



Improving pig productivity and incomes through an environmentally sustainable and gender inclusive integrated intervention package in Uganda

Tools to profile pig and pork aggregators, veterinary drug retailers, veterinarians and feed processors in Uganda smallholder pig value chains


Emily A. Ouma, Ben A. Lukuyu and Michel M. Dione

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Questionnaire for Pig/pork aggregators in Uganda

Introduction and CONSENT

PART A: Project Information

I am _____ (*name of enumerator*) and I work with the International Livestock Research Institute (ILRI) as a researcher. ILRI is an international research organization on livestock development in developing countries. We are carrying out a scoping study of pig/pork aggregators which is part of a project on pig value chains aimed to improve incomes of pig value chain actors through marketing arrangements and sustainable integrated technology packages. The aim of the scoping study is to understand the networks through which pig aggregators (middlemen, traders, pork joints) source or obtain pigs and their business model. This information will inform our project's interventions and activities that are aimed to strengthen market linkages between the pig aggregators and farmers with backward linkages to inputs and service providers. The project is funded by the CGIAR research program on Livestock.

I would like to invite you to participate in the study in form of an interview. If you consider participating, you will not be compelled to answer any question(s) that you may not be comfortable with and should you change your mind later and would wish to withdraw from the study at any point you will not be penalised for that. Kindly note that your participation in his study is entirely voluntary and there will be no remuneration or direct benefits to be awarded. However, it is our hope that the knowledge gained from your participation in this research will benefit the pig value chain by informing us on how to better design interventions that enhance the livelihoods of value chain actors.

There are no major risks, to you as a participant in this study, that are anticipated except for loss of your time during the interview. If you experience any form of discomfort during the interview kindly alert the researcher who will advise you on the action to take. The interview shall take approximately 30 minutes and during this time the researcher will be writing down the responses on a paper questionnaire to the questions discussed. This data shall later be entered and stored in electronic databases where it can be extracted for analysis.

Any personal identifying information discussed in this interview shall be held in confidence, this means that this information shall not be shared with or given to anyone except the researchers in this project. However, the non-personal data and the generalized findings in form of publications from this research shall be put in publicly accessible databases and shall be available to other researchers and interested persons who would want to understand the pork/pig aggregator networks

and market linkages. I want to emphasize here that the open access data cannot be traced back to you as an individual by users.

Do you have any questions?

For further queries or concerns you would like to raise, kindly contact any of the contacts provided below

PART B: Consent

I have read (or someone has read to me) the foregoing information. I have had the opportunity to ask questions and all my questions have been answered to my satisfaction. I confirm that I have agreed to answer the questions that I will be asked. I also confirm that I have retained a copy of this consent.

Participant Name	Participant Signature (print)	Date
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PART C: Contacts

Name of main researcher: Dr Ben Lukuyu

Institution: International Livestock Research Institute

Telephone: +254 722 820 758

Email address: b.lukuyu@cgiar.org

OR

Environment, Occupational Health and Safe (EOHS) Manager: Josephat Otieno

Institution: International Livestock Research Institute

Telephone: +254 711 033 440

Email address: j.otieno@cgiar.org

1. Identification

1.1	Pork aggregator ID	<input type="text"/>		
1.2	Date of interview	Day	Month	Year
1.3	Location of business: Name of trading area	.....	
1.4	Sub county/Division name	.....	
1.5	Municipality name	.....	
1.6	District	.....	
1.7	Name of business	.....	
1.8	Take GPS coordinates (operation area/ or business if the aggregator operates from fixed premises)	.....	
1.9	Name of interviewer	.....	
1.10	Supervisor's Name	.....	
1.11	Name of respondent	.....	
1.12	Sex of respondent (<i>Circle response</i>)	1=male	2 = female	
1.13	Respondent's Telephone contact	.....	
1.14	Is the respondent also the owner of the aggregator business?	0= NO; 1=YES		
1.15	If, Not, write the Name and Telephone contact of aggregator/ owner of the business	.....	
1.16	Sex of aggregator / owner of the business (<i>Circle response</i>)	1=male	2 = female	

2. Description of trade

2.1 What is your involvement in the pig value chain trade? (*Tick*)

Pigs	Pork	Pig products e.g. trotters, snout, intestines, etc (specify)
<input type="checkbox"/> BUY FROM FARMERS <input type="checkbox"/> SELL (TO TRADERS) <input type="checkbox"/> TRANSPORT <input type="checkbox"/> SLAUGHTER PIGS ON FARM <input type="checkbox"/> SLAUGHTER PIGS OFF-FARM <input type="checkbox"/> OTHER (specify) _____	<input type="checkbox"/> BUY (FROM TRADERS) <input type="checkbox"/> TRANSPORT <input type="checkbox"/> SELL (TO TRADERS) <input type="checkbox"/> ROAST/FRY PORK <input type="checkbox"/> SELL TO CONSUMER <input type="checkbox"/> OTHER (specify) _____	<input type="checkbox"/> BUY (FROM TRADERS) <input type="checkbox"/> SELL (NOT TO CONSUMER) <input type="checkbox"/> PROCESS <input type="checkbox"/> SELL TO CONSUMER <input type="checkbox"/> OTHER (specify) _____

2.2 In which year did you start the trade in pig/pork business? [_____]

2.3 What is the nature of the business? (use codes) [_____]

Nature of business

1=Sole proprietorship (one-man business)

2=Partnership

3=Private company (name _____)

4=Association (name _____)

5=Other (specify) _____

2.4 Do you belong to a pig/pork traders association? [_____] 0= NO; 1=YES

2.5 If yes in 2.4, what is the name of the association?

2.6 If yes in 2.4, what are the benefits of being a member of such an association?

3. Pig/pork purchases – supplier information

3.1 You as the buyer of pigs or pork, who did you **mainly** buy from in the last 1 year (Dec 2018 – current) and what is the location of your buyers? Please fill in the table below with details:

Supplier type (s)	Tick	Location of suppliers and number of suppliers (by supplier type and location)		
		District	Sub-county	Approximate number of suppliers, by type and sub-county (use codes) 1 = less than 25 2= 25 – 50 3= 50 – 75 4 = 75-100 5=>100
Pig farmers		_____ _____ _____ _____	_____ _____ _____ _____	_____ _____ _____ _____
Village based middlemen		_____ _____ _____ _____	_____ _____ _____ _____	_____ _____ _____ _____
Large pig traders		_____ _____ _____ _____	_____ _____ _____ _____	_____ _____ _____ _____

		_____	_____	_____
		_____	_____	_____
		_____	_____	_____
		_____	_____	_____
Pork traders		_____	_____	_____
		_____	_____	_____
		_____	_____	_____
		_____	_____	_____
Others (specify) _____		_____	_____	_____
		_____	_____	_____
		_____	_____	_____
Others (specify) _____		_____	_____	_____
		_____	_____	_____
		_____	_____	_____

4. Volume of purchases

4.1 Indicate the total number of pigs/amounts of pork you purchased from different suppliers in the **LAST ONE MONTH?**

Supplier type	Number of pigs pork you purchased in the last one month?	How many times in the last one month have you repeatedly bought from the same pig supplier?	Quantity of pork (KG) you purchased in the LAST ONE MONTH?	How many times in the last one month have you repeatedly bought from the same pork supplier?
Pig farmers				
Village based middlemen				
Large pig traders/aggregators				
Pork traders				
Others _____				
Others _____				

4.2: Kindly specify the payment mechanisms by supplier

Supplier: _____ Payment mechanisms _____ /, _____ /, _____

Supplier: _____ Payment mechanisms _____ /, _____ /, _____

Supplier: _____ Payment mechanisms _____ /, _____ /, _____

Supplier: _____ Payment mechanisms _____ /, _____ /, _____

5. Sources of information

5.1 Did you receive any market information related to pigs/pork in the last 12 months?
[_____] 0= NO; 1=YES

5.2 If yes, what aspects of the information did you receive and what were the sources?

Market information type	Tick if received	Source of information (use codes)
1. Location of customers		[_____] [_____] [_____]
2. Customer preferences		[_____] [_____] [_____]
3. Pig and pork prices		[_____] [_____] [_____]
4. Input market prices		[_____] [_____] [_____]
5. Location of input providers		[_____] [_____] [_____]
Sources of market information 1 = Print media (newspapers/price bulletins) 2 = Mass media (radio/TV) 3 = Mobile phone 4 = NGOs 5 = Internet 6 = Information sharing among traders 7= Other (specify) _____		

5.3 Do you collaborate with other traders (whether association members or not) on (tick):

Item	OFTEN	OCCASIONALLY	NEVER
1. Access to inputs or services			
2. Providing large product volumes to specific buyers			
3. Agreeing on prices paid or areas served			
4. Transport			
5. Agreeing on quality standards used			
6. Access to credit			
7. Price information			
8. Information on market conditions			
9. Sharing pork in times of scarcity			
10. Others (specify) _____			

6. Regulations

6.1 Are there any rules and regulatory requirements that you need in order to run your pig/pork business?

[_____]

0= NO; 1=YES

6.2 If yes, please describe in the table

Requirement	Institution in charge of regulation
1. Health /Hygiene Certificate	
2. Trading License	
3. Daily tax/Dues	
4. Weekly tax/Dues	
5. Movement permit	
Other_specify	

Questionnaire to profile veterinary practitioners in the Uganda smallholder pig value chain

Objective: To carry profile all veterinary practitioners in the study sites

Target population: veterinary practitioners stationed in the study areas

Tool: Individual interview

Part A: participant consent form

My name is (*name of the interviewer*). I work for the International Livestock Research Institute (ILRI). ILRI is an international research organization on livestock development in developing countries. This project is funded by the CGIAR research program on Livestock. It involves research with livestock keepers, and veterinary input suppliers like you. The study aims is to understand how veterinary practitioners operate their business and how do they interact with livestock farmers. As such, we aim to optimize pig and other livestock productivity and safeguard public health. Our research involves interviewing you for about 30 minutes on which type of services do you provide; who are your clients and how do you run your business; what constraints you face in the veterinary practice, amongst others. Note that the procedures used in this research do not foresee any risks or discomforts that you may experience. The study will enable to better understand practical options in pig farming that have fewer negative impacts on human health and environment. This study will potentially improve smallholders' livelihoods through improved pig productivity and food safety.

Any information that we collect about you as part of this activity will be kept confidential, so will not be shared with or given to anyone except the researchers in this project. However, the findings from this research will be put in publicly accessible databases and used by researchers and others – both within and outside of Africa – to help understand how drug use and management in livestock production systems especially for pigs. Participation to this research is entirely voluntary, and refusal to participate will not result in a penalty or a loss of benefits to which the research participant is otherwise entitled, and that the research participant may discontinue participation at any time without penalty or loss of benefits to which the research participant is otherwise entitled. The research proposal has been reviewed by the relevant authorities who have approved it.

Certificate of Consent

I have read the foregoing information, or it has been read to me or translated to me. I have had the opportunity to ask questions about it and any questions that I have asked to have been answered to my satisfaction. I consent voluntarily to participate in this research.

Name of Participant _____

Date _____

Signature/thumberprint _____

Name of person obtaining consent _____ Date _____

Signature _____

Contact

Name of main researcher: Dr Ben Lukuyu

Institution: International Livestock Research Institute

Telephone: XXXXXX; **Email address:** b.lukuyu@cgiar.org

Section A: Background information

1. Questionnaire ID				
2. District				
3. Sub-county				
4. Village				
5. Date of Survey	DD/MM/YYYY			
6. Enumerator's name				
7. Name of the respondent				
8. Sex of the respondent	<input type="checkbox"/> 1 Male, <input type="checkbox"/> 2 Female			
9. Age of respondent (years)				
10. Number of year working in the business / in practice	1 <input type="checkbox"/> - 0-1 2 <input type="checkbox"/> - 2-4 3 <input type="checkbox"/> - 5-10 4 <input type="checkbox"/> - More than 10			
11. Type of drug stockist/dealer	<input type="checkbox"/> 1 Fully trained veterinarian(BVM) <input type="checkbox"/> 2 Paraveterinarian <input type="checkbox"/> 3 Community Anima Health worker (CAHW) <input type="checkbox"/> 4 Other (specify)			
12. Which livestock farmers do you deal with most (ranking)? (1 is highest -5 is lowest)	<input type="checkbox"/> 1 Pigs (.....) <input type="checkbox"/> 2 Cattle (.....) <input type="checkbox"/> 3 Sheep/goats (.....) <input type="checkbox"/> 4 Poultry (.....) <input type="checkbox"/> 5 Others (.....)			
13. What are the main (five) animal disease problems that you have dealt with for during the last 6 months (for each species)				
a. Pigs	b. Cattle	c. Sheep/goats	d. Poultry	e. Others

Section B: Service provided to pig farmers

14. What is the most frequently service provide to pig farmers? (ranking: 1 is highest -5 is lowest)

- 1 Treatment (.....)
- 2 Prevention - vaccination (.....)
- 3 Deworming (.....)
- 4 Advise/training - extension (.....)
- 5 Other – specify..... (.....)

15. **What is the most frequent drug provided to pig farmers?**

	Anthelmintic	Arachnidicides ("Drugs against ectoparasites")	Antibiotics	Vitamins/Iron supplement	Vaccines
Name of the 3 most used drugs of this category					
Proportion (Indicate the estimated proportion in 100 %)					

Section C: Constraints

16. What are the major constraints to your business? (in order of importance)

- Constraint
1.....
- Constraint
2.....
- Constraint
3.....

Sections D: Credit to buyers and suppliers

1. Do you give credit to your customers (farmers)?
 - a. If yes, why do you let them have credit?
 - b. What types of credit do you give? What are the repayment terms, interest rate?
2. Do you receive credit from your providers of products (drug suppliers)?
 - a. If yes, why do they let you to have credit?
 - b. What types of credit do you give? What are the repayment terms, interest rate?
3. Do you get any other types of incentives from your providers? Please explain.

Section E: Credit for business

4. Do you use or have used credit in the past?
 - a. If so, from which financial institution?
5. Is credit easily accessible?
 - a. If not, what are the hindrances? Rank by importance.
6. What are the conditions of obtaining a loan?
7. Do you have problems with any of the loan conditions?
 - a. If yes, what kind of problems
8. What solutions would you propose to solve those problems?

Section F: Innovation

9. Do you provide technical advice to your customers?
 - a. If yes, in what topics?
10. What type of technical training have you received?
11. Are you a member of any business association?
 - a. If yes, name it and provide details
12. Are you integrated to other actors in the value chain?
 - a. If yes, with whom?

Section G: Marketing strategies

13. Do you experience problems in finding suppliers of the drug products you provide to farmers?
 - a. If yes, why?
14. What strategies are put in place to ensure constant supply of drugs?
15. Do you experience problems finding customers (farmers)?
 - a. If yes, why?
16. What strategies do you use to attract customers (farmers)?
17. What do you do attract customers (farmers) to become your regular/loyal customers?

Section H: Technical Support Services

18. Do you have access to technical support of any kind?
 - a. If yes, who provides the service and for which type?
19. Do you think that service should be improved? How?
20. How frequently do you receive such service?
21. How do you value such service?
22. Could it be improved, and if so how?
23. Are vet associations present and how do they affect/support your business?

Section I: Policies

24. How are the government's current policies on physical infrastructure (transport, telecommunication, water supply and energy) adversely affecting your business?

25. Which one affects the most?
26. How has it affected your business?
27. Which changes would you propose to overcome such problem?

Section J: Other issues

28. Are there other important issues related to livestock veterinary practice that the government should resolve?

Do you need any special support for effective operation of your business activities?

Questionnaire to profile veterinary drug retailers in the Uganda smallholder pig value chain

Objective: To carry out a product profile for all veterinary drugs supplied to smallholder pig farmers in the study sites

Target population: veterinary drug retailers and agrovets dealers stationed in the study areas

Tool: Individual interview

Part A: participant consent form

My name is (*name of the interviewer*). I work for the International Livestock Research Institute (ILRI). ILRI is an international research organization on livestock development in developing countries. This project is funded by the CGIAR research program on Livestock. It involves research with livestock keepers, and veterinary input suppliers like you. The study aims is to understand how drugs dealers operate their business and how do they interact with livestock farmers. As such, we aim to contribute to better drug management in order to optimize pig and other livestock productivity and safeguard public health. Our research involves interviewing you for about 30 minutes on which type of drugs you sell, who are your clients and how do you run your business; what constraints you face in the management of veterinary drugs, amongst others. Note that the procedures used in this research do not foresee any risks or discomforts that you may experience. The study will enable to better understand practical options in pig farming that have fewer negative impacts on human health and environment. This study will potentially improve smallholders' livelihoods through improved pig productivity and food safety.

Any information that we collect about you as part of this activity will be kept confidential, so will not be shared with or given to anyone except the researchers in this project. However, the findings from this research will be put in publicly accessible databases and used by researchers and others – both within and outside of Africa – to help understand how drug use and management in livestock production systems especially for pigs. Participation to this research is entirely voluntary, and refusal to participate will not result in a penalty or a loss of benefits to which the research participant is otherwise entitled, and that the research participant may discontinue participation at any time without penalty or loss of benefits to which the research participant is otherwise entitled. The research proposal has been reviewed by the relevant authorities who have approved it.

Certificate of Consent

I have read the foregoing information, or it has been read to me or translated to me. I have had the opportunity to ask questions about it and any questions that I have asked have been answered to my satisfaction. I consent voluntarily to participate in this research.

Name of Participant _____ Date _____

Signature/thumberprint _____

Name of person obtaining consent _____ Date _____

Signature _____

Contact

Name of main researcher: Dr Ben Lukuyu

Institution: International Livestock Research Institute

Telephone: XXXXXX; **Email address:** b.lukuyu@cgiar.org

Section A: Background information

29. Questionnaire ID	
30. District	
31. Sub-county	
32. Village	
33. Date of Survey	DD/MM/YYYY
34. Enumerator's name	
35. Name of the respondent	
36. Sex of the respondent	<input type="checkbox"/> 1 Male, <input type="checkbox"/> 2 Female
37. Age of respondent (years)	
38. Education level of the respondent	
39. What is the specific education discipline)	
40. Probe for any other Trainings e.g agrovet, community animal health worker(CAHW), etc.	
41. Is the respondent the owner of the business?	1 = Yes 2=No
42. If NO, Name of business owner	
43. Tel. contact of business owner	
44. Number of years working in the business / in practice	1 <input type="checkbox"/> - 0-1 2 <input type="checkbox"/> - 2-4 3 <input type="checkbox"/> - 5-10 4 <input type="checkbox"/> - More than 10
45. Type of drug stockist/dealer	<input type="checkbox"/> 1 Fully trained veterinarian(BVM) <input type="checkbox"/> 2 Paraveterinarian <input type="checkbox"/> 3 Human pharmacist <input type="checkbox"/> 4 Other (specify)
46. Which livestock farmers do you deal with most (ranking)? (1 is highest -5 is lowest)	<input type="checkbox"/> 1 Pigs (.....) <input type="checkbox"/> 2 Cattle (.....) <input type="checkbox"/> 3 Sheep/goats (.....) <input type="checkbox"/> 4 Poultry (.....) <input type="checkbox"/> 5 Others (.....)

47. What are the main (five) animal disease problems that you have provided drugs for during the last 6 months (for each species)				
a. Pigs	b. Cattle	c. Sheep/goats	d. Poultry	e. Others

Section B: Drug inventory for pig farmers

48. What is the most frequent drug sold to pig farmers?

	Anthelmintic	Arachnidicides (“Drugs against ectoparasites”)	Antibiotics	Vitamins/Iron supplement	Vaccines
Name of the 3 most sold drugs of this category					
Proportion (indicate the estimated proportion in 100%)					

Section C: Constraints

49. What are the major constraints to your business? (in order of importance)

Constraint
1.....

Constraint
2.....

Constraint
3.....

Sections D: Credit to buyers and suppliers

50. Do you give credit to your customers (buyers)?
- If yes, why do you let them have credit?
 - What types of credit do you give?
 - What are the repayment terms?
 - What is the interest rate?
51. Do you receive credit from your suppliers?
- If yes, why do they let you to have credit?
 - What types of credit do you receive?
 - What are the repayment terms?
 - What is the interest rate?
52. Do you get any other types of incentives from your suppliers? Please explain.

Section E: Financial credit for business

53. Do you use or have used financial credit in the past?
- If so, from which financial institution?
54. Is credit easily accessible?
- If not, what are the hindrances? Rank by importance.
55. What are the conditions of obtaining a loan?
56. Do you have problems with any of the loan conditions?
- If yes, what kind of problems
57. What solutions would you propose to solve those problems?

Section F: Innovation

58. Do you provide technical advice to your customers?
- If yes, in what topics?
59. What type of technical training have you received?
60. Are you a member of any business association?
- If yes, name it and provide details
61. Are you seeking to expand to new markets?
- If yes, which ones?
62. How have you responded/adapted to changes in the market?
63. Are you integrated to other actors in the value chain?
- If yes, with whom?

Section G: Marketing strategies

64. Do you experience problems in finding suppliers of the drug products you sell?
 - a. If yes, why?
65. What strategies are put in place to ensure constant supply of products for sale?
66. Do you experience problems finding customers to buy your products?
 - a. If yes, why?
67. What strategies do you use to attract buyers of your products?
68. What do you do attract customers to become your regular/loyal customers?

Section H: Technical Support Services

69. Do you have access to technical support of any kind?
 - a. If yes, who provides the service and for which type?
70. Do you think that service should be improved? How?
71. Do you get inspected?
 - a. If yes how often (every month; once a quarter; one a year; rarely)
72. Do you get some advice on drug management?
 - a. If yes, who provides the service and on which topics?
73. How frequently do you receive such service?
74. How do you value such service?
75. Could it be improved, and if so how?
76. Are trade associations present and how do they affect/support your business?

Section I: Policies

77. How are the government's current policies on physical infrastructure (transport, telecommunication, water supply and energy) adversely affecting your business?
78. Which one affects the most?
79. How has it affected your business?
80. Which changes would you propose to overcome such problem?

Section J: Other issues

81. Are there other important issues related to livestock veterinary drugs business that the government should resolve?
82. Do you need any special support for effective operation of your business activities?

Questionnaire for rapid assessment of the livestock commercial feeds value chain in Uganda: Feed producers and processors (millers, mixers, commercial feed producers and agro-industrial processors)

PART A: Project Information

I am _____ (*name of enumerator*) and I work with the International Livestock Research Institute (ILRI) as a researcher. ILRI is an international research organization on livestock development in developing countries. The aim of this study is to understand the role of feed processors in the commercial feeds value chain, with respect to product types, flows and their seasonal supply and demand, marketing channels and challenges. The project is funded by the CGIAR research program on Livestock.

I would like to invite you to participate in the study in form of an interview. If you consider participating, you will not be compelled to answer any question(s) that you may not be comfortable with and should you change your mind later and would wish to withdraw from the study at any point you will not be penalised for that. Kindly note that your participation in his study is entirely voluntary and there will be no remuneration or direct benefits to be awarded. However, it is our hope that the knowledge gained from your participation in this research will benefit the pig value chain by informing us on how to better design interventions that enhance the livelihoods of value chain actors particularly regarding feeding.

There are no major risks, to you as a participant in this study, that are anticipated except for loss of your time during the interviews. If you experience any form of discomfort during the interview kindly alert the researcher who will advise you on the action to take. The interview shall take approximately 30 minutes and during this time the researcher will be writing down the responses on a paper questionnaire to the questions discussed. This data shall later be entered and stored in electronic databases where it can be extracted for analysis.

Any personal identifying information discussed in this interview shall be held in confidence, this means that this information shall not be shared with or given to anyone except the researchers in this project. However, the non-personal data and the generalized findings in form of publications from this research shall be put in publicly accessible databases and shall be available to other researchers and interested persons who would want to understand the role of feed processors in the pig value chain.

Do you have any questions?

For further queries or concerns you would like to raise, kindly contact any of the contacts provided below

PART B: Consent

I have read (or someone has read to me) the foregoing information. I have had the opportunity to ask questions and all my questions have been answered to my satisfaction. I confirm that I have agreed to answer the questions that I will be asked. I also confirm that I have retained a copy of this consent.

Participant Name	Participant Signature (print)	Date
------------------	-------------------------------	------

PART C: Contacts

Name of main researcher: Dr Ben Lukuyu
Institution: International Livestock Research Institute
Telephone: +254 722 820 758
Email address: b.lukuyu@cgiar.org

OR

Environment, Occupational Health and Safe (EOHS) Manager: Josephat Otieno
Institution: International Livestock Research Institute
Telephone: +254 711 033 440
Email address: j.otieno@cgiar.org

Questionnaire Identification (to be filled by enumerator prior to the interview)	
Enumerators name	
Enumerators code	
Questionnaire code	
Date of interview	DD/MM /YY) /__ /__ /2019

Survey area identifications (to be filled by enumerator prior to the interview)	
Country	
Region/County	
District/Sub county	
Division/Parish	
Village	
Telephone contact	

Indicate the nature of your business [_____]

1 = Feed milling and mixing	2 = Feed mixing only
3 = Commercial feed manufacturer (formulation, mixing, packaging and supply)	4 = Agro industrial processor – oil seed or cereal milling/extraction
5 = Feed ingredients ONLY seller (e.g. sells maize/rice/wheat bran, premixes, etc.)	
6 = Other (please specify) [_____]	

1: General information

Name of the owner of business	
Gender	
Age	
Respondent's name	
Position of respondent in the company	
Number of years in the company	
Number of years the company has been in the business	
Is your business location fixed or mobile [1=fixed, 2=mobile]	

2: General business related information

2.1 Business details

2.1.1	Are you registered as a commercial company? [1=Yes 2=No]	<input type="checkbox"/>
2.1.2	Do you also have your own feed processing operation? [1=Yes 2=No]	<input type="checkbox"/>
2.1.3	How long have you been engaged in feed processing activities? (years)	<input type="checkbox"/>
2.1.4	Does the company own a retail outlet? [1=Yes 2=No]	<input type="checkbox"/>
2.1.5.	Does the company own storage facilities? [1=Yes 2=No]	<input type="checkbox"/>
2.1.6.	Does the company own trucks for feed transport? [1=Yes 2=No]	<input type="checkbox"/>
2.1.7.	Does the company own trucks for feed packaging facilities? [1=Yes 2=No]	<input type="checkbox"/>
2.1.8.	Do you belong to any feed producers associations [1=Yes 2=No]	<input type="checkbox"/>
2.1.9	What is the highest level of education that you attained?	<input type="checkbox"/>
2.1.10	Have you ever received any special training in processing? [1=Yes 2=No]	<input type="checkbox"/>
2.1.11	Do you have any plans to exit business? [1=Yes 2=No]	<input type="checkbox"/>

2.2. How many employees do you employ in your business?

Type	Gender	Number of employees
Full-time employees	Male	
	Female	
Part-time employees	Male	
	Female	
Family Labour	Male	
	Female	

2.3 Does your company also engage in trading (buying and selling) raw material and processed feeds for different types of livestock? [_____]. [1=Yes 2=No]

Livestock type	Feed types	
	Raw materials*	Processed feeds*
Cattle	[_____]	[_____]
Poultry	[_____]	[_____]
Pigs	[_____]	[_____]
Sheep and goats		
Rabbit		
Other, specify _____	[_____]	[_____]

* Please tick where appropriate

2.4a If yes, what type of raw materials does your business/company buy? Please tick and provide required information.

Raw material	Quantity of raw materials purchased in the last 12 months (indicate units)	This time last year (code) (more/less)	Source of purchase (use codes)	Current purchase price/ unit (indicate units)	Month of main purchase (code)	Reasons for main purchase months
Maize grain						
Wheat grain						
Cotton seed						
Whole rice						
Pyrethrum seed						
Silver fish						
Gluten						
Limestone						
Soya bean						
Sunflower seed						
Yeast						
Cassava						
Barley						
Hops						
Other, specify_____						
Other, specify_____						
Other, specify_____						
Other, specify_____						

Month	1= Jan	2= Feb	3= March	4 = April	5= May	6= June	7 = July	8= Aug	9 = Sept	10= Oct	11= Nov	12 = Dec
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Source of purchase	3. Traders (retailers)	
1. Producers (farmers)	4. Traders (wholesalers)	6. International market (importers)
2. Government cereal board	5. Traders (transporters)	7. Other, specify_____

2.4b. What factors influence the choice of your suppliers (use codes below): 1st [____] 2nd [____] 3rd [____] (please rank)

Influences on choice of sale channels		
1. Expected price level	6. Timing of purchase/sale	11. Trust of system
2. Variability of price	7. Payment arrangements	12. Increased throughput
3. Transport costs	8. Security	13. Government regulation
4. Fees paid to intermediaries	9. Time of year	14. Social influences (family, friends etc)
5. Presence of Farmers' Association	10. Simplicity of system	15. Other (please specify)_____

2.4c. Do you purchase feed ingredients for mixing or direct sale to your customers? [_____] 1=Yes 2=No

2.4d. If yes, please fill in the table below

Type of feed ingredient	Quantity (KG) of raw materials purchased in the last 12 months (indicate units)	This time last year (code) (more/less)	Source of purchase (use codes)	Current purchase price/unit	Month of main purchase (code)	Reasons for main purchase months
Compound feeds (mixed feeds)						
Maize grain						
Wheat grain						
Cotton seed						
Whole rice						
Pyrethrum seed						
Silver fish						
Gluten						
Limestone						
Soya bean						
Sunflower seed						

	Quantity (KG) of raw materials purchased in the last 12 months (indicate units)	This time last year (code) (more/less)	Source of purchase (use codes)	Current purchase price/unit	Month of main purchase (code)	Reasons for main purchase months
Maize bran						
Broken Maize						
Concentrates						
Booster						
Others (specify)_____						
Others (specify)_____						
Others (specify)_____						

2.5a. Do you produce feed ingredients? [_____] 1=Yes 2=No

2.5b. If yes, what type of feed ingredients does your company produce? Please tick and provide required information.

Type of feed ingredient	Quantity of feed ingredients processed in the last 12 months (code)	This time last year (code) (more/less)	Sales channels	What is <u>CURRENT</u> the sale price/ unit (code)	Month of main sales (code)	Reasons for main sales months
Compounded feeds (mixed feeds)						
Maize bran						
Wheat bran						
Maize germ						
Pollard						
Pyrethrum marc						
Cotton seed cake						
Bone meal						
Fish meal						
Gluten						
Limestone						
Maize flour						
Maize meal						
Rice bran						
Soya bean cake/meal						
Sunflower seed cake						
Maize bran						
Broken Maize						
Concentrates						
Booster						
Other, specify_____						
Other, specify_____						

Month	1= Jan	2= Feb	3= March	4 = April	5= May	6= June	7 = July	8= Aug	9 = Sept	10= Oct	11= Nov	12 = Dec
--------------	--------	--------	----------	-----------	--------	---------	----------	--------	----------	---------	---------	----------

3: Business operations

3.1. What are the 3 most important influences on your choice of raw materials?

Influences on choice of raw materials: 1st [____] 2nd [____] 3rd [____] (please rank)

Influences on choice of raw materials	
1= Cost	5= Consumer preference
2= Quality	6=Desire to develop new products or processes
3= Bulk quantity	7=Longer shelf life
4= Availability	8= other (specify)

3.2. Which of your products is most important to you in terms of sales? (Please rank)

1st [_____] 2nd [_____] 3rd [_____]

3.3. Does your firm have a brand? [_____] [1=Yes 2=No]

3.4. If yes, what % of sales use that brand? [_____]

3.5. Do you produce feeds based on specific ration formula? [_____]

[1=Yes 2=No]

3.5.1 If yes, what is your source of information on the formula?

3.5.2. Indicate the relative % contribution (revenues), time spent and investment on feed business relative to other business

Item	% contribution relative to other business
Revenue	[_____]
Time	[_____]
Working capital	[_____]
Investment (equipment)	[_____]

4.0. Sales channels

4.1. Sales channels (finished products)

Marketing channel	% of sales of products through each use			
	Cattle	Poultry	Pigs	Shoats
1. Agro vet shops				
2. General shops				
3. Dairy cooperatives				
3. Traders (retailers)				
4. Traders (wholesalers)				
5. Traders (transporters)				
6. Consumers – small scale farmers				
7. Consumers – large scale farmers				
8. Government farm				
9. Feed producers				
10 Other, specify ____				
Total <i>(must add up to 100%)</i>	100	100	100	100

Thank you for your time and cooperation

Questionnaire for rapid assessment of the livestock commercial feeds value chain in Uganda: Feed retailers, wholesalers, transporters and exporters

Introduction

The tool will mainly focus on collecting data through **Key informant interviews** with traders from each of the categories (retailers, wholesalers, transporters and exporters) operating in the scales of small, medium and large. The assessment is aimed at having an understanding of the role of traders in the commercial feeds value chain, with respect to product types, flows and their seasonal supply and demand, marketing strategies, credit facilities, infrastructure, innovation, technical support services and how policies and regulations affect feed trading. The main purpose of the assessment is to identify constraints and opportunities for intervention.

Date :.....

Interviewer Name: _____

District: _____ Sub-county/Division: _____ Parish/Ward: _____

Respondent Name: _____ Job Title: _____ Tel. _____

Section 1: Product types, flows and their seasonal supply and demand

1. What are the main types of feeds that are commonly traded in your community/ district by season & location?

Types of traded feeds	Dry season*	Wet season*	Rural	Peri-urban	Urban
Cereal feed ingredients e.g. brans, pollards etc.					
Compounded feeds					
Feed supplements e.g. minerals and vitamins					
Concentrates (List all their components/composition/formula)					
Other specify, _____					
Other specify, _____					

Mapping commercial feed ingredients and compounded feeds

2. Seasonality of market supply and demand (periods of over and undersupply), demand peaks (months throughout the year). **USE codes: * Seasonal availability score * High (H), Medium (M), Low (L) and None (0)**

Types of traded feeds	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Cereal feed ingredients e.g. brans, pollards etc.												
Compounded feeds												
Feed supplements e.g. minerals and vitamins												
Concentrates												
Boosters (E.g Wonder pig, Big Pig etc.)												
Other specify,												
Other specify,												

Section 2: Compounded feeds, feed ingredients and supplements

1. How do you assess quality of compounded feeds, feed ingredients and supplements? (Observation: feel, smell, appearance, laboratory analysis etc.)

2. What feed/feed ingredient quality attributes receive the best prices?

3. What are the most important constraints in compound feeds/supplementary feeds?

4. What are potential solutions/interventions for the above constraints?

Section 3: Micro sizing of inputs

1. Are compounded feed inputs and supplies sold in different sizes? **Yes/No**
 - a. If so, what are the units of sale and how are they determined?

.....

.....

.....

2. What sort of packaging materials are used and why?

.....

.....

Section 4: Factors affecting the price of products and services in the area?

1. How stable are feed product buying and selling prices? [1=Very stable, 2=Stable, 3=Variable]
2. If variable, what are the main reasons causing price variability?

.....

.....

3. Do you do anything to avoid losses from price volatility? If so, what pre cautionary measures do you adopt?

.....

.....

Section 5: Infrastructure of roads and market places (rural/ urban markets, storage facilities)

1. Are feed product transport and storage losses commonly experienced amongst traders? **Yes/no**
2. If yes, what are the major causes of feed products transport and storage losses (both in terms of quality and quantity)?

.....

.....

3. What needs to be done to reduce such losses?

.....

.....

4. What is the cost of transportation and storage per bag or other units in use? *Obtain averages and range*

Sections 6: Credit to buyers and sellers

1. Do feed traders give credit to their customers (buyers of feed products)?
 - a. If yes, why do they let them have credit?

.....
.....

- b. What types of credit do they give? What are the repayment terms, interest rate?

.....
.....

2. Do you receive credit from your providers of feed products?
 - a. If yes, why do they let you to have credit?
 - b. What types of credit do you give? What are the repayment terms, interest rate?
3. Do you get any other types of incentives from your providers? Please explain.

Section 7: Credit for business

1. Do you use or have used credit in the past?
 - a. If so, from which financial institution?
2. Is credit easily accessible?
 - a. If not, what are the hindrances? Rank by importance.
3. What are the conditions of obtaining a loan?

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.....
.....

4. Do you have problems with any of the loan conditions?
 - a. If yes, what kind of problems
5. What solutions would you propose to solve those problems?

.....
.....
.....

Section 8: Innovation

1. Do you provide technical advice to your customers?
 - a. If yes, in what topics?
2. What type of technical training have you received?

.....
.....

3. Are you a member of any trading association?
a. If yes, name it and provide details

.....
.....
.....

4. Are you seeking to expand to new markets?
a. If yes, which ones?

.....
.....
.....

5. How have you responded/adapted to changes in the market?

.....
.....
.....

6. Are you integrated to other actors in the value chain?
a. If yes, with whom?

.....
.....
.....

Section 9: Marketing strategies

1. Do you experience problems in finding suppliers of the feed products you sell?
a. If yes, why?
2. What strategies are put in place to ensure constant supply of products for sale?

.....
.....

3. Do you experience problems finding customers to buy your products?
a. If yes, why?

.....
.....
.....

4. What strategies do you use to attract buyers of your products?

.....
.....
5. What do you do attract customers to become your regular/loyal customers once you attract them?

.....
.....
6. Do you know if there is any trader exporting feeds to neighboring regions or countries?
YES/NO
a. If yes, how does it affect the supply in the local markets?

.....
.....
Section 10: Technical Support Services

1. Do you get some advice on feeds and feeding? **YES/NO**
a. If yes, who provides the service and on which topics?

.....
.....
2. How frequently do you receive such service?

.....
3. How do you value such service/How useful are the services to your business?

.....
.....
Section 12: Other issues

1. Are there other important issues related to livestock feeding that the government should resolve?

.....
.....
2. Do you need any special support on feeding issues for effective operation of your business activities?

.....
.....
The end of the interview, Thank you for your time and information

Rapid assessment of livestock feeds processors, veterinary drug retailers and aggregators: Business model mapping

Date:.....

Interviewer Name: _____

Type of business: 1=Feed processor, 2=Pork/Pig Aggregator

District: _____ Sub-county/Division: _____ Parish/Ward: _____

Respondent Name: _____

Let the respondent take you through the business model in terms of input/material/product /Service sources and the marketing/selling channels of their business (Draw the story in a figure/diagram)