

Appendix C

VAIMS: LIVESTOCK PROCESSOR SURVEY

The aim of this questionnaire is to acquire primary data on the operations of livestock processors (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,

This particular questionnaire again deals with different sections, namely:

1: GENERAL INFORMATION

2: BASIC INFORMATION AND LIVESTOCK OPERATIONS

3: LIVESTOCK PURCHASES

5: MEAT SALES

6: COSTS OF PRODUCTION

7: MISCELLANEOUS INFORMATION

VAIMS: Livestock Processor survey

DATE

TIME STARTED

TIME ENDED

Name of Enumerator

Enumerator code

District (code):

Ward (code):

Village (code):

SECTION 1: GENERAL INFORMATION

1.1 Respondent's name

1.2 Respondent's information

Gender

Marital status

Age (years)

Years of schooling

Codes
 1=Male, 2=Female
 1=Married, 2=Single,
 3=Divorced/separated,
 4=Living together,
 5=Widow/widower,
 9=Other

1.3 Please provide an estimate of your total income from processing activities

<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	LC (today)
<input type="text"/>	<input type="text"/>	LC (5 years ago)

1.5 How long have you been engaged in processing activities? years

1.6 Are you registered as a commercial company? Code: 1=Yes, 2=No

1.7 Do you have your own livestock production operation? Code: 1=Yes, 2=No

1.8 Do you also buy and sell animals as a trading operation? Code: 1=Yes, 2=No

1.9 How long have you been engaged in processing activities?

	years
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1.9.1 Do you have any training in processing activities?

	Code: 1=Yes, 2=No
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1.9.1.1 If yes, specify

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1.9.2 Why are you engaged in this activity?

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1.10 Do you own, or are you financially involved in:

A retail outlet		Code: 1=Yes, 2=No
Cold storage facilities		Code: 1=Yes, 2=No
Trucks for meat product transport		Code: 1=Yes, 2=No
Curing/drying/smoking facilities		Code: 1=Yes, 2=No
Cutting facilities		Code: 1=Yes, 2=No
A slaughter facility		Code: 1=Yes, 2=No
Sales of skins		Code: 1=Yes, 2=No

1.11 Do you have capacity for holding animals?

	Code: 1=Yes, 2=No
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1.11.1 If YES, for how many animals for one month?

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1.12 Do you slaughter animals for a fee (without buying the animal or meat products)?

	Code: 1=Yes, 2=No
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1.12.1 If yes, what fee do you charge?

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1.13 How many employees do you employ?

		Number of employees	Daily wage rate
Full-time employees	Male		
	Female		
Part-time employees	Male		
	Female		

1.14 What types of products do you produce?

	Beef	Sheep meat	Goat meat	Poultry	
Carcasses					Code: 1=Yes, 2=No
Quarters					Code: 1=Yes, 2=No
Frozen, deboned meat					Code: 1=Yes, 2=No
Fresh, deboned meat					Code: 1=Yes, 2=No
Cured or dried products					Code: 1=Yes, 2=No
Raw Sausages					Code: 1=Yes, 2=No
Cooked sausages					Code: 1=Yes, 2=No
Canned meat products					Code: 1=Yes, 2=No
Ready-to-eat products					Code: 1=Yes, 2=No
Ready-to-eat snacks					Code: 1=Yes, 2=No

Others					
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1.15 Does your firm have a brand?

Code: 1=Yes, 2=No

1.16 If yes, what % of sales use that brand?

SECTION 2: BASIC INFORMATION AND LIVESTOCK OPERATIONS

2.1 Are you satisfied with buying arrangements for your livestock?

2.2 Are you satisfied with selling arrangements for your livestock?

Cattle		Code: 1=Yes, 2=No	Cattle		Code: 1=Yes, 2=No
Sheep		Code: 1=Yes, 2=No	Sheep		Code: 1=Yes, 2=No
Goats		Code: 1=Yes, 2=No	Goats		Code: 1=Yes, 2=No
Poultry		Code: 1=Yes, 2=No	Poultry		Code: 1=Yes, 2=No

2.2 Are you a member of an agricultural, farmers' or other association or group?

Code:
1=Yes, 2=No

SECTION 3: LIVESTOCK PURCHASES

3.1 Please provide information on the livestock purchases you made in the last 12 months

	Month of last purchase (1=Jan, 2=Feb. 12=Dec.)	Number of animals purchased	Average price per animal (LC)	Where do you obtain price information (code)	Approximate average weight of purchased animal (kg)	Transport cost from market (per load)	Purchased from (code)	Where purchased? (code)	Form of payment (code)	Number of purchases per year
<i>Cattle</i>										
Calves										
Heifers										
Steers										
Bulls										
Cows										
TOTAL										
<i>Sheep</i>										
Lambs										
Mature female										
Mature males										
TOTAL										
<i>Goats</i>										
Kids										
Mature female										
Mature males										
TOTAL										

	Month of last purchase (1=Jan, 2=Feb ... 12=Dec.)	Number of animals purchased	Average price per animal (LC)	Where do you obtain price information (code)	Approximate average weight of purchased animal (kg)	Transport cost from market (per load)	Purchased from (code)	Where purchased? (code)	Form of payment (code)	Number of purchases per year
Poultry										
Chicks										
Growers										
Hens										
Mature birds										
TOTAL										

Codes

Where do you obtain price information: 1=Negotiated by farmer and seller, 2=Fixed by buyer, 3=Fixed by seller, 4=Fixed by government, 5=Newspaper, 6=Radio, 7=TV, 8=Extension officer, 9=Third party, 10=word of mouth

Purchased from: 1=Large private farm, 2=Government farm, 3=Smallholder farm, 4=Individual trader/broker, 5=Other

Where purchased: 1=Farm gate, 2=Village market, 3=Parallel local sales pen, 4=Local collection point, 5=Local business center, 6=Local dip tank, 7=Regional auction, 8= Regional town, 9=Other

Form of payment: 1=Contract, 2=Spot-cash payment, 3=Loan, 4=Exchange, 9=Other

3.2 Rank the months in which livestock purchases were the highest and lowest

	Most important month for purchases (1=Jan, 2=Feb, ... 12=Dec.)	Least important month (1=Jan, 2=Feb, ... 12=Dec.)
Cattle		
Sheep		
Goats		
Poultry		

3.3 On average, what percentage of your purchases are made from the following channels?

	Cattle	Sheep	Goats	Poultry
Village market				
Local sales pen				
Local collection point				
Local business center				
Local dip tank				
Regional auction yard				
Commercial farm				
Small farm				
Government farm				
Trader				
Broker				
Other				

3.4 How has your use of the channels in Q3.4 changed in the last 5 years?

	Cattle	Sheep	Goats	Poultry
Village market				
Local sales pen				
Local collection point				
Local business center				
Local dip tank				
Regional auction yard				
Commercial farm				
Small farm				
Government farm				
Trader				
Broker				
Other				

Code: 1=Increased, 2=Stayed the same, 3=Decreased

3.5 Who pays for transport costs at purchase?

	<i>Code: 1=Self, 2=Buyer, 3=Broker, 9=Other</i>
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3.5.1 What is the average distance travelled?

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3.6 Do you use a broker or middleman for purchase?

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Code: 1=Yes, 2=No

3.6.1 If yes, how much do you pay him/her per animal?

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3.7 Rate the quality attributes you look for in purchasing; 1 (not at all) - 5 (always)

Age	
Sex	
Breed	
Weight (measured)	
Weight (apparent)	
Condition of animal	
Free of disease	
Specified use of feed or medicine	
Pelt condition	
Pelt colour	
Time of delivery	
Place of delivery	
Advance payment	

3.8 Do you use contracts to purchase livestock?

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Code: 1=Yes, 2=No

(IF NO, GO TO SECTION 4)

3.9 If contracts are used, do they specify:

	1=Yes, 2=No
Age	
Sex	
Breed	
Weight (measured)	
Weight (apparent)	
Condition of animal	
Free of disease	
Specified use of feed or medicine	
Pelt condition	
Pelt colour	
Time of delivery	
Place of delivery	
Advance payment	

3.10 If contracts are used, what proportion of purchases is made with them?

Code: 1=0-25% 2=25%-50%, 3=50-75%, 4=75%-99%, 5=All purchases

SECTION 4: PROCESSING

4.1 Do you hold animals on feedlot prior to slaughter?

1=Yes, 2=No

4.2 If yes, for how long do you hold animals on average?

Cattle	<input type="text"/>	days
Sheep	<input type="text"/>	days
Goats	<input type="text"/>	days
Poultry	<input type="text"/>	days

4.3 Do you have facilities to slaughter more than one type of animal?

1=Yes, 2=No

4.4 If yes, what animals can you slaughter at the same time?

Cattle	<input type="text"/>	1=Yes, 2=No
Sheep	<input type="text"/>	1=Yes, 2=No
Goats	<input type="text"/>	1=Yes, 2=No
Poultry	<input type="text"/>	1=Yes, 2=No

4.5 What is your slaughter capacity per day of the following?

Cattle	<input type="text"/>	animals
Sheep	<input type="text"/>	animals
Goats	<input type="text"/>	animals
Poultry	<input type="text"/>	animals

4.6 How many animals do you slaughter on average per day of the following?

Cattle	<input type="text"/>	animals
Sheep	<input type="text"/>	animals
Goats	<input type="text"/>	animals
Poultry	<input type="text"/>	animals

4.7 How often and for how long is your facility in operation?

Cattle	<input type="text"/>	days/week	<input type="text"/>	hours/day
Sheep	<input type="text"/>	days/week	<input type="text"/>	hours/day
Goats	<input type="text"/>	days/week	<input type="text"/>	hours/day
Poultry	<input type="text"/>	days/week	<input type="text"/>	hours/day

4.8 What volume do you produce and what price do you receive for the following by-products of processing?

	kg per week	price per kg
Cattle hides		
Sheep skins		
Goat skins		
Feathers		
Cattle off-falls		
Sheep off-falls		
Goat off-falls		
Cattle trimmings		
Sheep trimmings		
Goat trimmings		
Bones		
Other		

4.9 Are animals inspected prior to slaughter?

	1=Yes, 2=No
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4.10 If yes, who pays for inspection?

Self		1=Yes, 2=No
Government		1=Yes, 2=No
Seller		1=Yes, 2=No
Exporter		1=Yes, 2=No

4.11 How much are inspection costs, on average?

Beef		per kg
Sheep		per kg
Goat		per kg
Bird		per kg

4.12 What percentage of animals is rejected on the basis of ante-mortem inspection?

Cattle	
Sheep	
Goats	
Poultry	

4.13 What are the main reasons for rejection?

Infection with disease	
General morbidity	
Other	

4.14 Is meat inspected prior to sale/delivery?

	1=Yes, 2=No
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4.15 If yes, who pays for inspection?

Self		1=Yes, 2=No
Government		1=Yes, 2=No
Buyer		1=Yes, 2=No
Exporter		1=Yes, 2=No

4.16 How much are inspection costs, on average?

Beef		per kg
Sheep		per kg
Goat		per kg
Bird		per kg

4.17 What percentage of carcasses is rejected on the basis of post-mortem inspection?

Cattle	
Sheep	
Goats	
Poultry	

4.18 What are the main reasons for rejection?

Measles	
Condition	
Damage	
Other	

4.19 What is the conversion rate from live weight to carcass for the following animals?

Cattle		%
Sheep		%
Goats		%
Poultry		%

SECTION 5: MEAT SALES

5.1 Please provide information on the meat sales you made in the last 12 months

	Date of last sale	Volume of meat sold (kg)	Average price per kg	Where do you obtain price information (code)	Transport cost from market (per load)	Sold to (code)	Where sold? (code)	Form of payment (code)	Number of sales per week
Cattle									
Whole carcasses									
Half Carcasses									
Quarters									
Deboned primary cuts									
Value added cuts									
Other									
TOTAL									
Sheep									
Whole carcasses									
Half Carcasses									
Quarters									
Other									
TOTAL									

	Date of last sale	Volume of meat sold (kg)	Average price per kg	Where do you obtain price information (code)	Transport cost from market (per load)	Sold to (code)	Where sold? (code)	Form of payment (code)	Number of sales per week
Goats									
Whole carcasses									
Half Carcasses									
Quarters									
Other									
TOTAL									
Poultry									
Whole birds fresh									
Whole birds frozen									
Other									
TOTAL									

Codes

Where do you obtain price information: 1=Negotiated by farmer and seller, 2=Fixed by buyer, 3=Fixed by seller, 4=Fixed by government, 5=Newspaper, 6=Radio, 7=TV 8=Extension officer, 9=Third party, 10=word of mouth

Sold to 1=Local small butcher/abattoir, 2=Individual trader/broker, 3=Consumer, 4=Supermarket, 5=Small retailer, 6=Exporter, 9=Other

Where sold: 1=Processor gate, 2=Village market, 3=Local collection point, 4=Local business center, 5=Supermarket 6= Regional town, 9=Other

Form of payment: 1=Contract, 2=Spot-cash payment, 3=Loan, 4=Exchange, 9=Other

5.2 Rank the months in which meat sales were the highest and lowest

	Most important month for sales (1=Jan, 2=Feb, ... 12=Dec.)	Least important month (1=Jan, 2=Feb, ... 12=Dec.)
Cattle		
Sheep		
Goats		
Poultry		

5.3 For each product, what is the percentage breakdown for each channel to which you sell?

	Cattle meat	Sheep meat	Goat meat	Poultry meat
Butcher				
Wholesaler				
Broker				
Trader				
Small retailer				
Supermarket				
Exporter				
Other				

5.4 How has your use of the channels in Q5.3 changed in the last 5 years?

	Cattle meat	Sheep meat	Goat meat	Poultry meat
Butcher				
Wholesaler				
Broker				
Trader				
Small retailer				
Supermarket				
Exporter				
Other				

Code: 1=Increased, 2=Stayed the same, 3=Decreased

5.5 Who pays for transport costs at sales?

	Code: 1=Self (delivery included in sales price) 2=Buyer, 3=Broker, 9=Other
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5.6 Do you use a broker or middleman for sales?

5.6.1 If yes, how much (commission) do you pay him/her per kg of meat?

	Code: 1=Yes, 2=No

**5.7 Do you use contracts to sell meat?
(IF NO, GO TO SECTION 6)**

	Code: 1=Yes, 2=No
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5.8 If contracts are used, do they specify:

	1=Yes, 2=No
Age	
Sex	
Breed	
Weight (measured)	
Weight (apparent)	
Condition of animal	
Free of disease	
Specified use of feed or medicine	
Pelt condition	
Pelt colour	
Time of delivery	
Place of delivery	
Advance payment	
Other	

5.9 If contracts are used, what proportion of purchases is made with them?

Code: 1=0-25% 2=25%-50%, 3=50-75%,
4=75%-99%, 5=All purchases

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SECTION 6: COSTS OF PRODUCTION

6.1 Please detail the different costs of production incurred by your firm

Production input costs	Physical units	Number purchased	Where Purchased	Costs per unit	Unit	Who paid for this (code)	Total cost per transaction	Frequency of transactions	Unit of transaction	Total capital cost per week
Meat purchases		Animals			Price/animal		0		Number	0
Labour costs		Number employees			Wage/person		0		Number	0
Electricity		kWH			Cost/kWH		0		Number	0
Packaging costs		Total cost			Cost/unit		0		Number	0
Land costs (rental)		Total cost			Cost/unit		0		Number	0
Housing costs (rental)		Total cost			Cost/unit		0		Number	0
Certification costs		Total cost			Cost/unit		0		Number	0
Transportation		Total cost			Cost/unit		0		Number	0
Other consumables (knives, blades, sharpeners etc)		Total cost			Cost/unit		0		Number	1
Other		Total cost			Cost/unit		0		Number	2

Code

Who paid for this 1=Yourself, 2=Government, 3=Other

Frequency of transactions 1=Day, 2=week, 3=month

SECTION 7: MISCELLANEOUS INFORMATION

7.1 Sources and reliability of information

Type	Sources (code)	Reliability (code)
Production practices		
Input use		
Animal health issues		
Markets (physical)		
Price		
Product standards		
Traceability		
Risk management		
Government services		

Code 1=Extension officer, 2=Newspaper, 3=Government, 4=Third party, 5=word of mouth, 6=None 9= Other

Code (rank 1=not reliable. 9=very reliable)

7.2 Innovation/upgrading

How have you established relationships with buyers?		Code 1=Social ties, 2=Offer best price, 3= Convenience, 4=Long term arrangement, 5=Association, 9=Other
Have you tried establishing new relationships with other buyers?		Code 1= Yes, 2=No
If yes, why?		Code 1=Want better price, 2=Want more consistent market, 3=Want new markets, 9=Other
How have you established relationships with sellers?		Code 1=Social ties, 2=Offer best price, 3= Convenience, 4=Long term arrangement, 5=Association, 9=Other
Have you tried establishing new relationships with other sellers?		Code 1= Yes, 2=No
If yes, why?		Code 1=Want better price, 2=Want more consistent market, 3=Want new markets, 9=Other

7.3 How has your livestock business changed over the last 5 years? (rank 1=not important, 9=very important)

Expansion of processing capacity	
Expansion of animals purchased/processed	
Improved technology	
Diversification in products produced (boneless cuts, e.g.)	
Diversification of business activities	
Specialization of processing activities (e.g., dedicated supplier to supermarket)	
Other	

7.4 Which of the following marketing strategies do you practice?

Marketing strategies	Response (1=Yes, 2=No)
Buying and selling animals in different markets in order to exploit price differences?	
Buying and selling animals in different seasons to exploit seasonal variations in prices?	
Using contracts for animal purchases/meat sales to minimize price fluctuations?	
Buying from/selling to dedicated buyers/sellers?	
Add value/weight/ condition to animals?	
Attending trade shows and fairs to identify new buyers and sellers?	
Sourcing animals from specific buyers to get price premiums for meat (e.g., range-fed, organic)?	
Using own or association labels on meat products to obtain price premiums?	
Advertising meat products in commercial outlets (magazines, radio, TV)?	
Customizing of meat products for different buyers?	

7.5 Are you a member of any livestock traders' association?

Code 1= Yes,
2=No

7.5.1 If YES to 7.5 above, please provide the following information:

Name of organization to which you belong	Membership fee? (1=Yes, 2=No)	If YES, how much per year (LC)	Membership benefits

MEMBERSHIP BENEFITS

1 = Increased bargaining power; 2 = Improved buyer supplier relationship; 3 = Strength in lobbying;
4 = Increased income; 5 = Technical and financial support 6 = Better access to information; 9 = Other (specify)

7.5 Chain governance

Who determines prices in the following channels?

	Purchase price	Sales price
Village market		
Local sales pen		
Local collection point		
Local business center		
Local dip tank		
Regional auction yard		
Commercial farm		
Small farm		
Government farm		
Butcher		
Wholesaler		
Broker		
Trader		
Small retailer		
Supermarket		
Exporter		
Other		

Code: 1=Negotiated by farmer and seller, 2=Fixed by buyer, 3=Fixed by seller, 4=Fixed by government, 9=Other

7.6 Constraints

What do you view as the most important constraints to your business? (Rank 1=not important, 9=very important)

Low sales prices for products	
Limited outlets for sales	
High input costs for meat	
Limited knowledge of new market opportunities	
Low access to credit	
High variability in prices	
Government policy	
High variability in sales prices	
High transport costs	
Low Storage capacity	
Poor access to markets	
Poor knowledge of sales opportunities	
Poor knowledge of market prices	
Behavior of livestock traders	
Behavior of slaughter operators	
Low productivity of animals	
Access to infrastructure	
Animal diseases	
Poor support from extension services	
Distribution arrangements	
High energy costs	
Consumer demand (quantity)	
Consumer demand (unwilling to pay high prices)	
Competition from other processors	
Others	