

Marketing of *Acacia* Species (Gum Arabic) in Borno State, Nigeria

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ABSTRACT The study examined the income distribution among *Acacia* spp (gum arabic) marketers in Borno state. Data were collected from 100 gum arabic marketers in 4 local government areas of Borno state through the use of structured questionnaire. Descriptive statistics, Gini-coefficient and regression models were used to analyse the collected data. The result of the analysis revealed that 71 % of the marketers were also farmers of some arable crops, and 64 % of them had 15 years and above experience in the gum Arabic marketing. The Gini-coefficient result showed that the gum arabic market in the state was concentrated and there was high inequality in the income distribution among the gum arabic marketers. The rate of return to scale (RTS) was 1.061, which implies that gum arabic marketing in the study area was in stage 1 of the production function. This means that allocation of resources for the marketing of gum arabic in the state was irrational.