DAIRY VALUE CHAIN SURVEY

BUTTER TRADER QUESTIONNAIRE

January/February 2018

ENUMERATOR: CONSENT FORM TO BE SIGNED BY THE BUTTER TRADER

SECTION A: GENERAL INFORMATION

A.1. Survey details

1. Date survey (E.C.): Day : [__|__] Month: [__|__]
2. Start time (Ethiopian time): Start time: _____:_____
3. Enumerator's name: _____
4. Enumerator's ID: ___,___
5. Supervisor's name:_____
6. Supervisor's ID: ___,___

A.2. Information trader/broker

1. Name kebele:_____
2. Is this kebele: _____; 1. Woreda town; 2. Rural kebele
3. Name woreda:_____; Code woreda (use location code 0):___
4. Name zone:_____; Code zone (use location code 0): ___
5. Name of trader: _____
6. Where does the trader mostly conduct transactions? _____
   1. Temporary (e.g. weekly) market(s)
   2. Road side >> q7
   3. Fixed location (fixed shop) >> q7
   4. Other, specify: _____ >> q7
7. If temporary market(s):
   a. How many temporary market(s)? _____
   b. What is the name of the most important market? _____
   c. How often is this most important market held every week?_____ Number of days per week
8. What is your role in the trade business? _____1. Owner; 2. Manager; 3. Other

SECTION B: CHARACTERISTICS OF THE TRADER/AGENT AND IMPORTANCE BUTTER

1. What kind of butter trading activities do you perform (note that one trader can have multiple roles)? Are you…
   Purchases
   a) A trader collecting butter (himself) in the villages from the residences of farmers?_____ 1. Yes; 2. No

   b) A trader on a temporary (e.g. weekly) market in rural zones?_____ 1. Yes; 2. No

   c) A trader having a fixed location where he purchases butter (e.g. regional town)? _____1. Yes; 2. No

   Sales
   d) A trader selling butter directly to urban retailers/wholesalers (without broker involvement)? _____1. Yes; 2. No

   e) A trader selling butter through brokers in urban areas? _____1. Yes; 2. No

   f) A trader/agent selling butter directly to dairy processing companies (e.g. Shola, Family,…)? _____1. Yes; 2. No >> q4

2. If you sell to a dairy processing company, which one(s)? _____ [NAME]

3. Do you sell exclusively to one dairy processing company? _____ 1. Yes; 2. No

4. Do you trade in any dairy products other than butter? ____ 1. Yes; 2. No >> q6

5. What are three major other dairy products that you trade? a.____; b. ____ ; c. ____ 1. Milk; 2. Cheese; 3. Yoghurt; 4. Baadu;

6. Do you also trade in any non-dairy products? ____ 1. Yes; 2. No

7. Value-wise, what share in your total trade over the last month was butter? ____%

8. Quantity-wise, how much butter did you trade last month (in total)? ____ quintals

9. Start-up dates:
   a) In what year did you start your trading business [in general]? _____ (Ethiopian year)
   b) In what year did you start butter trading [in general]? _____ (Ethiopian year)
   c) In what year did you start trading butter in this location? _____ (Ethiopian year)

10. Value-wise, what was the importance of butter in your trading business 10 years ago (or when you started)? ____%

11. In your opinion, how many traders have similar butter activities as yours in this woreda?
    a. Now: _____
    b. Ten years ago (or when you started): _____

12. In your opinion, is there more competition in butter trade now than ten years ago (or when you started)? _____ 1. Yes; 2. No

SECTION C: MARKET PRICES OF BUTTER AND CHEESE

1. Note the approximate prices **in this location** (this market or shop) over the last twelve months (Birr/kg)

Product type	a. During Easter fasting 2009 (in the middle)	b. Easter period 2009	c. Between Easter and end of Ginbot 2009	d. Between Sene 2009 and beginning of Christmas fasting 2010	e. During Christmas fasting 2010 (in the middle)	f. Christmas period 2010	g. Between Christmas 2010 and before beginning Easter fasting 2010	h. Currently
a. Butter								
b. Cheese								

2. What is the current price for:
   a. Lega butter: _____Birr/kg
   b. Mekakalegna/giddu galessa butter _____Birr/kg
   c. Besal/bishaata butter _____Birr/kg

SECTION D: PROCUREMENT AND SALES PATTERN (Fasting=Orthodox fasting)

	a. Fasting	b. Non-fasting	c. Currently (last week)	d. 10 years ago or when started – non-fasting weeks
1. Quantities procured				
a) Total quantity/week of butter that you procure (quintals)				
2. Share types of butter in total butter				
a) Lega butter				
b) Mekakalegna/giddu galessa butter				
c) Besal/bishaata butter				
Total (100%=total quantity of butter)	100%	100%	100%	
3. From who do you procure?				
a) % sourced from individual farmers				
b) % sourced from farmer-traders or rural assemblers				
c) % sourced from cooperative unions				
d) % sourced from other sources; specify:_____				
Total (100%=total quantity)	100%	100%	100%	100%
4. Sales: % sold to…				
a)…wholesalers				
b)…dairy processing companies				
c)…retail shops				
d)…yoghurt shops				
e)…cooperatives				
f)…consumers				
g)…institutions (schools, universities, jails, army, hospitals, etc.)				
h)…restaurants				
i)…supermarkets				
j)…others; specify:_____				
Total	100%	100%	100%	100%
5. Location of your main buyer(s)?				
Location code: ___1. Addis; 2. Other town; 3. Rural area				
6. Final consumption destination (opinion trader)?				
a)…Addis (in %)				
b)…Other town (in %)				
c)…Rural areas (in %)				
Total	100%	100%	100%	100%

SECTION E: LABOR AND ASSETS

1. In the last month, how many people worked in your **whole** trading business? a. Total:_____; Please give details below:

Type of person	b. Number of people	c. Number of days worked in last month	d. Type: *1. Family* *2. Employee*	e. If employee, amount paid in the last month (Birr)
Owner				
Manager				
Labor				
Other, specify:_ _____				

What is the **value of assets** you own in your trading business?

	2. Number	3. Total value (Birr) if sold today
a. Shop (if own)		
b. Trucks/pick-up		
c. Warehouses		
d. Scale		
e. Mobile phone		
f. Other business assets: specify:_____		

SECTION F: CREDIT AND PAYMENT TERMS

I.SUPPLIERS
Payment terms to your butter suppliers

1. In the last month, what % of your suppliers did you pay late/on credit (at least part of it)? ___% *[if 0% >> q4]*

2. If you pay late and are allowed credit, how do you pay (add up to 100%)?
   a. % cash: _____%
   b. % on credit: _____%

3. If you pay part or everything on credit, when do you pay this credit? ____of days after receiving the produce

4. In general, is the payment to your suppliers made: _____ 1. In cash; 2. By cheque; 3. By bank account; 4. Combination

Advance payments to your butter suppliers

5. In general, do you give advance payments to your suppliers?_____ 1. Yes; 2. No >> q.7

6. If yes, to what share of your suppliers do you extend advance payments? _____%

II. CLIENTS

Payment terms by your butter clients

7. In the last month, what % of your clients paid on credit (at least part of it)? ___% *[if 0%, >> q.10]*

8. If allowed credit, how do they pay (add up to 100%)?
   a. % cash: _____%
   b. % on credit: _____%

9. If they pay part or everything on credit, when do they pay this credit? _____ of days after receiving the produce

10. In general, is the payment by your clients made: _____ 1. In cash; 2. By cheque; 3. By bank account; 4. Combination

Advance payments by your butter clients

11. In general, do you receive advance payments from your clients?_____ 1. Yes; 2. No >> Section G

12. If yes, from which share of your clients do you receive advance payments? _____%

SECTION G: SERVICES DELIVERED

I.What are the different services performed for suppliers:

1. Do you provide technical training/advice on butter production to suppliers? _____ 1. Yes; 2. No

2. Do you provide credit/loans to suppliers? _____ 1. Yes; 2. No

3. Do you provide equipment/feed to suppliers? _____ 1. Yes; 2. No

4. Do you provide bags (cans) to suppliers? _____1. Yes; 2. No

5. Do you continue buying butter during fasting periods? _____ 1. Yes; 2. No

6. Do you pick up butter in your own/rented truck? _____1. Yes; 2. No

7. Is the butter weighed when you buy?_____ 1. Yes; 2. No

8. Do you test the butter quality when you buy? _____ 1. Yes; 2. No >> q9

9. How do you check quality of butter?
   a. Visually: _____ 1. Yes; 2. No
   b. Smelling: _____ 1. Yes; 2. No
   c. Others, Specify_____1. Yes; 2. No

10. Of all the butter that you purchase, what percentage do you typically waste/have to throw away? ____ %

II. What are the different services performed for buyers/clients:

11. Do you deliver by truck? _____1. Yes; 2. No

12. Is the butter weighed when you sell?_____ 1. Yes; 2. No

13. Do your clients test the butter for quality when they buy? _____ 1. Yes; 2. No>>q15

14. How do they check quality of butter?
   a. Visually: _____ 1. Yes; 2. No
   b. Smelling: _____ 1. Yes; 2. No
   c. Other, Specify_____1. Yes; 2. No

15. Do you provide bags (cans) to clients? _____1. Yes; 2. No

SECTION H: TRANSPORT

1. Do you ship butter directly to Addis? _____1. Yes; 2. No >> q4
2. Do you ship butter from here to Addis in your **own truck**? _____1. Yes; 2. No
3. Do you **rent trucks** to ship butter from here to Addis? _____1. Yes; 2. No
4. In your estimation, what is the approximate current **total price** one has to pay to ship butter from this location to Addis/suburban areas in the last year? _____ Birr per can

SECTION I: BACKGROUND INFORMATION

1. How old are you? _____ years old
2. What is your gender? _____ 1. Male; 2. Female
3. What is your level of education? _____ Use code (3)
4. Size of the household: a. Number of children: (<15 years): _____
   b. Number of adults (15-64 years): _____
   c. Number of elder (>64 years): _____
5. In which zone is your residence? a. Name zone: _____
   b. Code zone: _____ 1. North Shewa; 2. West Shewa; 3. Oromia Special zone surrounding Finfinne; 4. Addis Ababa; 5. Elsewhere
6. What is your religion? ___ 1. Orthodox Christian; 2. Protestant; 3. Catholic; 4. Muslim; 5. None; 6. Other
7. What is your ethnicity? ___ 1. Amhara; 2. Oromo; 3. Tigrayan; 4. Aderi; 5. Afar; 6. Gurage; 7. Somali; 8. Sidama; 9. Kembata; 10. Erob; 11. Agew; 12. Gumz; 13. Other
8. Name of trader/broker: _____
9. Phone number: _____

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Finish time of survey: __,__:__,__

Enumerator's Comments:

Supervisor's Comments: