

REPORT
WOMEN ACCESS TO MARKET : VEGETABLE MARKETING OF
WOMEN IN THE VILLAGE OF HAMBARO,
NANGGUNG SUBDISTRICT, WEST JAVA

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LIST OF CONTENT

	Page
LIST OF CONTENT	i
LIST OF TABLES	ii
LIST OF FIGURES	iii
ABSTRACT	1
INTRODUCTION	2
Background	2
Overreaching Research Question	3
Specific Research Questions	3
Objectives	3
LITERATURE REVIEW	4
The Definition of Network in General and Gender Network	4
Women, Networks and Social Capital	5
Gender Analysis and Methodology on Gender Networks	6
Gender and Environments and Factors Influencing Gender Roles	6
METHODOLOGY	9
FINDINGS	10
Characteristics of Respondents	10
Women Market Networks	13
Benefit from Vegetable Production and Marketing	21
CONCLUSIONS	23
REFERENCES	24

LIST OF TABLES

	Page
Table 1 Types of Vegetables and Fruits Marketed by Women	12
Table 2 Men and Women's Spaces (Physical Areas) in The Production and Processing of Products (Guava) Destined for Market	13

LIST OF FIGURES

	Page
Figure 1 Market Networks of Two Women Respondents in Hambaro for Guava ...	14
Figure 2 Market Networks of Two Women Respondents in Hambaro for Katuk	15
Figure 3 Market Networks of Two Women Respondents in Hambaro for Mixed Vegetables and Fruits	16
Figure 4 Market Networks of Two Women Respondents in Hambaro for Mixed Vegetables and Fruits	17
Figure 5 Market Networks of Two Women Respondents in Hambaro for Mixed Vegetables and Fruits	18
Figure 6 Market Networks of Two Women Respondents in Hambaro for Mixed Vegetables and Fruits	19
Figure 7 Market Networks of Two Women Respondents in Hambaro for Mixed Vegetables and Fruits	20

WOMEN ACCESS TO MARKET : VEGETABLE MARKETING OF WOMEN IN THE VILLAGE OF HAMBARO, NANGGUNG SUBDISTRICT, WEST JAVA.

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ABSTRACT

The Vegetable Agro forestry (VAF) System developed through the SANREM Project in Indonesia is located at the Nanggung, a sub-district, Bogor District, West Java Province. In Nanggung, agriculture production is dominated by men with women have little access and control over land, capital and production inputs. Although still dominated by men, a fair number of women have access (12.6%) and control (12.6%) over marketing of agricultural products and 12.2% of women have access to information on the price of agricultural products. This study aims to compare how gendered networks and coalitions affect the ability of groups to access and control natural resources and to access appropriate markets and capture value for their agricultural products. The study showed that men produce and sell main agricultural products such as rice, corn or cassava, while women may produce and sell minor vegetables. Most agricultural products are used for consumption and the surplus are sold around the village or to the middlemen. Commercial production by women farmers started with jasmine flower and later with guava. In the village of Hambaro, the access to market is open to everyone, but dominated by men. Only a small number of women in Hambaro use the access to market their products. All nodes in the marketing network of vegetables and fruit/guava are dominated by men. The middlemen provide information on demand and price of products. Men and women obtain the same price when they use the same network. Men get higher price only when they go directly to the big market. Most women do not negotiate for price only on the term of payment. Although men dominated the market for vegetables and fruits, the allocation of expenditures from the sale of vegetables and fruits are similar to that of women. The source of power of men is from the long established network between men and the middlemen. In addition to institutionalized farmer groups and access to capital. The source of power of women is mainly from family networking and supports. Women who are actively participated in marketing gain support from their husband in production and marketing of vegetables and are more confidence in negotiating obstacles in marketing Katuk by selling directly to consumers/retail and obtained higher price than from middlemen.

Key words: gender analysis, marketing network, vegetable agroforestry,

INTRODUCTION

Background

The Vegetable Agroforestry (VAF) System developed through the SANREM Project in Indonesia is expected to alleviate poverty, food scarcity and reduce environmental degradation in Indonesian watersheds. The project on vegetable agroforestry in Indonesia is located at the Kecamatan Nanggung, a sub-district located in the western part of the West Java Province. Nanggung is considered as one of the less developed areas in the Bogor Regency with the highest number of poor households. The main productive activity in Nanggung is agriculture, mainly rice, although most households' income comes from non-agricultural activities.

Vegetable Agroforestry (VAF) system is the type of agriculture system being introduced to the Nanggung Sub District by the SANREM Project. This system is believed to be able to increase income of farmers through the introduction of high value vegetable crops and improve farmers' livelihood and at the same time reduce the risk of further degradation of watershed area and maintain sustainable agriculture. Underlying SANREM's approach is the assumption that access to markets will enhance livelihoods and play a significant and positive role in sustainable agriculture and natural resource management.

Access to both natural resources and markets is gendered, and gender mediates the distribution of benefits between individuals and within households in given communities. Socio economic study showed that women of Nanggung have been participated in agriculture production, however, most women are involved in rice production. Only small numbers (12.1%) are involved in dryland agriculture. The lack of women's active participation in vegetable production is mainly due to lack of access to production inputs and credits. The baseline data showed that only 12.9% of women have access to credits and very few women (3.3%) have access to production inputs and technology. Although still dominated by men, a fair number of women have access (12.6%) and control (12.6%) over marketing of agricultural products and 12.2% of women have access to information on the price of agricultural products.

Overreaching research question

How does the gendered nature of networks linking women to markets impact the quality of information they receive and their bargaining power (in the household, market, etc.)?

Specific research questions:

- How gendered are the nodes in the women farmers' market networks? What kinds of ties bind them to the various nodes?
- Do women consciously seek to link with certain genders to access the market or enhance bargaining power?
- How do gendered networks affect women's market access and bargaining power?
- How do women's market networks enhance their social capital?

Objective

This study is aimed at understanding how the gendered nature of networks linking women to markets, and describe the impact of their participations on marketing to the quality of information they receive and their bargaining power within family.

LITERATURE REVIEW

The Definition of Network in General and Gender Network

The term network is commonly utilised in social sciences to describe technological relations, economic forms, political structures and social processes. Space and times are also constructed within network (Murdoch, 1998, pp. 359). Network incorporates with social capital that Lin (2001,55) defined as “the resources embedded in one’s social network and how access to and use of such resources benefit the individual actions” (Turner, 2007, pp. 409).

Policy Research Initiative (2003) stated three classifications, namely bonding social capitals (includes networks build upon relations within homogenous groups), bridging social capitals (refers to heterogeneous networks that connect to more diverse sources), and linking social capitals (refers to ties and networks travesing social and economic differences) (Turner, 2007, pp. 410). Social network can provide a safety net in a time of intensified need, such as the *Ikatan* network among migrant workers at Indonesia (Silvey & Elmhirst, 2003. pp. 871-873). Most of social networks are found within groups, where the interaction between people is higher, where the distribution channels are fairer, and where are able to provide social control and social capital (De Haan, 2001, pp. 72). Moreover, both social capital and social networks may enable individuals to gain access to other resources. The concept of social networks offer access to resources of a material or (possibly) nonmaterial kind. In contrast to social networks that rely on exclusion, the social capital is characterized as a public good, to which all residents of an area have access (Mohan & Mohan, 2002, pp. 192). While Mohan and Mohan (2002) stated that “Social capital is alleged to have beneficial effects on both *individuals* (promoting better health, social interaction, increasing the probability of successful job search; providing a favourable climate for entrepreneurship) and *communities* (generally, stimulating economic development by making certain resources available that otherwise would be lacking (e.g., microcredit schemes or sharing of capital equipment)). It cannot simply be appropriated by individuals or particular groups” (Mohan & Mohan, 2002, pp. 193).

The gender social network relationships represent among men and women in rural African community with reciprocal helping relationships as the core of informal organization in the community that seem to be independent of more traditional ties of kinship or clan (Harkness & Super, 2002, pp. 369). Furthermore, social capital is classified as “institutional,” based on transactions governed by roles, rules, procedures, and organizations or as “relational,” and so governed by norms, values, attitudes, and beliefs, suggests that different strategies are needed for building social capital to support collective action (Westermann et al., 2005. pp. 1784)

Women, Networks and Social Capital

According to Gammage et al.(2005), women who engage in production and join the market face constraints and opportunities unlike those of their male counterparts. This is because socio-cultural proscriptions can inhibit women’s market entry and access or limit their economic mobility.

Women are known to draw upon a range of social networks for personal and family livelihood (Dikito-Wachtmeister, 2001). Social network, according to Freeman (2006) is a “social structure made of nodes which are generally individuals or organizations that are tied by one or more specific types of interdependency, such as values, visions, ideas, financial exchange, friendship, kinship, dislike, conflict or trade.” The network, in its simplest form, maps all the relevant ties between the nodes being studied. It is said that social networks usually operate on gender lines, although these are regarded as gender-neutral in the literature. Albeit these may empower women, networks are a reflection of the gendered nature of power relations between women and men in society. For this reason, women often do not belong to the same networks as men. Moreover, the projects for women are generally established or managed through exclusive women groups. These women groups may ensure women’s participation and even develop their self-confidence, but compared to men’s networks, they exercise less clout. Hence Freeman (2006) believes that under these circumstances any attempt to empower women through social networks may result in more harm than good.

Gender Analysis and Methodology on Gender Networks

Measuring social network could be collected by the approach of qualitative study, life histories by implementing semi-structured interview several days, using the survey questionnaire. Then, written records of each interview were coded for themes related to life-stage circumstances, the size and composition of social networks and the types of support they provide. Recall of networks in action for 24 hours could be done to collect data on network interaction and exchange (Adamsa *et al.*, 2006).

Gender and Environments and Factors Influencing Gender Roles

Valdivia, C. & Gilles, J. (2001) stated that “Negotiations are a day to day activity with global economy, with the environment, with other members in a community, and in a household... Empowerment, through income and asset control, facilitates women’s negotiations to improved livelihoods. Empowerment in the management of natural resources is tightly linked to sustainable development. There is need, therefore, for policies that contribute to this empowerment, such that women’s increased control of their income and voice in decisions contribute to a reduction in rural livelihood vulnerability, and its impact on the environment. This voice should be pursued in the context of the day to day management of resources and livelihood decisions, a responsibility that they bear in many communities, through groups. A gender perspective allows us to understand the crucial need to empower women by understanding the consequences of opportunistic behavior and the resources power to negotiate” (Valdivia, C. & Gilles, J. 2001, pp. 8). Moreover, it is stated that “Understanding the relationship that gender has to the manner in which rural families negotiate livelihoods is a theme running throughout this issue. Not only are women the major sources of family well-being but they are stewards of natural and productive resources. If their voices are not heard, their negotiations to provide for the well-being of their families may result in great losses to the environment and to society. The research presented here shows the links between women’s voices or their lack of voice, and the well-being of the environment” (Valdivia, C. & Gilles, J. 2001, pp. 8).

Meanwhile, USAID (2008) stated that “ Women are a significant entrepreneurial force whose contributions to local, national and global economies are far reaching.

Women produce and consume, manage businesses and households, earn income, hire labor, borrow and save, and provide a range of services for businesses and workers. Women represent an increasing proportion of the world's waged labor force and their activity rates are rising. In Africa, Asia and Latin America, they are over one third of the officially enumerated workforce... However, even as women enter markets and engage in production, they may face different constraints and opportunities than their male counterparts. Social and cultural proscriptions assign productive and reproductive roles to men and women that can limit their access to markets and restrict their occupational and sectoral mobility. Throughout many countries and regions, the gender division of labor within the household underpins fundamental differences in the rights and responsibilities of men and women. In many rural societies, for example, women are responsible for household provisioning: food crop production; gathering fuel and hauling water; and caring for children and the aged. In return, men are expected to meet certain cash requirements of the household. This division of labor affects women's ability to participate in paid employment, to access education and training, and influences their choice of productive activities. Although there are variations across countries, social norms strongly influence men's and women's work environments. Some tasks and jobs are considered more appropriate for men or women, and overt or covert screening filters out applicants who defy these norms. These gender norms frequently underpin sex-segmented labor markets and activities. Highly sex-segmented labor markets typically confine women workers to low-wage low-productivity employment and can limit the responsiveness of labor markets to new demands for higher skilled workers. Sluggish or unresponsive labor markets can impede adjustment, distort human capital investment, and inhibit a firm's ability to switch into new activities and compete in a dynamic and globalizing market ... Gender inequalities in market access limit longer-term growth. Understanding how women access markets as producers and wage laborers is likely to prove critical for fostering pro-poor and inclusive economic growth. Analyzing where women are in the global value chain, and documenting the resources they use and transform, will provide information about how to strengthen local economies and maximize forward and backward linkages. Reducing women's barriers to market access,

improving their position within the value chain, and enhancing their productivity is likely to benefit local, national and regional economies as well as households (USAID, 2008).

Westermann et al. (2005) stated that the propositions about the tendency of women to have altruistic values and informal relationships that endow them with higher social capital than men are not supported by this study. It is found that there is no any significant differences among women, men, and mixed groups' local connections (relational, functional, symbolic, and place-based relations). In groups formed for collective action in natural resource management, there was no significant gender differences in relational social capital in terms of the reported value placed on altruism and the extent of informal kin relationships. On the other hand, there was significant differences in the frequency of collaboration, solidarity, and capacity to manage conflict where the data reveal an effect on group behavior of the presence of women in groups. It was found that collaboration, solidarity and conflict resolution all increase with women's presence in the groups (Westermann et al., 2005. pp. 1795)

METHODOLOGY

The survey was done at Hambaro Village, Sub-District of Nanggung, District of Bogor-West Java Province during July-November 2008. A total of 10 women were selected purposively as respondents. The respondents are part of the group of women in the Bhakti Tani Women Farmer Group.

Basically, the qualitative research approach will be implemented:

1. Focus groups discussion with members of women farmers to identify formal and informal markets for products, as well as source of products.
2. In depth interviews with women who actively market their product as well as representatives of different sectors/groups identified in market.
3. Surveys at markets and households in local communities to assess the differences in current market prices commanded by member within a group.
4. Map gendered spaces of production and gendered spaces in the market to identify links between two physical spaces (harvest and sale).
5. Identify and characterize networks, coalitions, or associations facilitating access to market. Describe their origin.

The procedures of collecting data were:

1. Engaging women farmers to draw their network map was quite challenging. Most of them felt self-conscious about their lack of drawing skills and seemed in a hurry to return to their work hence the researcher did most illustrations. Gathering the women as a group and finding a less preoccupied common time (e.g., right after marketing) may make the mapping exercise more rewarding and fun. However, more researchers may be required to monitor the outputs of the group.
2. While it has its strengths, tapping a local woman leader to assist the researchers in establishing contact with the subjects and understanding local nuances also has its downside. It was at first difficult to manage the local person and prevent data contamination. But eventually, repeated instructions on the need to preserve privacy during the interview process paid off.
3. On hindsight, the gender cross-cutting study should have followed in the wake of the socioeconomic and gender baseline surveys and market assessments that were started

in Year 1 of the project. Then the earlier field researchers could have continued with the study and a new researcher did not have to be hired and reoriented anew to community situations and the study's market and gender findings.

FINDINGS

Characteristics of Respondents.

The respondents were part of the group of women in the Bhakti Tani Women Farmer Group. The average age of the respondent are 39.3 year , the youngest is 26 year old and the oldest was 60 year old, the average age of the husband is 46.9 year old with the youngest age of 26 and the oldest is 70 year of age. The women are in the productive age group. One woman is head of the household (widow). The average education of the women is 7.1 year and only two graduated from highshcool. The average education of the husband is similar.

The average member household of the respondent is 6 and is classified as medium size household. The occupation of head of household are farmer (33.3%), owner of small business (22.2%), trader (11.5%), labour (11.1%), employee (11.1%). The average income of the household is Rp 1 509 280/month which 61.7% is contributed by the husband and 38.7% is contributed by the wife.

Most respondents are members of the women farmer group and are member of the newly formed saving and loan group since 2008. Two respondents recently joined the saving and loan group in 2009. The most respondents have had training in vegetable production from the SANREM project

In general, the research located in West Java is where the patriarchy system still be applied dominantly by men in a productive sectors. Based on the baseline findings that relate to the experience in vegetable production and marketing, it is concluded that the women's involvement in dry-land agriculture is in minimum level (12.1. %), mostly their involments are concerning rice culture. Men dominated the access and control over resources needed for vegetable production. Whereas, only small share of women in having access towards resources (13.0 % of women have access over land; 12.9 % of women have access to credits; and 3.3% of women have access to production inputs).

Consistent with that findings, it is shown that is only 12.6 percent of women farmers have access to market and market informations. Based on this fact, there is small group of women in marketing network that we can start with (Koesoemaningtyas, Puspitawati, and Herawati, 2009).

Rice is the major crop in Nanggung and rice production involves both men and women, in which plays important role. Vegetable production is done as supplementary farming activity. Most agricultural products are use for consumption and the surplus are sold around the village or to the middlemen. However, the case is different for Guava. The farmers in Hambaro planted Guava solely for commercial purposes to sell the product to the market. During peak seasons, the main buyers (pelanggan/langganan) from the big cities of Jakarta, Surabaya and Bandung come to Hambaro. During regular seasons, the farmers sell to the middlemen.

Women in Hambaro do not customary involve in marketing of produce. Based on our baseline study, marketing of produce are generally done by men. The respondents, women who belong to the Women Farmer Group Bakti Wanita Tani, are the few who are involve with marketing produce. These women first involve in marketing when they were introduce to planting jasmine 16 years ago. The women mostly planted jasmine in their garden and sold directly to the buyer who cem from the capital, Jakarta. This practice is no longer sustained because the buyer did not increase the price/buy at the same price for the past 10 years.

The women respondents have different reasons for their direct involvement in vegetable production and marketing. The reasons include economic reason to support family income, to have fruit and vegetables for the children, follow neighbours or have underutilized land. Factors affecting women's choices of crops grown, can be summerized as follows.

- Women have motivation to work because it is driven by the demands of family economic needs, and also the feeling of capability of women themselves in doing productive activities.
- Women have spare time to be allocated for productive activities close to home (home garden/pekarangan)

- o Wome were introduced to the cash crop of Jasmine and Guava by relatives from the big city (Jakarta).
- o The leader of the women farmer group is the local extention person who attended meetings with other local extention and government extention workers in the District.
- o Goverment or NGO introduce new crops to the famers through the farmers' group that dominated by male farmers.

The types of vegetables and fruits produced and sold by women in the group include yard bean, bean, cucumber, gnemon, corn, tomato, bamboo shoot, mustard leaves, cassava leaves, and recently katuk (Table 1). When the harvest is small the vegetables are sold in bunches/bundle directly to consummers or to neighbourhood stores (warung). When the harvest is large the wömen sell their vegetable to the middlemen (tengkulak).

Table 1. Types of Vegetables and Fruits marketed by women.

Type of Vegetables/fruit	No of respondents	Price
Bean	1	Rp 1250/kg
Chilly peper	2	Rp 5000/kg
Gnemon	1	Rp 10 000/kg
Corn	1	Rp 8000/kg
Guava	4	Rp 1000-2000/kg
Yard bean	3	Rp 1200- 2000/kg
Katuk	6	Rp 1200/kg Rp 500/bundle (5 bundle /kg)
Gnemon seed	2	Rp 15 000/kg
Papaya	1	Rp 1000/kg
Mustard leaves	1	Rp 1250/kg
Cassava leaves	1	
Cucumber	3	Rp 1000/bag
Tomato	1	
Sweet potato	1	Rp 1000/kg

Table 2 describes the segregated spaces in farming system activities, where women's spaces related to activities closed to home, narrowing scope areas/ spaces, slow/ low mobility, limited access to agricultural technology and informations, and mostly having access to informal market (around neighbourhood). On the other hand, men's spaces related to activities far away from home, wide-opened scope areas/ spaces, fast/ high mobility, high access to agricultural technology and informations, and mostly having access to formal market.

Table 2. Men and women's spaces (physical areas) in the production and processing of products (Guava) destined for market.

NO	DESCRIPTION	MEN	WOMEN
1	Production		
	Roles	Planting, harvesting	Planting, maintenance and harvesting
	Scope of physical areas	Village	Hamlet
2	Processing		
	Roles	No processing	No processing
	Scope of physical areas	High access to agricultural technology and informations	Limited access to agricultural technology and informations
3	Marketing		
	Roles	Marketing agricultural producee to the formal market	Selling vegetables to neighbour and neibhbour market.
	Scope of physical areas	Very large, to formal market and even out of town	Limited mostly informal to neighbourhood

Women Market Networks

Access to market for agricultural products is open to both men and women. For the village of Hambaro, the access is open to everyone. The market for vegetable in Hambaro consists both of formal and informal market. The informal markets of vegetables sold by women are the neighbourhood store/warung or the neighbour directly. The closest formal market for the women is the one tin he other subdistict (Leuwiliang). The only network linking the women in Hambaro with formal market is through the middle men. Only a small number of women in Hambaro use the access to market their

products. Our respondents belong to this group. These women have access to capital (in this case through saving and loans) and are highly motivated to develop network with middlemen or with retailers.

Most niches in the market is under the control of men. The network that the women use to sell vegetables and Guava are male dominated. In the closest major market in Leuwiliang only small number of women occupy niches in the market mostly selling herbs. Men control most of the niches in the market, most act as wholesalers for buyers from Jakarta or other big cities. Women only sell as small retailer or sell vegetables in the neighbourhood stores (warung). All nodes in the marketing network of vegetables and fruit/guava are dominated by men (Figure 1).

Most agricultural products are use for consumption and the surplus are sold around the village or to the middlemen. However, the case is different for Guava. The farmers in Hambaro planted Guava solely for commercial purposes to sell the product to the market. During peak seasons, the main buyers (pelanggan/langganan) from the big cities of Jakarta, Surabaya and Bandung come to Hambaro. During regular seasons, the farmers sell to the middlemen.

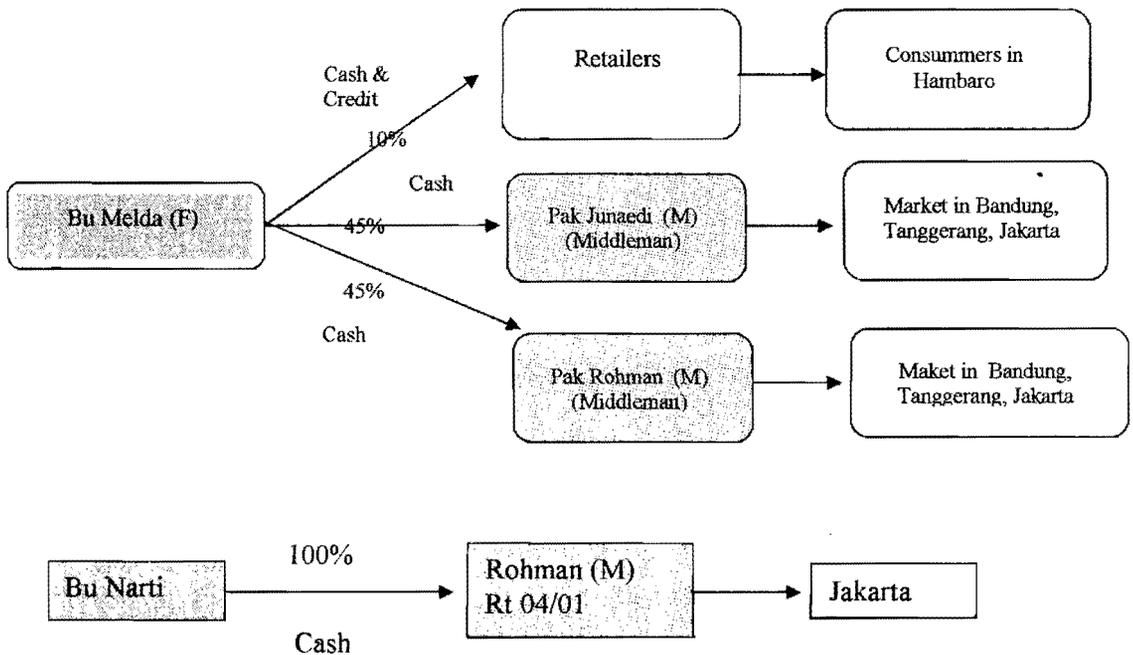


Figure 1. Market Networks of Two Women Respondents in Hambaro for Guava

In most cases, when the marketing of vegetable involve middlemen, then the price is dicided by the middleman. The middleman who come to the village from other village or from the same village act as source of information for price and demand of the product. Women and men obtain the same price when they sell the same product to the same middleman, as is the case of Guava. Men may get higher prices because they can go directly to the market but when men use the same network as women, they obtain the same price as women.

Most women do not negotiate obstacle to market, especially in guava. Most women who sell guava also do not negotiate for price, they receive the price as set by the middlemen who are mostly men. Women negotiate only on the term of payment. In the case of katuk, the women group face a problem in negotiating price with the middleman because the limited scale of production. The women negotiate this obstacle by choosing to sell the vegetable directly to the consumers/retail which they obtained higher price than offered by the middlemen (Figure 2) (Pink color represents woman seller/ buyer, while yellow color represents man buyer/ seller).

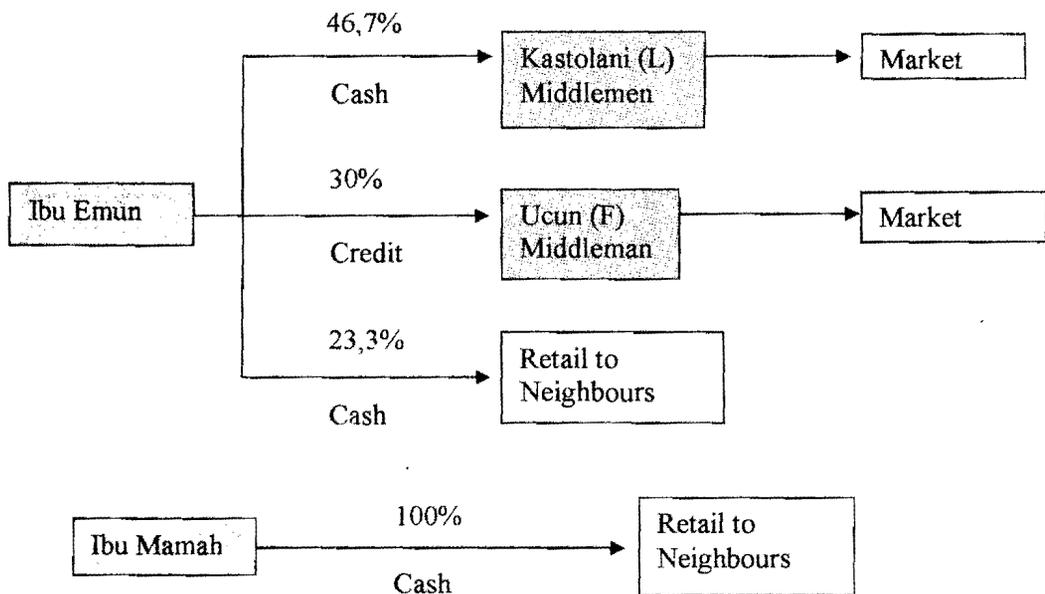


Figure 2. Market Networks of Two Women Respondents in Hambaro for Katuk

Figure 3 to 7 present women in marketing with mixed vegetables and fruits (Pink color represents woman seller/ buyer, while yellow color represents man buyer/ seller).

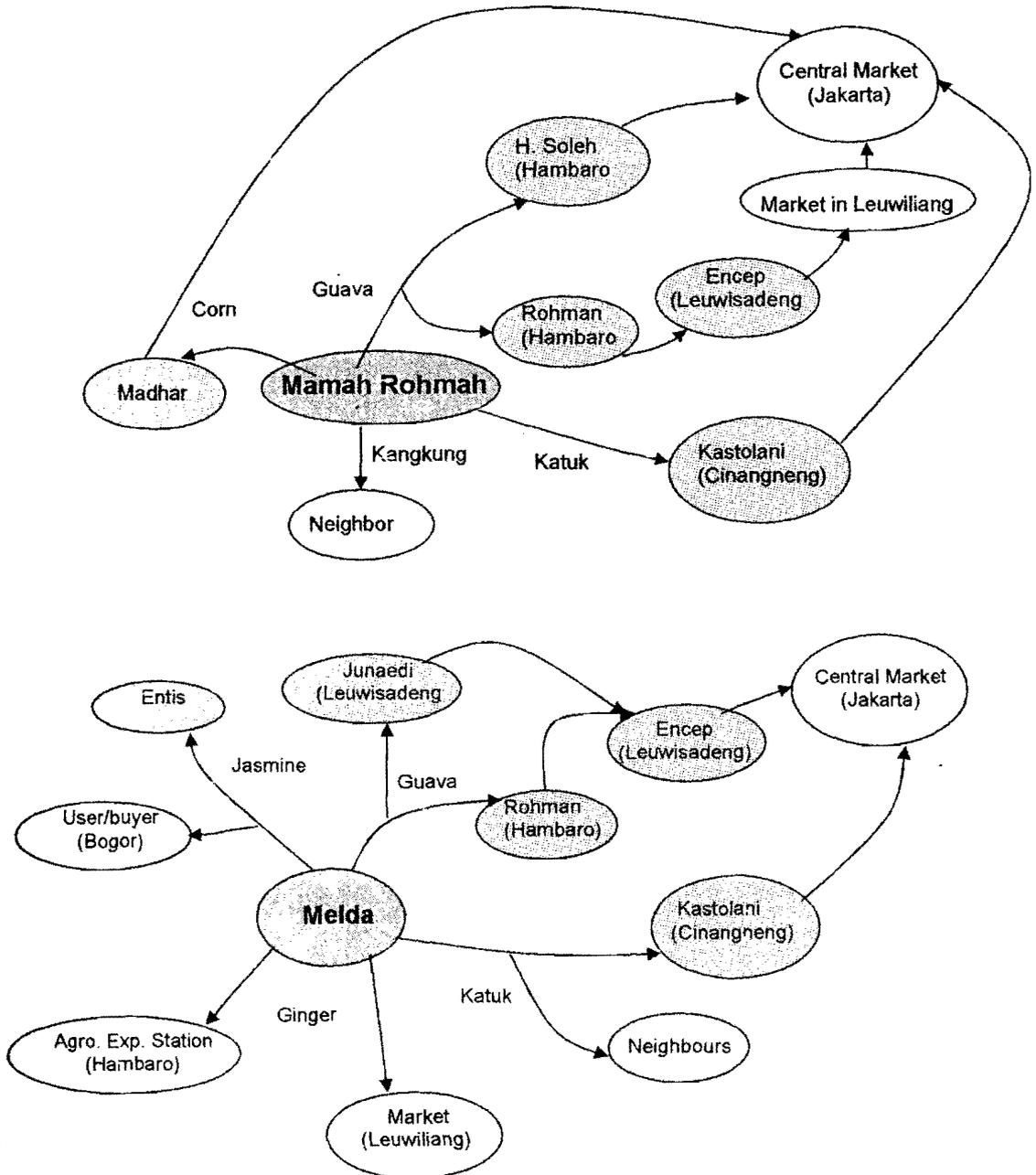


Figure 3. Market Networks of Two Women Respondents in Hambaro for Mixed Vegetables and Fruits.

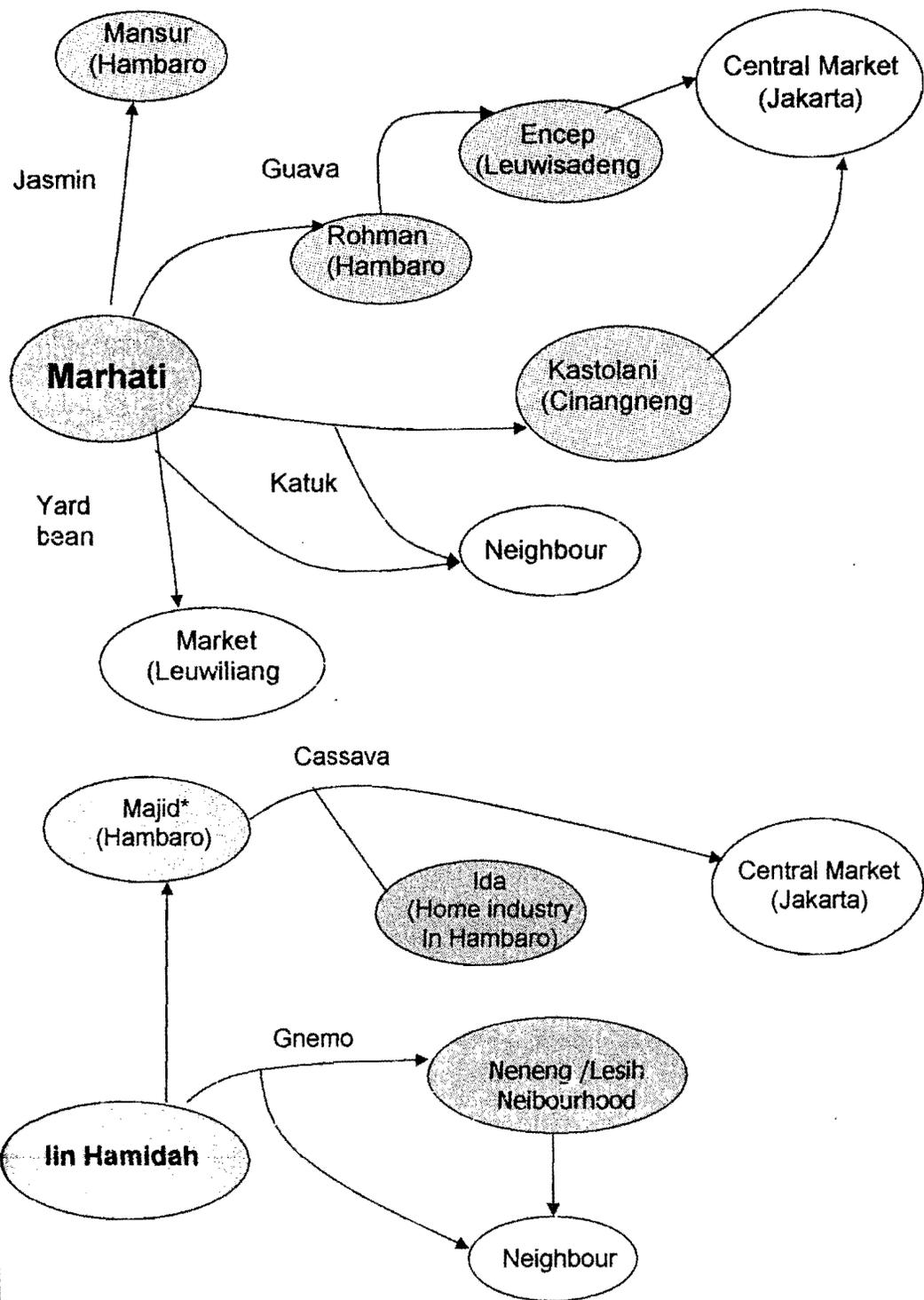
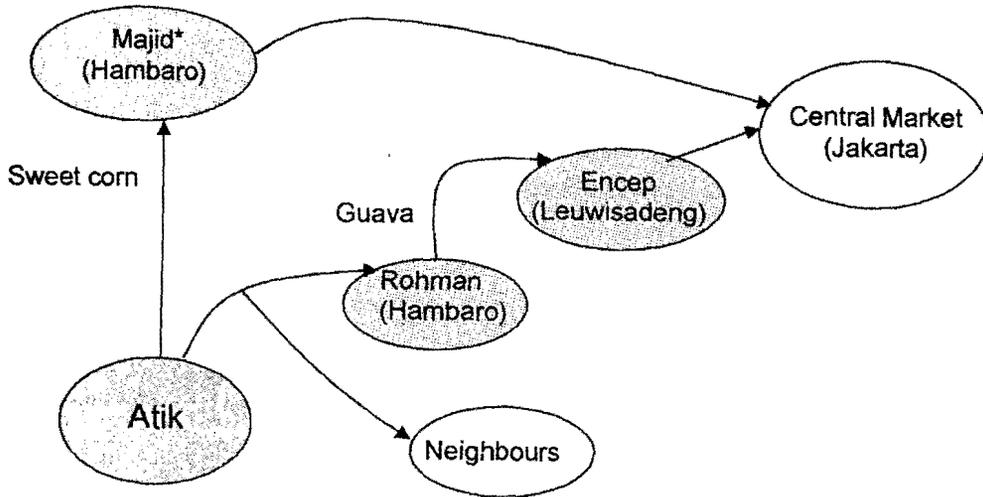


Figure 4. Market Networks of Two Women Respondents in Hambaro for Mixed Vegetables and Fruits.



Majid (Hambaro) supplies seeds with contract buying

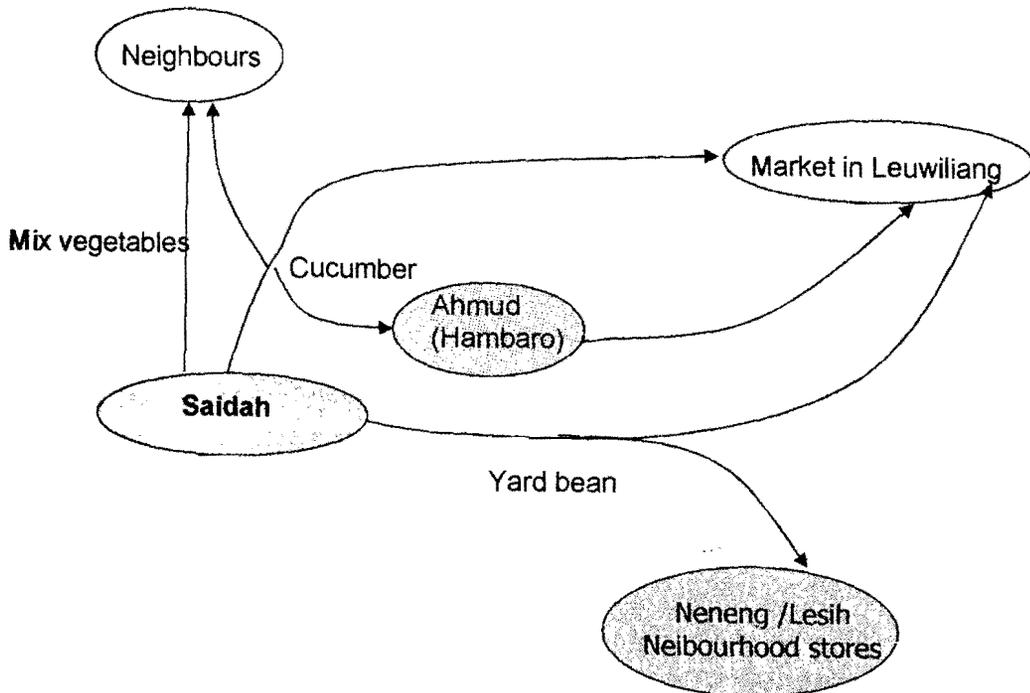


Figure 5. Market Networks of Two Women Respondents in Hambaro for Mixed Vegetables and Fruits.

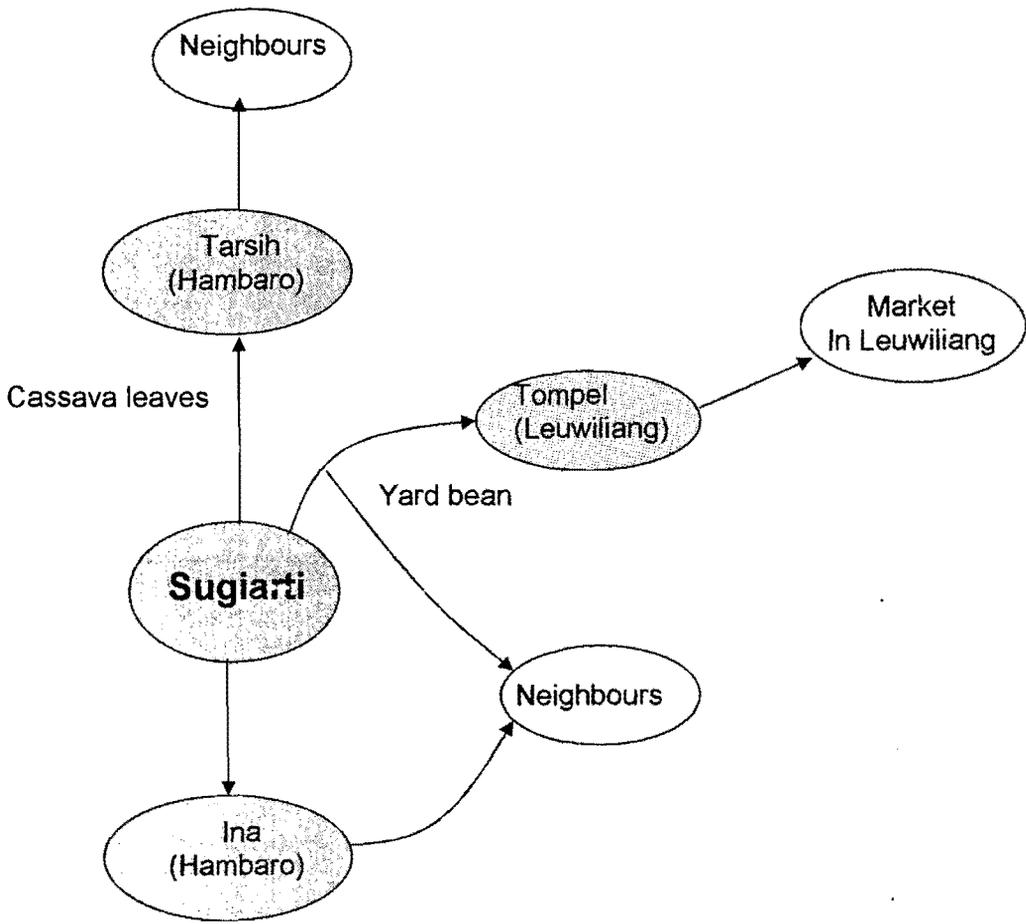


Figure 6. Market Networks of Two Women Respondents in Hambaro for Mixed Vegetables and Fruits.

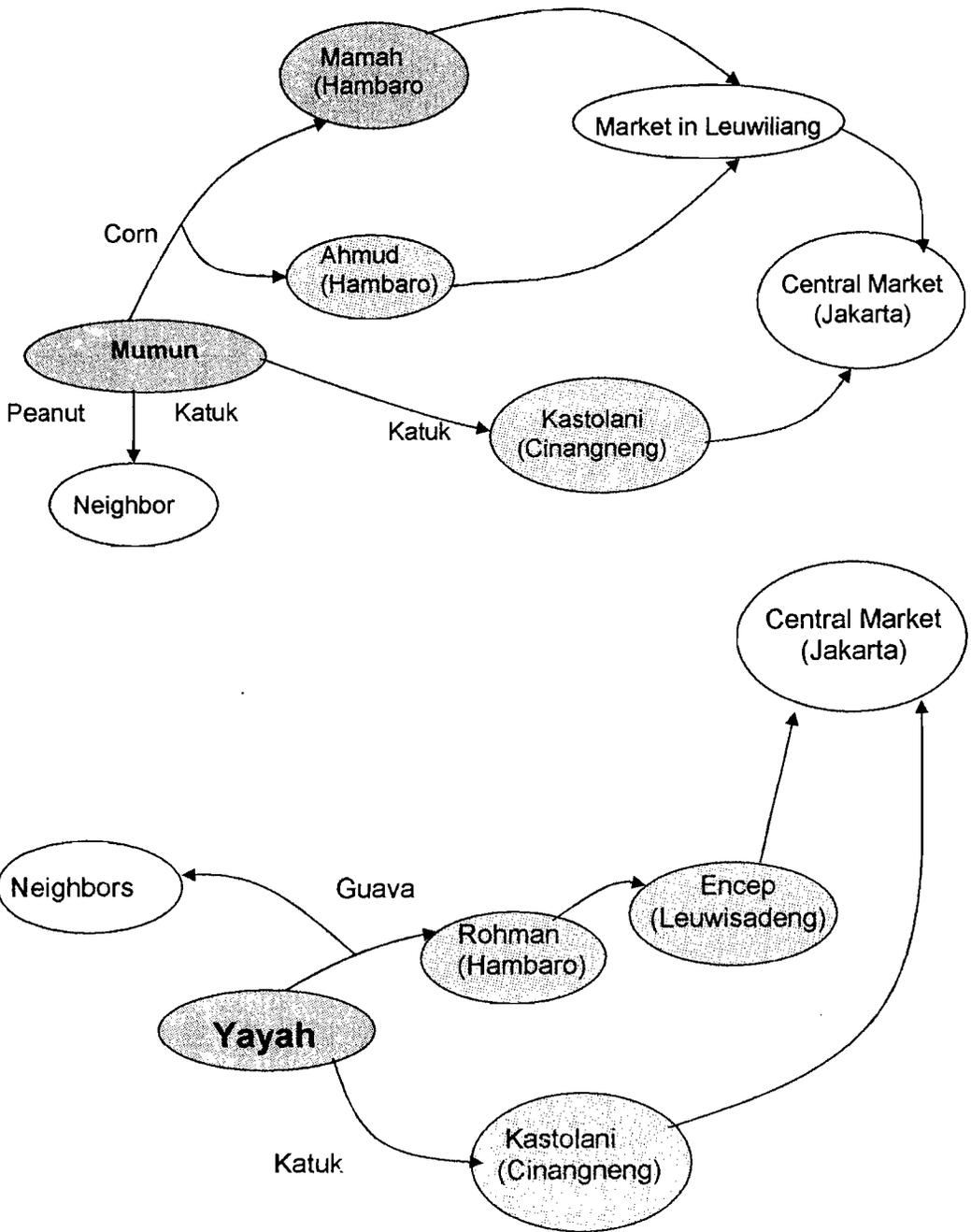


Figure 7. Market Networks of Two Women Respondents in Hambaro for Mixed Vegetables and Fruits.

The ability to penetrate market is determined by many factors. Customarily, social class interacts with gender in determining the bargaining power and penetration to market of agricultural products. The economic factor is the main factor affecting a person ability to penetrate the marketing system. With capital and land, a person can directly sell or buy agricultural products. In the studied group, the women were able to sell their agricultural products to the middlemen or directly act as retailer to sell the product (vegetables and Guava) to local consumers/neighbours.

The source of power of men is from the network between men and the middlemen that has been established for a long time. In addition men has institutionalized farmer group for a long time and has access to capital. The source of power of women is mainly from family networking and supports, specifically for the marketing of guava and katuk. The other source of power is from the newly formed networking by the local women. However, this source of power is still very weak and needed attention from the local leaders to improve and sustain the coalition and network

The coalition and network arise naturally without intervention. The coalition/network arise when the women feel the need to develop coalition/network out of economic necessity. The coalition became more permanent and sustained when these women were organized into formal institution, a women farmer group "Bhakti Wanita Tani" (The Dedication of Women Farmers). The women in this group gained the support of the men in the family to be actively involve in vegetable production and marketing. The cooperation between men and women in the agricultural production will increase the benefit for generating income for the family. For example, the husbands of the women who plant katuk helped in land preparation and one husband helps in marketing katuk.

Benefit from Vegetable Production and Marketing

Most women sellers were satisfied with their participation on marketing activities not only because she generate additional income to the family well being but also because being a working woman she exhibits happiness and satisfaction toward their roles in the family. The income generated from vegetable production and marketing activities is

utilized for family expenditures, for consumption, children school fees, utilities, and additional capital for farming. Although men dominated the market for vegetables and fruits, the allocation of expenditures from the sale of vegetables and fruits are similar to that of women since the men as labelled as a main breadwinner, and the women as labelled as a secondary breadwinner.

The women also have additional benefit from their activities in farming and marketing vegetables is their ability to save money, diversified their commodities and have new source of capital. The women are also now known for their farming activities. One women is now known as "*Mumun the katuk seller*" after she is marketing her own katuk. This group of women gained confidence from the experience to try new crops and were responsive with the introduction of Katuk production.

Several women reported that they have gained their decision making within family which represents women power over resources. The power of women decision making is realized more by women seller after generating family income from the marketing of vegetables, especially on the aspect of child education expenses and additional foods expenses of the family. Even, one women has a power to decide on the expenses of home furniture from the source of her income.

However, many of the women feel that they still have not gain any benefit for themselves since they still make their families their first priority. Involvement in marketing vegetables give the women more opportunity to be part of the decision making in the family regarding farming (type of crop to plant, inputs and marketing).

CONCLUSION

The conclusions of this study are:

1. Commercial production by women farmers started with jasmine flower and later with guava, and Katuk.
2. Only a small number of women in Hambaro use the access to market their products.
3. All nodes in the marketing network of vegetables and fruit/guava are dominated by men.
4. Men and women obtain the same price when they use the same network.
5. Most women do not negotiate for price only on the term of payment.
6. Women who are actively participated in marketing are more confidence in negotiating obstacles in marketing by selling directly to consumers/retail and obtained higher price than from middlemen as in the case of katuk.

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