

Appendix A

VAIMS: INPUT SUPPLIER SURVEY

The aim of this questionnaire is to acquire primary data on the operations of input suppliers (with specific reference to small-scale livestock, more specifically small stock) in the SADC region to:

- better understand their operating practices and to evaluate the linkages with other segments in the value chain, and
- to identify constraints and ways to improve the functioning of the value chain,

The questionnaire is divided into the following sections: :

- 1: Information on input supplier
- 2: Feed supplier
- 3: Dips, Medicine, Vaccines
- 4: Credit providers

Questionnaire: Input sector with selected input sector stakeholders

DATE ___/___/___08 TIME STARTED _____ TIME ENDED _____

Name of Enumerator _____ Code [_____]

District (code): [_____]

Ward (code): [_____]

Village (code): [_____]

GPS coordinates X [_____] Y [_____]

Name of the owner of the business _____

REVIEWED BY: 1. _____ 2. _____

This questionnaire is divided into different sections for different inputs. To gather data on a particular input sub-sector use the guide below to identify the applicable section to be used for interviews.

- Section 2: Feed suppliers
 - Section 3: Dips, Medicine, Vaccines
 - Section 4: Credit providers
-

Section 1: Information on input supplier

1.1 Respondent's name (s) _____

1.2 Number of years in the business [_____]

1.3 Position of respondent in the business [_____]

Section 2: Feed supplier

2.1 Indicate the nature of your business entity

1 = one man business	2 = partnership	3 = public company	4 = private company	5 = other (please specify)
----------------------	-----------------	--------------------	---------------------	----------------------------

2.2 Indicate the nature of your business

1 = manufacturer	2 = trader/agent	3 = manufacturer & trader/agent	4 = grain producer	5 = other (please specify)
------------------	------------------	---------------------------------	--------------------	----------------------------

2.3 Indicate the number of people you employ

1 = 1 to 5	2 = 6 to 10	3 = 11 to 20	4 = 21 to 50	5 = more than 50
------------	-------------	--------------	--------------	------------------

2.4 Do you have more than one branch/outlet for your business?

1 = yes	2 = no
---------	--------

2.4.1 If yes, please indicate the number of branches/outlets.

1 = One	2 = Two	3 = Three	4 = Four	5 = Five	6 = Six and more
---------	---------	-----------	----------	----------	------------------

2.5 What is your main source of input material?

1 = other intermediaries	2 = grain producers (locally)	3 = grain producers (from other regions in the country)	4 = imports	5 = own produce	6 = other (please specify)
--------------------------	-------------------------------	---	-------------	-----------------	----------------------------

2.6 On what specie of livestock is your business mainly focusing?

1	2	3	4	5	6
---	---	---	---	---	---

Type of livestock	
1 = cattle	4 = donkey
2 = goats	5 = poultry
3 = sheep	6 = others

2.7 Do you require any regulatory permits/licenses to sell feed?

1 = yes	2 = no
---------	--------

2.7.1 If yes, is it difficult to obtain such permits/licenses?

1 = yes	2 = no
---------	--------

2.8 What is your main mode of transport to conduct your business?

1	2	3	4	5	6	7	8	9
Means of transport								
1= own scotch cart			5= pool for truck rent					
2= rent or borrow scotch cart			6= public transport					
3= own truck			7= own car					
4= rent or borrow truck			8= company car/truck					
			9= other (specify)					

2.9 Which best describes the method of delivery of the raw material that you buy to your business premises.

1 = own collection	2 = delivery by seller	3 = use contractor	4 = Other (please specify)
--------------------	------------------------	--------------------	----------------------------

2.9.1 If own collection, what is the average distance traveled?

1 = <10km	2 = 11 - 20km	3 = 21 - 50km	4 = 51 - 100km	5 = >100km
-----------	---------------	---------------	----------------	------------

2.10 Which best describes the method of delivery of the product that you sell.

1 = pick up by buyer	2 = deliver to buyer	3 = do not deliver at all
----------------------	----------------------	---------------------------

2.10.1 If you deliver, what is the average distance travelled?

1 = <10km	2 = 11 - 20km	3 = 21 - 50km	4 = 51 - 100km	5 = >100km
-----------	---------------	---------------	----------------	------------

2.10.2 If you deliver, who pays for the cost of delivery?

1 = separate payment by buyer	2 = included in the original price	3 = free delivery within a certain radius
-------------------------------	------------------------------------	---

2.11 Indicate the most common payment method used when **buying** inputs.

1 = cash	2 = credit	3 = exchange	4 = other (please specify)
----------	------------	--------------	----------------------------

2.12 Indicate the most common payment method used when **selling** inputs.

1 = cash	2 = credit	3 = exchange	4 = other (please specify)
----------	------------	--------------	----------------------------

2.13 Do you provide specialized advice on feeding requirements?

1 = yes	2 = no
---------	--------

2.13.1 If yes, what describes the nature of the advice the best?

1 = determine feed requirements	2 = use of the product sold	3 = best use of products (when, frequency)	4 = other (please specify)
---------------------------------	-----------------------------	--	----------------------------

2.14 What is the average volume of feed sold annually?

1	2	3	4	5	6	7	8	9
---	---	---	---	---	---	---	---	---

1 = <99kg	5 = 6 - 10tons
2 = 100 - 499kg	6 = 11 - 20tons
3 = 500 - 999kg	7 = 21 - 50tons
4 = 1 - 5tons	8 = 51 - 100 tons
	9 = >101tons

2.15 Do you sell branded animal feed products?

1 = yes	2 = no
---------	--------

2.15.1

If yes, is it your own brand or a national brand?

1 = own brand	2 = national brand
---------------	--------------------

2.16 What do you regard as the major challenges to sell animal feed?

Code[____][____][____](please rank)

1 = lack of literacy and numeracy of farmers	6 = size of farmer's herds
2 = lack of transport	7 = government regulations
3 = lack of storage & storage costs	8 = difficulty to access raw materials
4 = lack of proper administrative capabilities	9 = seasonality of production
5 = distance to farmers	10 = other (please specify)

2.17 Do you plan to expand your business during the next 12 months?

1 = yes	2 = no
---------	--------

2.17.1 If yes, indicate the reasons why. **Code**[____][____][____](**please rank**)

1 = expanding livestock operations in region	6 = own business becoming more efficient/sophisticated
2 = better access to livestock farmers	7 = current returns justify expansion
3 = changing production practices	8 = protection and increase in market share
4 = farmers becoming more sophisticated	9 = other (please specify)
5 = changing industry structure	

2.17.2 If no, indicate the reasons why.

Code [____][____][____](**please rank**)

1 = no expansion in livestock activities	6 = difficulty to access investment capital
2 = market capacity already reached	7 = infrastructure restrictions (e.g. roads, storage)
3 = technology restrictions	8 = labour restrictions
4 = difficulties to source raw materials	9 = other (please specify)
5 = price of raw materials	

Section 3: Dips, Medicine, Vaccines

3.1 Indicate the nature of your business entity

1 = one man business	2 = partnership	3 = public company	4 = private company	5 = other (please specify)
----------------------	-----------------	--------------------	---------------------	----------------------------

3.2 Indicate the nature of your business

1 = manufacturer	2 = trader/agent	3 = manufacturer & trader/agent	4 = grain producer	5 = other (please specify)
------------------	------------------	---------------------------------	--------------------	----------------------------

3.3 Indicate the number of people you employ

1 = 1 to 5	2 = 6 to 10	3 = 11 to 20	4 = 21 to 50	5 = more than 50
------------	-------------	--------------	--------------	------------------

3.4 Do you have more than one branch/outlet for your business?

1 = yes	2 = no
---------	--------

3.4.1 If yes, please indicate the number of branches/outlets.

1 = One	2 = Two	3 = Three	4 = Four	5 = Five	6 = Six and more
---------	---------	-----------	----------	----------	------------------

3.5 What is your main source of input material?

1 = other intermedia ries	2 = wholesalers (locally)	3 = wholesalers (from other regions in the country)	4 = imports	5 = retailers	6 = other (please specify)
---------------------------	---------------------------	---	-------------	---------------	----------------------------

3.6 On what specie of livestock is your business mainly focusing?

1	2	3	4	5	6
---	---	---	---	---	---

Type of livestock	
1=cattle	4=donkey
2=goats	5=poultry
3=sheep	6=others

3.7 Do you require any regulatory permits/licenses to sell dips/medicine/vaccines?

1 = yes	2 = no
---------	--------

3.7.1 If yes, is it difficult to obtain such permits/licenses?

1 = yes	2 = no
---------	--------

3.7.2 Please specify any other regulatory requirements?

3.8 What is your main mode of transport to conduct your business?

1	2	3	4	5	6	7	8	9
Means of transport								
1= own scotch cart			5= pool for truck rent					
2= rent or borrow scotch cart			6= public transport					

3= own truck 4= rent or borrow truck	7= own car 8= company car/truck 9= other (specify)
---	--

3.9 Which best describes the method of delivery of the product you sell to your business premises from suppliers.

1 = own collection	2 = delivery by seller	3 = use contractor	4 = Other (please specify)
--------------------	------------------------	--------------------	----------------------------

3.9.1 If own collection, what is the average distance traveled?

1 = <10km	2 = 11 - 20km	3 = 21 - 50km	4 = 51 - 100km	5 = >100km
-----------	---------------	---------------	----------------	------------

3.10 Which best describes the method of delivery of the product that you sell to buyers.

1 = pick up by buyer	2 = deliver to buyer	3 = do not deliver at all
----------------------	----------------------	---------------------------

3.10.1 If you deliver, what is the average distance traveled?

1 = <10km	2 = 11 - 20km	3 = 21 - 50km	4 = 51 - 100km	5 = >100km
-----------	---------------	---------------	----------------	------------

3.10.2 If you deliver, who pays for the cost of delivery?

1 = separate payment by buyer	2 = included in the original price	3 = free delivery within a certain radius
-------------------------------	------------------------------------	---

3.11 Indicate the most common payment method used when **buying** inputs.

1 = cash	2 = credit	3 = exchange	4 = other (please specify)
----------	------------	--------------	----------------------------

3.12 Indicate the most common payment method used when **selling** inputs.

1 = cash	2 = credit	3 = exchange	4 = other (please specify)
----------	------------	--------------	----------------------------

3.13 Do you provide specialized advice on the use of dips/medicine/vaccines?

1 = yes	2 = no
---------	--------

3.13.1 If yes, what describes the nature of the advice the best?

1 = determine dips/medicine/vaccines requirements	2 = use of the product sold	3 = best use of products (when, frequency)	4 = other (please specify)
---	-----------------------------	--	----------------------------

3.14 What is the average volume of dips/medicine/vaccines sold annually?

1	2	3	4	5	6	7	8	9
1 = <99kg				5 = 6 - 10tons				
2 = 100 - 499kg				6 = 11 - 20tons				
3 = 500 - 999kg				7 = 21 - 50tons				
4 = 1 - 5tons				8 = 51 - 100 tons				
				9 = >101tons				

3.15 Do you sell branded dips/medicine/vaccines products?

1 = yes	2 = no
---------	--------

3.15.1

If yes, is it your own brand or a national brand?

1 = national brands	2 = International brand
---------------------	-------------------------

3.16 What do you regard as the major challenges to sell dips/medicine/vaccines products? **Code**[____][____][____](please rank)

1 = lack of literacy and numeracy of farmers	6 = size of farmer's herds
2 = lack of transport	7 = government regulations
3 = lack of storage & storage costs	8 = difficulty to access raw materials
4 = lack of proper administrative capabilities	9 = seasonality of production
5 = distance to farmers	10 = other (please specify)

3.17 Do you plan to expand your business during the next 12 months?

1 = yes	2 = no
---------	--------

3.17.1 If yes, indicate the reasons why. **Code**[____][____][____](please rank)

1 = expanding livestock operations in region	6 = own business becoming more efficient/sophisticated
2 = better access to livestock farmers	7 = current returns justify expansion
3 = changing production practices	8 = protection and increase in market share
4 = farmers becoming more sophisticated	9 = other (please specify)
5 = changing industry structure	

3.17.2 If no, indicate the reasons why.

Code [____][____][____](please rank)

1 = no expansion in livestock activities	6 = difficulty to access investment capital
2 = market capacity already reached	7 = infrastructure restrictions (e.g. roads, storage)
3 = technology restrictions	8 = labour restrictions
4 = difficulties to source raw materials	9 = other (please specify)
5 = price of raw materials	

Section 4: Credit providers

4.1 Indicate the nature of your business entity

1 = one man business	2 = partnership	3 = public company	4 = private company	5 = other (please specify)
----------------------	-----------------	--------------------	---------------------	----------------------------

4.2 Indicate the nature of your business

1 = informal credit provider	2 = registered bank	3 = government agency	4 = private person (not regular)	5 = other (please specify)
------------------------------	---------------------	-----------------------	----------------------------------	----------------------------

4.3 Indicate the number of people you employ

1 = 1 to 5	2 = 6 to 10	3 = 11 to 20	4 = 21 to 50	5 = more than 50
------------	-------------	--------------	--------------	------------------

4.4 Do you have more than one branch/outlet for your business?

1 = yes	2 = no
---------	--------

4.4.1 If yes, please indicate the number of branches/outlets.

1 = One	2 = Two	3 = Three	4 = Four	5 = Five	6 = Six and more
---------	---------	-----------	----------	----------	------------------

4.5 What are the most common reasons indicated by applicants for applying for credit?

1 = production credit	2 = emergencies related to animals	3 = expansion of farming activities	4 = maintenance and repairs	5 = other (please specify)
-----------------------	------------------------------------	-------------------------------------	-----------------------------	----------------------------

4.6 When making loans, what are the main factors taken into account before approval/rejection of the application? **Code**[____][____][____](**please rank**)

1 = pay back ability of farmers 2 = the security the farmer offer 3 = previous history of the farmer 4 = surety from third parties (private sector) 5 = government guarantees	6 = business plan/cash flow statement 7 = type of activity for which loan is required 8 = involvement in developments schemes 9 = other (please specify)
---	---

4.7 Which of the following describe a typical payback period for a livestock farmer?

<2 months	3-4 months	5-6 months	7-8 months	9-10 months	11-12 months	1 year	>2 years
-----------	------------	------------	------------	-------------	--------------	--------	----------

4.8 When livestock farmers apply for loans, which of the following is applicable in terms of the application process? [____][____][____](**please rank**)

1 = applies independently/on his own 2 = applies with assistance of extension officer 3 = applies with assistance of family members	6 = use a third party 7 = applies with assistance of NGO's 8 = other (please specify)
---	---

4.9 What proportion of your business is orientated towards providing credit to livestock farmers?

10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
-----	-----	-----	-----	-----	-----	-----	-----	-----	------

4.10 Do you provide specialized advice on financial management?

1 = yes	2 = no
---------	--------

3.10.1 If yes, what describes the nature of the advice the best?

1 = compilation of financial statements	2 = budgeting techniques	3 = financial planning	4 = other (please specify)
---	--------------------------	------------------------	----------------------------

4.11 What do you regard as the major challenges to provide credit?

Code[_____][_____][_____](please rank)

1 = lack of literacy and numeracy of farmers	6 = lack of security being offered
2 = risk status of farmer	7 = lack of proper business plans
3 = high variability of farming output	8 = scale of farming operations
4 = lack of proper administrative capabilities	9 = lack of other support services to farmers
5 = lack of technology	10 = other (please specify)

4.12 Do you plan to expand your credit exposure during the next 12 months?

1 = yes	2 = no
---------	--------

4.12.1 If yes, indicate the reasons why. **Code**[_____][_____][_____](please rank)

1 = expanding livestock operations in region	6 = changing credit extension models
2 = better access to livestock farmers	7 = changing government regulations
3 = changing risk profile of farmers	8 = improved financial management capacity of farmers
4 = increased ability to provide security	9 = Other (please specify)
5 = increased involvement by 3 rd parties to assist farmers	

4.12.2 If no, indicate the reasons why.

Code [_____][_____][_____](please rank)

1 = no expansion in livestock activities	6 = more restrictive credit regulations
2 = market capacity already reached	7 = restrictive credit extension procedures
3 = technology restrictions	8 = other (please specify)
4 = low demand for credit	
5 = risk profiles of farmers still to high	

Note:

Extension services, veterinary services, etc was not included. These are service sectors.

A decision has to be taken about the detail required in section 1. What should be considered is the level of detail required, the time that it will take to complete the questionnaire, the budget limitations, the impact of asking these questions on respondents.

Pending is a decision whether the questionnaire should include questions on the turnover of the businesses.