DAIRY VALUE CHAIN SURVEY

MILK TRADER QUESTIONNAIRE

January/February 2018

ENUMERATOR: CONSENT FORM TO BE SIGNED BY THE MILK 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 milk collector/agent

1. Name kebele:_____; Code kebele (use location code 0 if one of the surveyed 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 milk trader mostly conduct transactions? _____
   1. Collection centers >> q7
   2. Fixed location (fixed shop) >>q8
   3. Other, specify: _____>> q8
7. If collection centers:
   a. How many collection centers daily ? _____
   b. Location of collection centers: ____ 1. This kebele only; 2. This woreda only; 3. Several woredas
8. What is your role in the trade business? _____1. Owner; 2. Manager; 3. Agent; 4. Other

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

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

   b) buying from collection centers?_____ 1. Yes; 2. No

   Sales
   c) an independent milk collector? _____1. Yes; 2. No

   d) an agent of an independent milk collector ? _____1. Yes; 2. No

   e) an agent/employee of a dairy processing companies (e.g. Shola, Family,…)? _____1. Yes; 2. No

2. If you deliver to a dairy processing company, which one(s)? _____ [NAME]; Code dairy processing company: ____

3. Do you deliver exclusively to one dairy processing company? _____ 1. Yes >> q5; 2. No

4. If not, which other ones do you deliver at? _____ [NAME]; Code dairy processing company: _____

5. Do you trade in any dairy products other than milk? ____ 1. Yes; 2. No >> q7

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

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

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

9. Quantity-wise, how much milk do you trade per day (on average over the last 7 days) (in total)? ____ Liters

10. Start-up dates:
    a) In what year did you start your trading business [in general]? _____ (Ethiopian year)

    b) In what year did you start milk trading [in general]? _____ (Ethiopian year)

    c) In what year did you start trading milk in this location? _____ (Ethiopian year)

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

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

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

SECTION C: MARKET PRICES OF MILK

1. Note the approximate prices **in this location** over the last twelve months

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. Liquid milk (**Birr/l**)								

SECTION D: PROCUREMENT AND SALES PATTERN (Fasting=last Gena (Christmas fasting))

	a. Fasting	b. Non-fasting	c. Currently (last week)	d. 10 years ago or when started – non-fasting weeks
1. Quantities procured				
a) How many farmers do you (approximately) purchase milk from per day (number)?				
b) Total liters/day of milk that you purchase				
2. From who do you buy?				
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%
3. Sales: % sold to…				
a)…wholesalers				
b)…dairy processing companies (e.g. Shola, …)				
c)…retail shops				
d)…yoghurt shops				
e)…cooperatives				
f)…consumers				
g)…institutions (schools, universities, jails, army, hospitals, etc.)				
h)…restaurants/hotels				
i)…mini markets/supermarkets				
j)…specialized butter and cheese processors (e.g. Bertha)				
k)…others; specify:_____				
Total	100%	100%	100%	100%
4. Location of your main buyer(s)?				
Location code: 1. Addis+suburban; 2. Other town; 3. Rural area				
5. Final consumption destination (opinion trader)?				
a)…Addis (in %)				
b)…Other town (in %)				
c)…Rural areas (in %)				
Total	100%	100%	100%	100%

7. What is the average rejection rate of liquid milk from farmers?____%

8. What is the average rejection rate of your liquid milk when selling to dairy processing companies? ____%

9. What is the average rejection rate of your liquid milk when selling to other buyers? ____%

10. If rejected, what was the most important reason? ____ 1. Lactose content too low after testing; 2. Sour milk; 3. Blood in the milk; 4. Hygiene of the milk; 5. Cans not clean; 6. Low fat content; 7. Other; -88. Do not know

11. What do you do with the rejected milk?

a. Churned into butter or cheese _____1. Yes; 2. No
b. Threw away _____ 1. Yes; 2. No
c. Gave to animals _____ 1. Yes; 2. No
d. Gift _____ 1. Yes; 2. No
e. Sell to specialized butter/cheese processors _____ 1. Yes; 2. No
f. Other: specify:_____ _____ 1. Yes; 2. No

12. Of all the milk that you purchased last week, how much did you have to throw away/was wasted? ____%

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, average amount paid in the last month (Birr)
1. Owner				
2. Manager				
3. Labor				
4. Driver				
5. Other, specify:_ _____				

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

1. Asset	2. Number	3. Total value (Birr) if sold today
a. Shop (if own)		
b. Trucks/pick-up (without cooling)		
c. Trucks with cooling facility		
d. Warehouses		
e. Scale		
f. Mobile phone		
g. Cans		
h. Refrigeration equipment		
i. Butter and cheese making facilities		
j. Other business assets: specify:_____		

SECTION F: CREDIT AND PAYMENT TERMS

I. SUPPLIERS

Payment terms to your milk suppliers

1. How regularly do you pay your suppliers? ____1. Daily; 2. Weekly; 3. Twice per month; 4. Monthly; 5. Other
2. 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 milk suppliers

3. In general, do you give advance payments to your suppliers?_____ 1. Yes; 2. No >> q.5
4. If yes, to what share of your suppliers do you extend advance payments?_____%

II. CLIENTS

Payment terms by your milk clients

5. How regularly do clients pay you? ____1. Daily; 2. Weekly; 3. Twice per month; 4. Monthly; 5. Other
6. 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 milk clients

7. In general, do you receive advance payments from your clients?_____1. Yes; 2. No >> Section G
8. 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 milk 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 milk during fasting periods? _____ 1. Yes; 2. No
6. Do you pick up milk in your own/rented truck? _____1. Yes; 2. No
7. Is the milk weighed when you buy?_____ 1. Yes; 2. No
8. Do you test the milk quality when you buy? _____ 1. Yes; 2. No >> q9
9. How do you check quality of milk?
    a. Visually:_____ 1=Yes; 2=No
    b. Tasting: _____ 1=Yes; 2=No
    c. By lactometer: _____ 1=Yes; 2=No
    d. By alcohol test: _____ 1=Yes; 2=No
    e. Others, Specify_____1=Yes; 2=No
10. Of all the milk 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 milk weighed when you sell?_____ 1. Yes; 2. No

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

14. How do they check quality of milk?
    a. Visually: _____ 1=Yes; 2=No
    b. Tasting: _____ 1=Yes; 2=No
    c. By lactometer: _____ 1=Yes; 2=No
    d. By alcohol test: _____ 1=Yes; 2=No
    e. Fat content test: _____ 1=Yes; 2=No
    f. Others, Specify:_____1=Yes; 2=No

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

SECTION H: TRANSPORT

1. Do you ship milk by truck?_____ 1. Yes; 2. No

2. a. How many cans can the truck hold? _____ Number;
   b. How many liters/can?_____ liter

3. Who owns the cans? _____ 1. Trader; 2. Company; 3. Others

4. Where do you mainly ship milk to? _____ 1. Cooling station of processing company; 2. Directly to main location of processing company; 3. Other

5. Do you ship milk directly to Addis/suburban areas? _____1. Yes; 2. No >> q7

6. Do you ship milk from here to Addis/suburban areas in your **own truck**? _____1. Yes; 2. No

7. Do you **rent trucks** to ship milk from here to Addis/suburban areas? _____1. Yes; 2. No

8. a. In your estimation, what is the approximate current **total price** one has to pay to ship milk from this location to Addis/suburban areas in the last year? _____ Birr per can
   b. How many liters/can?____liter

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: