of the main value chain actors in Njombe-Penja

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sub-division. To achieve this objective, a market prospection and snowball sampling technique was used to identify the main actors of *Pipper Nigrum L.* in Njombe-Penja sub-division, Mungo Division of the Littoral Region of Cameroon. The main actors identified were stratified based on their role in the value chain (havesters, distributors, wholesalers and retailers) from which individuals were randomly selected from each group. Surveys was used to capture primary quantitative data from the selected individuals. Before the full-scale study, a pilot test was conducted in Penja which tested the effectiveness of the questionnaires and to make necessary adjustments. To ensure reliability, the same survey protocol was used throughout the study. The questionnaires were also reviewed by other experts in the field. The data collected was analysed using descriptive and inferential statistics in Statistical Package for Social Sciences (SPSS) version 21.0 and the Microsoft tool (Microsoft Excel 10). The annual profit margins (considering profits from January to December 2022) was calculated for the main actors as well as the contribution of white pepper to their household incomes. The results reveal that distributors make the highest annual profit margin (20,250,000 FCFA) followed by wholesalers (2,288,541 FCFA), producers (1,248,692 FCFA) and retailers (305,329 FCFA). According to the sample T test the contribution of white pepper to the total household income was statistically significant for all actors. These results suggest that white pepper plays an important economic role in the household economy necessitating the valorization of the Penja white pepper value chain by the government and other development actors.

Keywords: Value chain; *Pipper nigrum L.*; livelihoods.

1. INTRODUCTION

The forests of the Congo basin are home to many ecosystems that host a significant biological diversity made up of extremely rich animal and plant species. This plant diversity consists for a large part of non-timber forest products (NTFPs) [1]. FAO (2003) define NTFPs as products of biological origin other than wood derived from forests and trees outside forests. Non-timber forest products constitute rural industrial raw materials for cottage industries, cultural symbols, ritual artefacts and traditional medicine [2]. These NTFPs play an important role in poverty reduction, sustainable livelihoods, food security, and conservation of natural resources [3]. In a country where forests cover 39.8% of the land area [4] about 62% of the rural population depends on access to forests to meet daily needs for subsistence, employment and cash income [5]. Many Cameroonians, particularly rural inhabitants, depend on NTFPs to provide for subsistence needs and cash income [6]. Markets for non-timber forest products are also significant at the national and international level providing income to the actors directly concerned and the government. At the international level, it is estimated that the annual trade of NTFPs reaches 11 billion US dollars. In Cameroon, it is estimated that the market value of priority NTFPs and special products is € 116.5 million per year, with trade worth € 93.5 million and the value of subsistence consumption worth

about € 21.4 million [7]. Cameroon has about 570 plants used as NTFPs [8]. Despite the availability and enormous potential of these NTFPs linked to the diversity of the country's ecosystems, the NTFPs sub-sector remains informal and there is a very low capacity for valorization of some of these plants KonziSarambo et al. [8] Among the non-timbers forests products undervalued is *Piper nigrum L.* locally known as white pepper. White pepper is a spice native to Southwestern India with many properties. The essential oil of white pepper is used in the manufacture of perfumes and also as an alcoholic beverage. Studies have shown that this oil has antibacterial and antifungal properties [9] Piperine is used in the flavoring of confectionery and is also an antiseptic in toothpaste. Recent studies on piperine has shown its anti-inflammatory, anticarcinogenic, antioxidant and antimicrobial properties [10].

White Pepper is the most widely consumed and traded spice around the world and represents 1/3 of the spice market [11] Currently, the main white pepper producing countries are Vietnam, India, Brazil, Indonesia, Malaysia and China. But it is also produced in African countries such as Cameroon, Madagascar, Kenya, Benin and Zimbabwe [12]. Global white pepper production has grown over the past 10 years. In 2021, world production was 497,000 tons [13]. In Cameroon the production of white pepper increased from 215 tons in 2013 to more than 300 tons in 2015;

60% of this production is consumed locally against 40% intended for export [14]. Since 2013, Cameroonian white pepper has been one of the most sought-after agricultural products internationally, particularly white pepper that grows in the Penja area. It has an acrid, full-bodied character and unique aroma, all qualities that in 2013 earned it the title of protected geographical indication and recognized under the name of “Penja white pepper” [14]. Despite the availability and the importance of non-timbers forests products in poverty reduction, sustainable livelihoods, food security, and conservation of natural resources, the market chain of some product such as white pepper are still poorly understood. Previous studies have been conducted on the medicinal properties Maryam et al. [15] and on the value chain (Fonseca et al., [16] of white pepper in other countries. However, no study has yet been made on the contribution of white pepper to the livelihoods of the main actors involved in the value chain of white pepper in the forest areas of Njombe- Penja in the Littoral Region of Cameroon. This scarcity of data does not provide a solid base for decision-making at the national level regarding the development of the white pepper value chain in Njombe-Penja sub-division.

2. RESEARCH QUESTIONS AND OBJECTIVES

2.1 Research Questions

What are profit margins of the main the actors of white pepper in Njombe-Penja sub-division, Mounjo Division of the Littoral Region?

What is the contribution of white pepper to the livelihoods of the main value chain actors in Njombe-Penja sub-division, Mounjo Division of the Littoral Region?

2.2. Research Objectives

To evaluate the profit margins of the main the actors of white pepper in Njombe-Penja sub-division, Mounjo Division of the Littoral Region;

To evaluate the contribution of white pepper to the livelihoods of the main value chain actors in Njombe-Penja sub-division, Mounjo Division of the Littoral Region.

2.3 Conceptual Framework

The white pepper value chain can be conceptualized as a series of interconnected activities that add value to the product, from the cultivation of the pepper plant to its processing, packaging, and distribution to end-users. This value chain is governed by a complex set of relationships between various actors, including farmers, traders, processors, and retailers. The conceptual frameworks that underpins this study are value chain analysis, governance and sustainable livelihoods.

2.3.1 Value chain analysis

Value chain analysis is a useful tool for understanding the dynamics of the white pepper value chain, as it allows for a systematic assessment of the different stages of the chain and the relationships between actors. According to Kaplinsky and Morris [17] the value chain consists of a series of interdependent activities that add value to the product at each stage of the chain. By analyzing these activities, it is possible to identify opportunities for upgrading and improving the efficiency and competitiveness of the chain. The component value chain would include the actors involved in the production, processing, and distribution of white pepper, as well as the various stages and activities involved in the value chain. This component would also consider the market demand for white pepper and the factors that drive it, such as taste preferences, health benefits, and cultural norms.

2.3.2 Governance

Governance plays a crucial role in the white pepper value chain, as it shapes the relationships between different actors and influences the distribution of benefits and risks. According to Gibbon and Ponte [18], governance can be understood as the rules, norms, and institutions that regulate the behavior of actors in the value chain. The governance structure of the white pepper value chain may include formal institutions such as government agencies, industry associations, and regulatory bodies, as well as informal institutions such as social networks and trust-based relationships between actors. The component of governance would focus on the rules, regulations, and institutions that govern the behavior of actors in the white pepper value chain. This could include government policies and regulations, industry

standards and certifications, and the role of civil society organizations and other stakeholders in promoting sustainable and equitable governance.

2.3.3 Sustainable livelihoods

Sustainable livelihoods are a key concern in the white pepper value chain, as they refer to the ability of actors to access the resources and opportunities necessary to improve their well-being in a sustainable manner. According to Scoones [19] sustainable livelihoods are characterized by a focus on assets, capabilities, and institutions, and involve the development of strategies that build resilience and promote adaptive capacity. The component of sustainable livelihoods would consider the social, economic, and environmental impacts of the white pepper value chain on the livelihoods of actors involved, including smallholder farmers, processors, traders, and retailers. This could include factors such as income generation, access to markets, labor conditions, and environmental sustainability.

The conceptual framework highlights the interdependence of these three components and the need for coordinated action to promote a sustainable and inclusive white pepper value chain. It also emphasizes the importance of stakeholder participation and collaboration in designing and implementing governance mechanisms that support sustainable livelihoods. Therefore, to promote sustainable livelihoods in the white pepper value chain, it is important to consider the interactions between value chain analysis, governance, and livelihood strategies. By identifying opportunities for upgrading and improving the efficiency of the chain, and by promoting more inclusive and equitable governance structures, it may be possible to support the development of sustainable livelihood strategies for all actors in the chain.

3. MATERIALS AND METHODS

3.1 Presentation of the Study Site

The study was conducted in Njombe-Penja sub-division, a locality in the Mounjo Division of the Littoral region of Cameroon. Njombe-Penja sub-division is bounded to the north by Loum sub-division, to the east by Yabassi sub-division, to the south by Mbanga sub-division and to the West by Mombo sub-division (Fig. 1). According to the delimitation map of the agroecological

zones of Cameroon, the Mounjo belongs to zone IV, zone of humid forest with monomodal rainfall. The rains are abundant on average 2500 to 4000 mm. The temperature varies between 22-29°C and the humidity of the air is between 61% to 90% hence the heavy character of the atmosphere. The entire areas have an altitude that varies between 150 m and 600 m with a hot humid climate of the equatorial type. In this area, the soils are volcanic and fertile, eutropic brown, ferralic typical of less evolved type. The Njombe-Penja sub-division area is the main production basin for the famous "Penja white pepper". The pepper plant finds ideal growing conditions there because of the quality of the soil and the climate Petchayo [14]. The figure shows the geographical location of Njombe-Penja.

3.2 Research Design, Sampling Techniques And Sampling Size

Site selection was made using the purposive sampling technique. This technique was used because Njombe-Penja sub-division has the characteristics sought in this study; it is already known from literature review and key informant interviews that Njombe-Penja sub-division area is the main production basin for white pepper in Cameroon. Penja and Njombe villages were selected based on their importance in terms of production and on their ease of access to markets, as access has been shown to be a factor influencing profits in NTFP marketing and incomes [20]. Type I markets of Njombe and Penja as well as type III Central market of Douala were selected based on their characteristics and importance defined according to Wiersum *et al.* [21]. market typology: small, local markets, close to supply zone (type I), medium-sized markets of regional importance (type II) and large urban markets with national projection (type III). A market prospection and snowball sampling technique were used to identify the main actors of *Piper Nigrum L.* in Njombe-Penja sub-division, Mungo Division of the Littoral Region of Cameroon. The main actors identified were stratified based on their role in the value chain (harvesters, distributors, wholesalers and retailers) from which individuals were randomly selected from each group. Surveys were used to capture primary quantitative data from the selected individuals. To determine the sample size of the population, the Krejcie and Morgan [22] table was used.

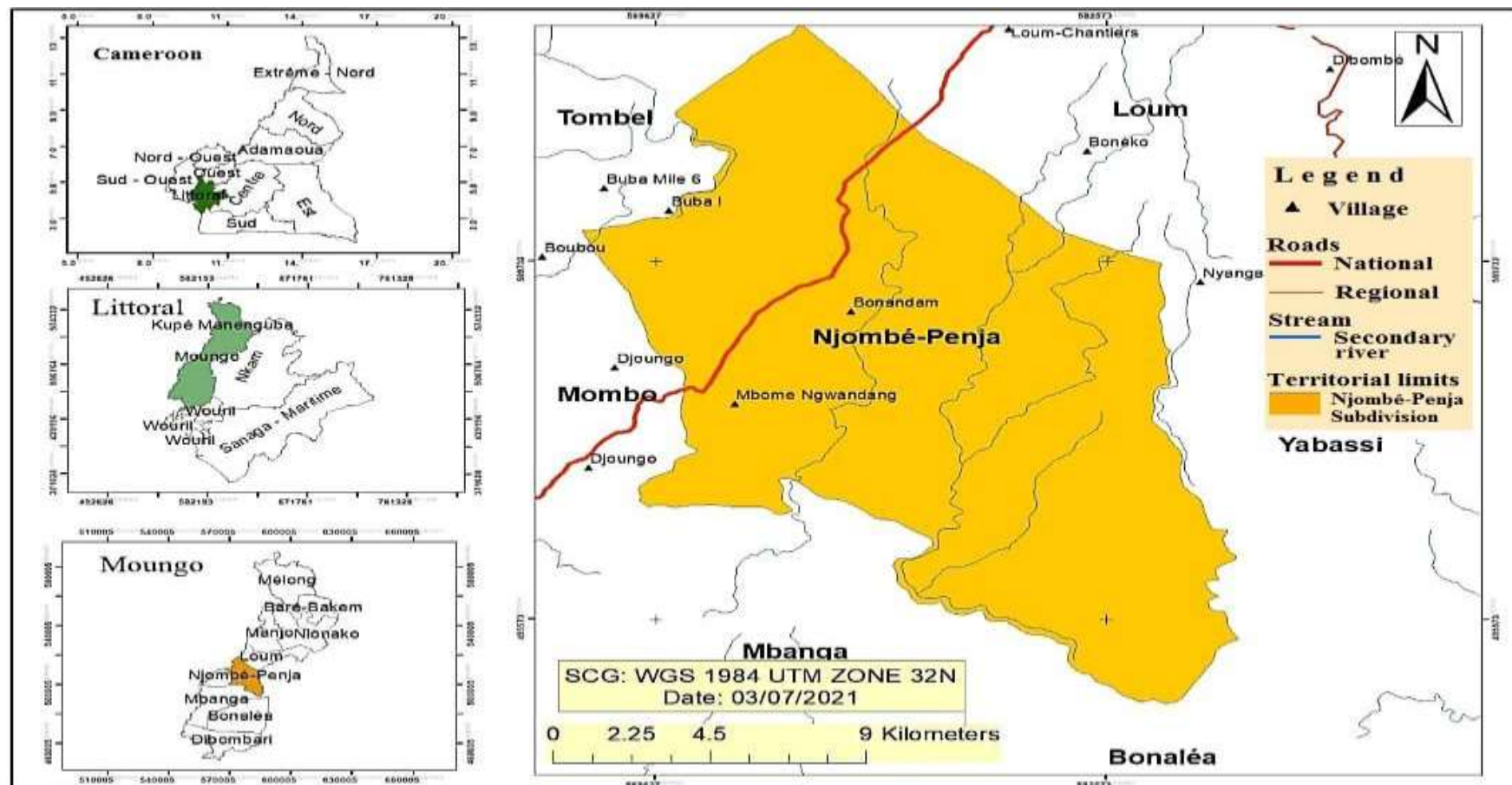


Fig. 1. Geographical location of the study area (INC map, 2016) Research design, Sampling techniques and sampling size

Table 1. Sample size determined using the Krejcie & Morgan table [22]

Actors	Population (n)	Sample size (s)	Effective sample size
Producers	1000	278	121
Distributors	15	14	8
Wholesalers	90	73	51
Retailers	400	196	178
Total	1505	561	358

Table 2. Distribution of sample size within Njombe-Penja sub-division and Douala

Towns	Producer	Distributors	wholesalers	retailers	Total
Penja	91	6	28	87	212
Njombe	30	2	11	50	93
Douala	/	/	12	41	53
TOTAL	121	8	51	178	358

3.3 Data Collection and Data Analysis

3.3.1 Data collection

Quantitative data was collected using structured questionnaires. Two sets of questionnaires, producers and traders (for distributors, wholesalers and retailers) were designed and administered in the field. The producer and trader’s questionnaire collected quantitative data from producers on the profit margins and the contribution of white pepper to harvesters’ household incomes. Before the full-scale study, a pilot test was conducted in Penja which tested the effectiveness of the questionnaires and to make necessary adjustments. To ensure reliability, the same survey protocol was used throughout the study. The questionnaires were also reviewed by other experts in the field. Primary data was collected for a period of one month (April, 2023). Secondary data was collected from scientific publications, electronic documents (internet), books, journals and documents in some institutions like the Sub-Divisional Delegation of Agriculture and Rural Development of Njombe-Penja.

3.3.2 Data analysis

The data obtained was analysed using the Statistical Package for Social Sciences (SPSS) version 21.0 and the Microsoft tool (Microsoft Excel, Microsoft Word 10). Quantitative data collected from the survey was processed and calculated using standard mathematical formula for the mean of grouped data as well as

measuring cost, revenue, and the net profit are as follows:

$$\text{Mean} = \frac{\sum xf}{\sum f} \dots\dots\dots \text{equation 1}$$

x= Midpoint,

f=Frequency,

∑ f = Sum of frequencies,

∑(f * x)= sum of frequencies and midpoint

$$\text{Net Profit or income (NP)} = \text{Revenue (Net Sales)} - \text{Total cost and expenses. equation 2}$$

Where; Revenue = Total cost of goods sold and Expenses = Total cost of goods bought + transport + tax + labour + other.....equation 3

The Gross Marketing Margin (GMM) and the Net Profit Margin (NPM) will be estimated using the following formulas (Hussain *et al.*, 2013);

$$\text{GMM} = \text{Ps} - \text{Pb} \dots\dots\dots \text{equation 4}$$

Where Ps represents the selling price and Pb represents the buying price.

$$\text{NPM} = \text{GMM} - \text{TMC} \dots\dots\dots \text{equation 5}$$

Where NPM represents the net profit margin, GMM represents that gross marketing margin and TMC represents the total marketing cost.

Contribution to households = profits/ (total income) *100 Equation 6

An inferential statistical test (One Sample T test) was used to determine if the contribution of white pepper to the incomes of the actors within the study area is statistically significant.

4. RESULTS

4.1 Profit Margin and Contribution of White Pepper to the Incomes of Main Actors

4.1.1 Producers

The result from Table 3 revealed that the average quantity harvested per farmers was 293kg. Averagely, each farmer harvesting white pepper makes an average of 2,018,595FCFA annually from the sale of white pepper. For the producers of white pepper, the cost associated with its production is enormous and comes in the form of expenditures on farm inputs, transportation and hired labour. The total average cost of production stands at 769,879.1FCFA. On average each producer of white pepper makes a profit of 1,248,692 FCFA annually and a profit of 4262 FCFA per kg from the sale of white pepper.

As indicated on the Table 4, producers make income from other sources at different rates, on

average, producers make 1,822,115 FCFA from other income sources. Adding to the profit made from the sale of white pepper, average total income of producers of white pepper is 3,070,807 FCFA. The results in table 4 revealed that white pepper business contributes 40.7% to the overall income of producers in njombe-penja from January to December 2022. To evaluate the importance of white pepper contribution on producer’s households, the sample T test was used to test the significance of the contribution of white pepper with respect to the income from other sources. For producers, the contribution of white pepper to producer’s total household income was found to be statistically significant (p < 0,05).

4.1.2 Distributors

Table 5 indicates that, the average quantity sold annually per distributors was 30,000 kg. Averagely, each distributor makes an average of 225,000,000 FCFA annually from the sale of white pepper. For the distributors of white pepper, the cost associated with the business is enormous and comes in the form of expenditures on yearly cost to purchase white pepper, transportation, rent and hired labour. The total average cost stands at 204,750,000 FCFA. On average each distributors of white pepper makes a profit of 20,250,000 FCFA annually and a profit of 675 FCFA per kg from the sale of white pepper.

Table 3. Net profit of white pepper sold, and the total quantity sold by farmers in Njombe-Penja from January to December 2022

Actor	Mean unit selling prize per kg	Mean annual quantity in kg	Mean annual revenue (net sales) FCFA	Mean expenses on farm inputs and others FCFA	Mean annual profit FCFA	Mean profit margin per kg
Producers	6890 FCFA	293	2,018,595 FCFA	769,903 FCFA	1,248,692 FCFA	4,262 FCFA

Table 4. Contribution of white pepper to the income of farmers in Njombe-Penja and One-Sample Test for producers

Actor	Mean profit from white pepper	annual white from activities	Annual income from other HH income	Contribution of white pepper to HH income	of T	Df	Sig. (2-tailed)
Producers	1,248,692 FCFA	1,822,115 FCFA	3,070,807 FCFA	40.7%	14.306	103	0.000

Table 5. The annual net profit of white pepper and the total quantity sold by distributors in njombe-penja from January to December 2022 in FCFA

parameters	Value
Mean unit selling prize per kg	7500 FCFA
Mean unit buying prize per kg	6667 FCFA
Mean annual quantity in kg	30000
Mean revenue (net sales)	225,000,000 FCFA
Mean annual cost for buying white pepper	200,000,000 FCFA
Mean annual cost on transport, labor and others	4,750,000 FCFA
Mean annual total cost and expenses	204,750,000 FCFA
Mean annual net profit or income	20,250,000 FCFA
Mean annual net profit or income per kg	675 FCFA

As indicated on the Table 6, distributors make income from other sources at different rates on average, distributors make 11,000,000 FCFA from other income sources. Adding to the profit made from the sale of white pepper, average total income of distributors of white pepper is 31,250,000 FCFA. The results in Table 6 revealed that white pepper business contributes 64.8% to the overall income of distributors in njombe-penja from January to December 2022. To evaluate the importance of white pepper contribution on distributors households, the sample T test was used to test the significance of the contribution of white pepper with respect to the income from other sources. For distributors, the contribution of white pepper to their total household income was found to be statistically significant ($p < 0,05$).

4.1.3 Wholesalers

Table 7 indicates that, the average quantity sold annually per wholesalers was 3600 kg. Averagely, each wholesaler makes an average of 27,000,000 FCFA annually from the sale of white pepper. For the wholesalers of white pepper, the cost associated with the business is enormous and comes in the form of expenditures on yearly cost to purchase white pepper, transportation, and hired labour. The total average cost stands at 24,711,459 FCFA. On average each wholesaler of white pepper makes a profit of 2,288,541 FCFA annually and a profit of 625 FCFA per kg from the sale of white pepper.

As indicated on the Table 8, wholesalers make income from other sources at different rates on average, wholesalers make 1,534,313 FCFA from other income sources. Adding to the profit made from the sale of white pepper, average

total income of wholesalers of white pepper is 3,822,854 FCFA. The results in table 8 revealed that white pepper business contributed 60% to the overall income of wholesalers from January to December 2022. To evaluate the importance of white pepper contribution on wholesalers' households, the sample T test was used to test the significance of the contribution of white pepper with respect to the income from other sources. For wholesalers, the contribution of white pepper to their total household income was found to be statistically significant ($p < 0,05$).

4.1.4 Retailers

Table 9 indicates that, the average quantity sold annually per retailers was 184 kg. Averagely, each retailer makes an average of 1,659,259.3 FCFA annually from the sale of white pepper. For the retailers of white pepper, the cost associated with the business is enormous and comes in the form of expenditures on yearly cost to purchase white pepper, transportation, expensive packaging and hired labour. The total average cost stands at 1,353,930 FCFA. On average each retailer of white pepper makes a profit of 305,329 FCFA annually and a profit of 1659 FCFA per kg from the sale of white pepper.

As indicated on the Table 10, retailers make income from other at different rates on average, retailers make 520,000 FCFA from other income sources. Adding to the profit made from the sale of white pepper, average total income of retailer of white pepper is 825,329 FCFA. The results in Table 10 revealed that white pepper business contributes 37.5% to the overall income of retailers from January to December 2022.

To evaluate importance of white pepper contribution on retailers' households, the sample T test was used to test the significance of the contribution of white pepper with respect to the income from other sources. For retailers, the contribution of white pepper to their total household income was found to be statistically significant ($p < 0,05$).

Table 6. Contribution of white pepper to the income of distributors in njombe-penja and One-Sample Test for distributors

Actor	Mean annual profit from white pepper	Annual income from other activities	Contribution of white pepper to HH income	T	Df	Sig. (2-tailed)
distributors	20,250,000 FCFA	11000000 FCFA	64.8%	-3.776	4	0.019

Table 7. The annual net profit of white pepper and the total quantity sold by wholesalers from January to December 2022 in FCFA

parameters	Value
Mean unit selling prize per kg	7,500 FCFA
Mean unit buying prize per kg	6,600 FCFA
Mean annual quantity in kg	3,600
Mean revenue (net sales)	27,000,000 FCFA
Mean annual cost for buying white pepper	23,760,000 FCFA
Mean annual cost on transport, labor and others	951,459 FCFA
Mean annual total cost and expenses	24,711,459 FCFA
Mean annual net profit or income	2,288,541 FCFA
Mean annual net profit or income per kg	625 FCFA

Table 8. Contribution of white pepper to the income of wholesalers and One-Sample Test for wholesalers

Actor	Mean annual profit from white pepper	Annual income from other activities	Contribution of white pepper to HH income	T	Df	Sig.(2-tailed)
whole salers	2,288,541 FCFA	1,534,313 FCFA	60%	-89.065	50	0.000

Table 9. The annual net profit of white pepper and the total quantity sold by retailers from January to December 2022 in FCFA

parameters	Value
Mean unit selling prize per kg	9020 FCFA
Mean unit buying prize per kg	725 FCFA
Mean annual quantity in kg	184
Mean revenue (net sales)	1,659,259.3 FCFA
Mean annual cost for buying white pepper	1,237,069 FCFA
Mean annual cost on transport, labor and others	116,861 FCFA
Mean annual total cost and expenses	1,353,930 FCFA
Mean annual net profit or income	305,329 FCFA
Mean annual net profit or income per kg	1659 FCFA

5. DISCUSSION

5.1 Profit Margin and Contribution of White Pepper to the Incomes of Main Actors

5.1.1 Producers

Profit margins are important in any trade because when they are favorable, they serve as a strong incentive for participants to stay in the business. The study revealed that, 293kg of white pepper was sold constituting an annual profit margin of 1,248,692 FCFA for the producers. The annual profit margin of white pepper for producers in njombe-penja sub-division was observed to be less than the profit margin of *Ricinodendron heudolotii* harvested in the entire south west region from 2013-2015 and estimated at 21,949,705 FCFA [23]. It should however be noted that the profit margin of *Ricinodendron heudolotii* for producers was calculated for the entire south west region from 2013 to 2015 while our study focused only on njombe-penja sub-division and for one year. In the present study, the producers had a high profit margin of 4262 FCFA per kg. High profit margins were obtained for traded NTFP in similar studies in Uganda [24] Tegume *et al.*, 2016) which indicated minimal exploitation of primary producers by middlemen. The current finding contradicts the general belief that final sellers exploit producers [25]. In the current study, several producers sold their products directly to consumers thus they receive maximum benefits. A large proportion of rural population earn their livelihoods from the collection or extraction and sales of NTFPs thereby improving the quality of life and standard of rural population living around forestlands [26] The results revealed that the contribution of white pepper to the overall income of white pepper produces was significant. White pepper business contributed 40.7% to the overall income of producers in Njombe-Penja from January to December 2022. Similar results were obtained by Demie, [27] and suggests that

NTFPs contribute significantly to household income and thus can act as a safety net during the period of hardship and other emergencies. This finding also implies that NTFPs constitutes an important component of the rural households' economy. A study made by Melaku *et al.* [28] in Bonga forest area, Southwestern Ethiopia estimated that NTFPs income is the second most important source of household income, contributing about 47% of the total household income. This finding also agrees with studies conducted in Kano, Nigeria by Suleiman *et al.*[29] where NTFPs contributing about 30% of the total annual household income as compared to crop production.

5.1.2 Traders

Traders profit margins vary depending on the type of trader. In the present study, retailers had the smallest annual profit margin (305,329 FCFA), followed by wholesalers (2,288,541 FCFA). Distributors had the highest annual profit margin of 20,250,000 FCFA. These results corroborate those of Dembele *et al.* [30] and can be explained by the fact that distributors and wholesalers buy very large quantities of white pepper and stock them in order to make them available even during periods of shortage. Unlike retailers who buy small quantities thus justifying their low annual profit margin. The results revealed that, the marketing of white pepper has contributed significantly to the overall household income for all traders (distributors, wholesalers, retailers), contributing more than 50% (for distributors and wholesalers) of the total annual household income. White pepper income was the most viable first source of income of all the respondents because alternative options were few or even absent. Similar result was obtained by Peerzada *et al.* [31] who found that NTFP contribute for 53,33% of the total annual household income of traders. The marketing of NTFPs generates substantial income and occupy an important place in the household economy [31].

Table 10. Contribution of white pepper to the income of retailers and One-Sample Test for retailers

Actor	Mean annual profit from white pepper	Annual income From other activities	Contribution of white pepper to HH income	T	Df	Sig. (2-tailed)
Retailers	305,329 FCFA	520,000 FCFA	37.5%	12.498	129	0.000

6. CONCLUSION AND RECOMMENDATIONS

The study revealed that white pepper from Njombe-Penja Cameroon is a valuable non-timber forest product that contributes significantly to the livelihoods of the main actors involved in the value chain. The study showed that the distribution of profit margins among the actors is uneven, with distributors earning the highest annual profit margin, followed by wholesalers, producers and retailers. The study also found that the contribution of white pepper to the total household income was statistically significant for all of the actors, meaning that white pepper is an important source of income for them. In order to improve the profitability and sustainability of the white pepper value chain in Njombe-Penja, there is a need to enhance the capacity and bargaining power of the producers, who are the most vulnerable and marginalized actors in the chain. This could be done by providing them with access to quality inputs, extension services, credit facilities, market information and collective action platforms. To increase the competitiveness and quality of the white pepper from Njombe-Penja Cameroon, there is a need to adopt and enforce standards and certifications that comply with the requirements of the domestic and international markets. This could be done by strengthening the regulatory and institutional framework, promoting good agricultural practices, enhancing traceability and quality control systems and facilitating the participation of the actors in the certification schemes. To diversify and expand the market opportunities for the white pepper from Njombe-Penja Cameroon, there is a need to explore and develop new market segments and niches that can offer higher prices and value addition for the product. This could be done by conducting market research, developing branding and marketing strategies, establishing linkages and partnerships with potential buyers and supporting product innovation and differentiation.

COMPETING INTERESTS

Authors have declared that no competing interests exist.

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