

# **The Legal and Related Practico – Economic Problems Of Marketing Zambia’s Copper**

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This is an analysis of the main problems of marketing Zambia’s copper. I have deliberately chosen the year 1977 as the worst year for the measure of current Zambia’s problems agood number of which have their origin in the historical development of the copper industry in Zambia. The year 1977 happens to be the watershed of the creeping crisis of Zambia’s copper industry. The introductory chapter sets out to show to what extent Zambia is dependent on copper as the main stay of its economy. Secondly, I examine the method of marketing copper distinct from the “International Market” as an institution. Thirdly, I try to identify the general practical and economic issues and the main problem facing copper marketing at reasonably stable prices. In chapter II, an effort is made to explain what was involved in the sales and Marketing contract of 1970 between the state ( the government of the Republic of Zambia, ZIMCO, and the newly companies Roan Consolidated Mines (NCCM), on the one hand, and the mining Companies – Roan Selection Trust Ltd, and Zambia Anglo – American corporation on the other; and why it was later terminated. The price mechanism used in marketing is also discussed. The birth of the Metal Marketing Corporation as a way of saving foreign exchange so as to guarantee the control and Management of the industry under the new system of nationalization is noted. Chapter III proceeds to highlight the transportation and other related problems in delivering copper to the international market. In Chapter IV, an attempt is made to show what system is used at London Metal Exchange as an international Market. Problems facing the copper producing countries, which are developing countries and the institutions which are responsible for them, their causes, the question of stabilizing prices under the guidance of the United Nations through UNCTAD and the possibility of establishing a copper Agreement under the integrated programme are also examine in this chapter. In conclusion, an overall evaluation has been attempted and some suggested solutions to the problems have been spelt out with qualifications, i.e some objectives can be achieved provide provided that certain conditions are met.