## Trader Interview: Individual Competition and Characteristics

**Wholesale and retail food staple traders**

*Interview only food traders who sell at least food commodities (e.g., maize, posho, beans, sugar, oil). It is important to speak with the person who understands how this business operates and regularly manages the affairs of the business in this market. [[1]](#footnote-1)*  *This person will likely be the business owner or co-owner / co-operator (e.g., spouse or family member).*

**Oral Consent**

Thank you very much for your willingness to participate in our study. The goal of this study is to understand issues around livelihoods, markets and relief during periods of food insecurity in this community. We are talking to traders to see how markets are affected and respond to emergencies. Your answers will help us understand how markets impact food insecurity in this community and help us to develop better programs for poor and ultra-poor households. We are, specifically interested in learning about:

• Your career as a food trader and the conditions of markets where you operate,

• What your costs are, and

• Whether you think you can increase your trade in food, if there was additional demand.

The interview will take approximately 1 hour. There is no direct benefit to you for participating in this survey. However, this survey can help us to understand how markets operate in this area.

You may ask questions now or anytime during the interview. All the information you give will be strictly anonymous and confidential. Your name will not be associated with any of your responses or given to anyone outside our project. Please answer questions honestly. If you do not know an answer, that is ok. Please tell us you do not know the answer. If you would rather not answer any questions, just say so. You may opt out of this interview at any time you wish. Your cooperation is greatly appreciated, as it will help us to understand the problems that face markets in this area. Do you have any questions for me? May we proceed with the interview?

|  |  |  |
| --- | --- | --- |
| **interview date:** | **SURVEY #:** | |
| **start time:** | **end time:** | |
| **Market name:** | **District name:** | |
| **Business Name:** | **Respondent NAME:** | |
| **Owner Name:** | **Respondent Contact number:** | |
| **NATURE OF TRADE:** | | |
| **INTERVIEWER:** | **Primary Language of Interview:** | |
| **Reviewer:** | | |
| **DATA ENTRY COMPLETED DATE:** | | **data entry clerk:** |

1. **TRADER CHARACTERISTICS**
2. Please tell us some basic information about you and your business

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Name of respondent:**  (Family Name, Given Name) | **Respondent’s relation to owner:**  0: Owner  1: Family Business  2: Spouse  3: Relative (specify)  4: Non-relative manager  5: Non-relative employee | **Gender:**    1= Male  0= Female | **Primary language used by trader:** | **Primary Ethnic Group:** | **Number of years trading experience**  (years) | **What percentage of owners’ income is trading?**  0: 0%-25%  1: 26%-50%  2: 51%-75%  3: 76% - 100% |
|  |  |  |  |  |  |  |

1. Approximately how many different types of food products do you sell? [\_\_\_\_\_\_\_\_\_]
2. For what fraction of your total sales revenues does your trade in each of the three food commodities account?

|  |  |
| --- | --- |
| **Commodity** | **Percent\*** |
| Maize grain |  |
| Maize flour |  |
| Beans |  |

\*This column may add up to less than 100% (but should not exceed 100%)

1. For maize traders who *sell maize flour*, indicated which grade(s) of maize flour you sell (if grades are locally divided separately or called by different names, note the local name; identify how they correspond to the most prevalent ‘standard’ grades as sold in Kampala).

Grade 1 \_\_\_\_\_\_\_\_\_\_\_\_\_

Grade 1.5 \_\_\_\_\_\_\_\_\_\_\_

Grade 2 \_\_\_\_\_\_\_\_\_\_\_\_\_

1. For bean traders, what percentage of your trade in beans is *Nambale Long?\_\_\_\_\_\_\_\_\_\_*

**Enumerator Note:** If the respondent trades only in beans and does *not* trade in Nambale Long, thank the trader for his/her time and end the survey. If beans account for the highest percentage and Nambale Long *is* traded, proceed with the rest of the survey *only for beans*. For volumes purchased/sold and prices, ie through Question B1, refer only to *Nambale Long;* for transport, storage and stocking costs, answer for all beans generally. If maize grain and/or maize flour are the highest percentage, proceed with the rest of the survey *only for maize grain and flour*.

***Commodity chosen for remainder of survey:*** MAIZE / BEANS (circle)

1. Identify your suppliers (circle the primary supplier, by volume purchased). Complete the questions on the right for indicated suppliers.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Supplier** | **Do you buy maize / beans** (*circle*) **from this group of suppliers?** (Circle primary supplier; use codes for transport) | **Do you buy maize / beans from this group of suppliers *through a broker*? Tick as appropriate.** | | **Usual mode of Transport from this group of suppliers** |
| **Tick if yes** | **Always** | **Sometimes** | **(Use Codes)** |
| Wholesalers who sell in the same market as you, and buy from aggregators |  |  |  |  |
| Wholesalers who sell in the same market as you, and buy from wholesalers |  |  |  |  |
| Wholesalers who sell in a different market from yours, and buy from aggregators |  |  |  |  |
| Wholesalers who sell in a different market from yours, and buy from wholesalers |  |  |  |  |
| ‘Purchasing Agent’ (Aggregator without personal capital) who buys from farmers |  |  |  |  |
| Other Aggregator who buys from farmers |  |  |  |  |
| Aggregator who buys from purchasing agents |  |  |  |  |
| Brokers (*do not know identity/role of seller)* |  |  |  |  |
| Farmers |  |  |  |  |
| Farmers’ Associations |  |  |  |  |
| Transporters |  |  |  |  |
| Other (specify)\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |  |  |  |  |

|  |  |  |
| --- | --- | --- |
| Codes for mode of transport used (check all that apply) | | |
| 1= Within the market (no transport) | 4= Rent small vehicle | 7= Own Lorry |
| 2= Bicycle | 5= Own small vehicle | 8= Supplier arranges for delivery |
| 3= Motorcycle | 6= Rent Lorry | 9=Other (specify): \_\_\_\_\_\_\_ |

1. Do you primarily use your OWN funds (/capital) or other traders’ funds (/capital) to purchase maize / beans? (circle)

OWN / SUPPLIERS’ / BUYERS’

1. In what month(s) was *most* of the maize that you are currently BUYING harvested?

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. In what month(s) was *most* of the maize that you are currently SELLING harvested? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

[Note: in following questions, specify prices and volumes for the maize from this harvest.]

1. Please tell us about your purchasing and selling activity during the past 30 days.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **Maize grain/Beans** | **Maize flour** | | |
|  | **Grade 1** | **Grade 1.5** | **Grade 2** |
| Current Purchasing Price (Sh/ quantity) | **/** | N/A | N/A | N/A |
| Total volume purchased in last 30 days |  | N/A | N/A | N/A |
| Current Sales Price (Sh / quantity) | **/** | **/** | **/** | **/** |
| Total volume sold in the last 30 days |  |  |  |  |

|  |  |  |
| --- | --- | --- |
| Codes for Quantities | | |
| 1= KG | 3=100 KG bag | 5=Other: \_\_\_\_\_\_\_\_ |
| 2= 50 KG bag | 4= Metric Ton |  |

1. Is your current sales volume of the above food commodities over the past month **low / normal / or high** for this time of year? Tick appropriate box.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Commodity** | **Low** | **Normal** | **High** | **Why?** (use codes below) | | |
|  |  |  |  | Reason1 | Reason2 | Reason3 |
| Maize grain |  |  |  |  |  |  |
| Maize flour |  |  |  |  |  |  |
| Beans |  |  |  |  |  |  |

|  |  |  |
| --- | --- | --- |
| Codes for Lower or Higher than Normal | | |
| 0= No change | 5= Onset of food relief supply in community | 9=Insecurity (conflict) |
| 1= Change in demand (stable prices) | 6= Delayed arrival of food relief in community | 10=Change in transport |
| 2= Change in prices of this commodity | 7= Availability of commodity at source market | 11=Policy uncertainty /  change in policy |
| 3= Change in other food prices | 8= Drought | 12= Other (specify):\_\_\_\_ |
| 4=Change in competition |  |  |

1. In a business activity, there are generally ‘seasons’—periods with peak, moderate, and low business. For maize grain / beans, which periods would you consider peak (/ moderate / low)? What characterizes each season?

What were your monthly average purchases of maize grain / beans by season (in physical quantities and prices) over the past year?

What were your monthly average sales prices and volumes for maize grain / beans and maize flour over the past year? For maize flour, ask about prices for dominant grade sold; indicated which grade. (Use unit codes for volumes and SHs / *unit*)

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Maize Grain / Beans** | | | | | | **Maize Flour: Grade\_\_\_\_\_\_** | |
| **Season**  **(From *month* To *month*)** | **Description of Season**  (use codes below) | **Monthly Average VOLUME PURCHASED** | **Monthly Average PURCHASE PRICE in**  **SH / *unit*** | **Monthly Average VOLUME SOLD** | **Monthly Average SALES PRICE in**  **SH / *unit*** | **Monthly Average VOLUME SOLD** | **Monthly Average SALES PRICE in**  **SH / *unit*** |
| From\_\_\_\_\_\_\_To\_\_\_\_\_\_\_\_ |  |  |  |  |  |  |  |
| From\_\_\_\_\_\_\_To\_\_\_\_\_\_\_\_ |  |  |  |  |  |  |  |
| From\_\_\_\_\_\_\_To\_\_\_\_\_\_\_\_ |  |  |  |  |  |  |  |
| From\_\_\_\_\_\_\_To\_\_\_\_\_\_\_\_ |  |  |  |  |  |  |  |

|  |  |  |  |
| --- | --- | --- | --- |
| Unit Codes | | |  |
| 1= KG | 2=50 KG bag | 3=100 KG bag | 4=Metric Ton |
|  | | |  |
|  | | |  |
| Codes for Description of Season | | |  |
| 1= First Harvest Period | 4= Between Second and First Harvest | 7=Lower prices for other staple food commodities | 10=School term |
| 2= Between First and Second Harvests | 5= Peak Purchasing Period | 8=Higher prices for other staple food commodities | 11=No activity |
| 3= Second Harvest Period | 6= Peak Selling Period | 9=Storage | 12=Other:\_\_\_\_\_\_\_\_\_\_\_\_\_ |

1. What are the maximum and minimum prices paid and received during the past 12 months?

|  |  |  |
| --- | --- | --- |
|  | **Maize grain / Beans** | **Maize flour** |
| Maximum purchase price paid during the past 12 months | **/** | N/A |
| Month the maximum purchase price was paid |  | N/A |
| Month the grain bought at this price was harvested |  |  |
| Minimum purchase price paid during the past 12 months | **/** | N/A |
| Month the minimum price was paid |  | N/A |
| Month the grain bought at this price was harvested |  | N/A |
| Maximum sales price received during past 12 months | **/** | **/** |
| Month the maximum sales price was received |  |  |
| Month the grain sold at this price was harvested |  |  |
| Minimum sales price received during past 12 months | **/** | **/** |
| Month the minimum sales price was received |  |  |
| Month the grain sold at this price was harvested |  |  |

|  |  |  |
| --- | --- | --- |
| Codes for cost units | | |
| 1= KG | 3=100 KG bag | 5=Other: \_\_\_\_\_\_\_\_ |
| 2= 50 KG bag | 4= Metric Ton |  |

*For Maize only:*

1. Do you test for maize moisture content prior to purchase? Yes / No (circle)
2. Does higher quality maize cost more? Yes / No (circle)
3. Do you sometimes dry maize after purchase? Yes / No (circle)
4. **SOURCE MARKET CHARACTERISTICS**
5. We would like to learn about the characteristics of all food markets you use to buy maize and beans. Please describe the characteristics of the locations where you purchase these commodities, which may be the same market where you sell or may be other markets.

|  |  |  |  |
| --- | --- | --- | --- |
| **What markets/locations are you purchasing from**  **(for aggregators: name of locations)** | **Percent of your maize purchases by source market** | **Percent of your bean (*Nambale Long only)* purchases by source market** | **What markets / locations are your suppliers purchasing from (if known)?** |
| 1. |  |  |  |
| 2. |  |  |  |
| 3. |  |  |  |
| 4. |  |  |  |
| 5. |  |  |  |
| 6. |  |  |  |
| 7. |  |  |  |
| 8. |  |  |  |
| 9. |  |  |  |
| 10. |  |  |  |
| 11. |  |  |  |
| 12. |  |  |  |

1. Select the top two markets (by volume purchased) above, and answer the following.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Markets chosen from above** | **Distance to the market you purchase from (one way)** | **How do you usually transport goods from this market to the market where you sell?** (use codes below) | **Rent / Own** (circle) | **Volume in vehicle** *(specify actual volume packed in vehicle, NOT official volume of vehicle)* | **Cost / unit** |
| 1. |  |  | Rent / Own |  |  |
| 2. |  |  | Rent / Own |  |  |

|  |  |  |
| --- | --- | --- |
| Codes for mode of transport used | | |
| 0= Within the market (no transport) | 4=Small vehicle | 7=Supplier arranges for delivery |
| 1=Bicycle | 5=Lorry | 8= Other: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| 2=Motorcycle | 6=Truck |  |

|  |  |  |
| --- | --- | --- |
| Codes for transportation costs units | | |
| 0= Within the market (no transport) | 3=100 KG bag | 6=Other:\_\_\_\_\_\_\_\_\_\_ |
| 1=KG | 4=metric ton |  |
| 2= 50 KG bag | 5= per vehicle |  |

1. Using only the primary market selected above, answer the following questions for that market.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Commodity** | **From above: Name of primary market**  **(for aggregators: name of location)** | **In the past year, how frequently did you purchase this commodity from this source market *in the peak season*?**  (use code below) | **Current number of wholesalers of this commodity at this source market**  (for aggregators: farmers—if exact number not known, use ranges below) | **How many sellers of this commodity do you buy from in this market?** (If exact number not known, use ranges below) |
| Maize grain |  |  |  |  |
| Beans |  |  |  |  |

|  |  |  |
| --- | --- | --- |
| Codes for frequency of visit to market | | |
| 1=At least once a week | 3=At least once a month | 5=Others (specify):\_\_\_\_\_\_ |
| 2=At least once every two weeks | 4=At least once every three months |  |

|  |  |  |
| --- | --- | --- |
| Ranges for number of wholesalers/farmers/retailers/buyers (if exact number not known) | | |
| 0-5 | 11-25 | More than 100 |
| 6-10 | 26-100 |  |

1. What are the main factors that influence your choice of supplier? (Enumerator: first allow traders to identify factors freely. Then read out those selected and ask them to rank the top three (3)).

|  |  |  |
| --- | --- | --- |
| **Factor** | **Tick if relevant** | **Rank top three**  **(1= most important)** |
| Price |  |  |
| Diversity of products available |  |  |
| Reliably stocks the products/quantities I need |  |  |
| Trustworthy |  |  |
| Provides credit |  |  |
| Quality |  |  |
| Proximity |  |  |
| Accessible by transport |  |  |
| Security |  |  |
| Provides transport |  |  |
| Provides market information |  |  |
| Friend or relative |  |  |
| Other (specify): |  |  |

1. How difficult would it be to purchase the same volume and quality from suppliers who are different from the ones you regularly rely on? Tick Appropriate Box.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Commodity** | **Easy** | **OK** | **Difficult** | **Extremely difficult** |
| Maize grain |  |  |  |  |
| Beans |  |  |  |  |

*Please tell us about a typical restocking trip / purchase.*

1. What is the total weight of goods typically purchased?

Peak season: \_\_\_\_\_\_\_KGs / Metric Tons (circle)

Lean season: \_\_\_\_\_\_\_KGs / Metric Tons (circle)

1. What is the weight of maize typically purchased?

Peak season: \_\_\_\_\_\_\_KGs / Metric Tons (circle)

Lean season: \_\_\_\_\_\_\_KGs / Metric Tons (circle)

1. What is the weight of beans typically purchased?

Peak season: \_\_\_\_\_\_\_KGs / Metric Tons (circle)

Lean season: \_\_\_\_\_\_\_KGs / Metric Tons (circle)

1. How often do you typically purchase?

|  |  |  |
| --- | --- | --- |
| **Commodity** | **Peak: times per month/year (circle)** | **Lean: times per month/year (circle)** |
| Maize | \_\_\_\_\_\_\_\_\_\_\_ times per month / year | \_\_\_\_\_\_\_\_\_\_\_ times per month / year |
| Beans | \_\_\_\_\_\_\_\_\_\_\_ times per month / year | \_\_\_\_\_\_\_\_\_\_\_ times per month / year |

1. Please tell us about your average costs for one typical restocking event *in a peak season* that included maize and/or beans:

|  |  |  |  |
| --- | --- | --- | --- |
| **Average costs on a typical restocking trip** | **Cost (in SHs) / unit (use codes)** | **Quantity in Unit** | **Unit (for quantity)** |
| One-way transport costs from your supplier to your business |  |  |  |
| Security Costs and bribes |  |  |  |
| Loading / unloading if not done by your employee |  |  |  |
| Driver or other labor costs (e.g., minding store) not paid on a monthly basis |  |  |  |
| Losses (breakages, leakages, damages during trip etc) |  |  |  |
| Dues |  |  |  |
| Cleaning Costs |  |  |  |
| Bagging |  |  |  |
| Other (specify): |  |  |  |

|  |  |  |
| --- | --- | --- |
| Codes for Cost Units | | |
| 1=Bag | 3=Trip (flat rate) | 5=Person / Employee |
| 2=Vehicle | 4=Distance | 6=Other: \_\_\_\_\_\_\_\_\_\_\_ |

|  |  |  |
| --- | --- | --- |
| Codes for Quantity Units | | |
| 1=KG | 3=Kilometer | 5=Other: \_\_\_\_\_\_\_\_\_\_\_ |
| 2=Mile | 4=Metric Ton |  |

1. What is your typical processing / milling cost?

Grade 1: [\_\_\_\_\_\_\_\_\_\_\_] SHs per KG / 50 KG / 100KG / metric ton (circle)

Grade 1.5: [\_\_\_\_\_\_\_\_\_\_\_] SHs per KG / 50 KG / 100KG / metric ton (circle)

Grade 2: [\_\_\_\_\_\_\_\_\_\_\_] SHs per KG / 50 KG / 100KG / metric ton (circle)

1. Please tell us about your average costs for running your business.

|  |  |  |  |
| --- | --- | --- | --- |
| **Average Costs (per week / month / year)** | **Cost (in SHs) / unit** (use codes) | **Quantity in unit** (if applies) | **/ Time** (use codes) |
| Rent, mortgage and building maintenance costs relating to the business (also includes utilities such as electricity, water etc) for shop |  |  |  |
| Rent, mortgage and building maintenance costs relating to storage facilities (also includes utilities such as electricity, water etc) |  |  |  |
| Fees (license, tax, council, etc.) |  |  |  |
| Security Costs |  |  |  |
| Bribes |  |  |  |
| Bags |  |  |  |
| Other general supplies (specify:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_) |  |  |  |
| Credit and interest costs or loan repayments |  |  |  |
| Transformation / processing |  |  |  |
| Employee costs |  |  |  |
| Other (specify): |  |  |  |

|  |  |  |
| --- | --- | --- |
| Codes for Cost Units | | |
| 1=Bag | 3=Trip (flat rate) | 5=Person / Employee |
| 2=Vehicle | 4=Distance | 6=Other: \_\_\_\_\_\_\_\_\_\_\_ |

|  |  |  |
| --- | --- | --- |
| Codes for time period for average costs | | |
| 1=per week | 2=per month | 3=per year |

1. **DEMAND MARKET CHARACTERISTICS**
   1. We would like to learn about the characteristics of all food markets where you sell food commodities. Please describe characteristics of the locations where you sell maize grain, maize flour, and/or beans, which may be the same market where you purchase or may be other markets.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Names of markets where you sell** | **Commodity sold in this market** | **Percent of sales of each commodity by market** | **Current number of wholesalers who also sell at this location** (If exact number not known, use ranges below) | **Current number of retailers who sell at this location** (If exact number not known, use ranges below) |
| 1. |  |  |  |  |
|  |  |
| 2. |  |  |  |  |
|  |  |
| 3. |  |  |  |  |
|  |  |
| 4. |  |  |  |  |
|  |  |
| 5. |  |  |  |  |
|  |  |

|  |  |  |
| --- | --- | --- |
| Ranges for number of wholesalers/retailers (if exact number not known) | | |
| 0-5 | 11-25 | More than 100 |
| 6-10 | 26-100 |  |

* 1. If a new trader wanted to start a business in the markets where you work, how difficult/easy would it be? (use code below)

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Commodity** | **Retailer** | **Wholesalers** | **Transporters** | **Aggregators** | **Brokers** |
| Maize grain | N/A |  |  |  |  |
| Maize flour |  |  |  | N/A |  |
| Beans |  |  |  |  |  |

|  |  |  |  |
| --- | --- | --- | --- |
| Codes for entry into business | |  |  |
| 1=Easy | 2=OK | 3=Difficult | 4=Extremely difficult |

* 1. Please identify your main customers by volume sold. (Enumerator: first allow traders to identify customers freely. Tick their customers. Then read out list and ask to indicate the most important (circle))

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Customer** | **Do you sell maize grain / beans to this group?**  **Circle most important customer.** | **Do you sell maize flour to this group?**  **Circle most important customer.** | **Do you sell maize / beans / maize flour to this buyer *through a broker*? (tick as appropriate)** | |
|  | **Tick if yes** | **Tick if yes** | **Always** | **Sometimes** |
| Individual households |  |  |  |  |
| Hotels or restaurants |  |  |  |  |
| Retailers who sell in the same market as you |  |  |  |  |
| Retailers who sell in a market different from yours |  |  |  |  |
| Wholesalers who sell in the same market as you |  |  |  |  |
| Wholesalers *who mill* and sell in the same market as you |  |  |  |  |
| Wholesalers who sell in a different market from yours |  |  |  |  |
| Wholesalers *who mill* and sell in a different market from yours |  |  |  |  |
| Aggregators |  |  |  |  |
| Exporter |  |  |  |  |
| School / school feeding program |  |  |  |  |
| Other Institution |  |  |  |  |
| Company (specify name(s) if known) |  |  |  |  |
| Broker (*do not know identity / role of buyer)* |  |  |  |  |
| Others (Specify): |  |  |  |  |

* 1. Do you sell any of these commodities for export? If so, what percentage of your trade in this commodity do you export, and to what countries?

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Commodity** | **Export Directly? (Yes/No)** | **Percentage** | **Do your customers export? (Yes/No)** | **Countries** |
| Maize grain |  |  |  |  |
| Maize flour |  |  |  |  |
| Beans |  |  |  |  |

* 1. In the last 7 days, how many customers did you serve? [\_\_\_\_\_\_\_\_\_]
  2. Approximately how many of those were buying from you for the first time? [\_\_\_\_\_\_\_\_]
  3. Have you sold to WFP before? Yes/No (circle)
  4. If YES, what was the first year of sales to WFP? \_\_\_\_\_\_\_\_\_\_\_
  5. From 2005 to 2009, what was your *most* profitable year? [\_\_\_\_\_\_\_\_\_\_](YYYY)
  6. Why? (use codes below)

If more than one applies, rank in order of importance.

|  |  |
| --- | --- |
| **Reason** | **Rank** |
|  |  |
|  |  |
|  |  |
|  |  |

|  |  |  |
| --- | --- | --- |
| Increased Profit |  |  |
| 1= Higher volumes sold | 5= Business expanded to sell into new markets | 7= Food security shock |
| 2= Higher profit margins for unit sold | 6= Business expanded to sell more products | 8= Other:\_\_\_\_\_\_\_\_\_\_ |
| 3= Higher volumes and higher profits | 7=Improved access to credit |  |
| 4=Decreased competition | 8=Worked harder than before |  |

* 1. From 2005 to 2009, what was your *least* profitable year? [\_\_\_\_\_\_\_\_\_\_](YYYY)
  2. Why? (use codes below) If more than one applies, rank in order of importance.

|  |  |
| --- | --- |
| **Reason** | **Rank** |
|  |  |
|  |  |
|  |  |
|  |  |

|  |  |  |
| --- | --- | --- |
| Decreased Profit |  |  |
| 1= Lower volumes sold | 5= Business contracted to sell fewer products | 8= Worked less |
| 2= Costs too high/lower profit margins | 6= Business contracted to sell to fewer customers | 9=Other:\_\_\_\_\_\_\_\_\_ |
| 3= Lower volumes and lower profits | 7= Decreased access to credit |  |
| 4=Increased competition |  |  |

1. **CONSTRAINTS: STORAGE AND CREDIT**
   1. Please tell us about your storage facility:

|  |  |  |  |
| --- | --- | --- | --- |
| **What are the types of storage facilities that you have?**  (use code below) | **What is your storage capacity at this location?**  **KG / 50 KG bags / 100KG bags / metric tons** (circle) | **What is your current stocks of maize / beans?**  **KGs / 50 KG bags / 100 KG bags / Metric Tons** (circle) | **If all of your stocks of maize / beans were sold today, how many days would it take to rebuild your stock to the current level?** |
|  |  |  |  |
|  |  |
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| --- | --- | --- |
| Types of storage | |  |
| 0= No storage | 2=Own business | 4=Rented warehouse or store |
| 1=Own home | 3=Own warehouse or store | 5=Other (specify):\_\_\_\_\_\_\_\_\_\_\_\_\_ |

* 1. Is the current stock of maize / beans (circle) **lower than normal, normal, higher than normal** for your business for this time of year? L /N / H (circle).
  2. If *lower than normal,* why? [\_\_\_\_\_\_\_\_\_\_\_\_\_\_] (use codes for *lower* than normal)

|  |  |  |
| --- | --- | --- |
| Codes for *lower* than normal | | |
| 1= Poor harvest | 3= Demand shock (unexpected buyer, etc.) | 5= Other (specify):\_\_\_\_\_\_\_\_\_\_ |
| 2= Source out of stock | 4= Purchasing prices too high |  |
| 3= Personal financial constraints | 5= Other cost increase |  |

* 1. If you are not currently selling maize grain, in which month do you expect to sell? \_\_\_\_\_\_\_\_\_\_\_
  2. At what price do you expect to sell? [\_\_\_\_\_\_\_\_\_] SHs per KG / 50 KG / 100KG / TON (circle)
  3. If you are not currently selling maize flour, in which month do you expect to sell? \_\_\_\_\_\_\_\_\_\_\_
  4. At what price do you expect to sell? [\_\_\_\_\_\_\_\_\_] SHs per KG / 50KG / 100KG / TON (circle)
  5. If you are not currently selling beans, in which month do you expect to sell? \_\_\_\_\_\_\_\_\_\_\_\_
  6. At what price do you expect to sell? [\_\_\_\_\_\_\_\_\_] SHs per KG / 50 KG / 100KG / TON (circle)

*Please tell us about your business’ experience with access to credit.*

* 1. In the last five years, have you received **loan or credit** (including supplier credit)? **[\_\_\_\_\_] 0=No 1=Yes.** (Enumerator: If NO, proceed to Question 11. If YES, proceed to Question 12)
  2. If **NO**, what are the main reasons? (use codes below) [\_\_\_\_\_\_\_]

No loans code

|  |  |
| --- | --- |
| 1 = Do not need any loan or credit | 3= Applied for loan or requested credit but did not receive it |
| 2 = Need loan or credit but do not meet their minimum requirements (e.g., having share in FSA, minimum amount of assets) | 4= Other (specify): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

(Enumerator: proceed to Question 13 after Q11)

* 1. If **YES**, from which sources did you receive a loan or credit (circle main source)?

Source 1: \_\_\_\_\_\_\_ Source 2:\_\_\_\_\_\_\_\_ Source 3:\_\_\_\_\_\_\_\_ Source 4:\_\_\_\_\_\_\_

|  |  |
| --- | --- |
| Codes for Source of loan |  |
| 1 = Relatives /friends/neighbors | 5 = Merry go rounds |
| 2 = Taking goods on credit from store (Supplier credit) | 6 =Transporter Credit |
| 3 = Banks | 7=NGOs |
| 4 = Groups/credit cooperatives/MFI | 8=Other (specify):\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

* 1. Credit perception: Please tell me about your opinion on where you would go for a loan and the difficulty of getting loansfor each of the following amounts.

|  |  |  |
| --- | --- | --- |
| **Loan amount** | **Main source of loan** (use codes below) | **Difficulty of getting it** (use codes below) |
| Less than 400,000 SH in Uganda |  |  |
| 400,000 – 2,000,000 Sh in Uganda |  |  |
| Greater than 2,000,000 Sh in Uganda |  |  |

|  |  |
| --- | --- |
| Codes for Main Source of loan |  |
| 1 = Relatives /friends/neighbors | 5 = Merry go rounds |
| 2 = Taking goods on credit from store (Supplier credit) | 6 =Transporter Credit |
| 3 = Banks | 7=NGOs |
| 4 = Groups/credit cooperatives/MFI | 8=Other (specify):\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

|  |  |
| --- | --- |
| Codes for level of difficulty |  |
| 1 = Easy (almost always get it) | 3 = Difficult (less 50% chance of getting it) |
| 2 = OK (about 50% chance of getting it) | 4= Extremely difficult (less than 10% chance) |

1. **SUPPLY RESPONSE**
2. If demand increases such that you are able to sell all that you want at current prices, what is the maximum amount of maize grain / beans that you would want to sell?
   1. Maize grain (Max volume) [\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_] in KGs or Metric Tons (circle)
   2. Beans (Max volume) [\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_] in KGs or Metric Tons (circle)
3. How much time would it take to procure the maximum amount specified in question 1?
   1. Maize grain *in peak season*: [\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_] days / weeks / months (circle)
   2. Maize grain *now*: [\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_] days / weeks / months (circle)
   3. Beans *in peak season*: [\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_] days / weeks / months (circle)
   4. Beans *now*: [\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_] days / weeks / months (circle)
4. What are the key factors that may affect how fast you are able to source this maximum amount of each commodity? (Tick all that apply; circle most important).

|  |  |  |
| --- | --- | --- |
| **Factors affecting speed of sourcing** | **Maize grain** | **Beans** |
| Availability of cash |  |  |
| Availability of credit |  |  |
| Availability of transport |  |  |
| Availability of commodity |  |  |
| Availability of your time |  |  |
| Availability of labour |  |  |
| Proximity to source |  |  |
| Insecurity |  |  |
| Communication problems |  |  |
| Other (specify)\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |  |  |

1. What factors would have to change in order for you to sell *more* than the amount specified above? (Indicate all that apply, using codes; circle the most important).

|  |  |
| --- | --- |
| **Maize grain**  (use codes below) | **Beans**  (use codes below) |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |

Capacity change codes

|  |  |  |
| --- | --- | --- |
| 0= I do not want to increase my capacity | 6= Lower transport costs | 12= Lower credit costs |
| 1= Increased selling price | 7= Require licenses | 13= Improved security |
| 2= Lower purchase price | 8= Require additional storage | 14= Fewer requests for credit |
| 3= Require more of own time for business | 9= Require access to credit | 15= Other (specify):\_\_\_ |
| 4= Require more trustworthy employees | 10=Improved infrastructure |  |
| 5= Require greater transport availability | 11= Availability of cash/capital |  |

**Enumerator Note:** At the end of the interview, ask the trader if he/she would mind providing us with additional contacts (and cell phone numbers if possible) for:

1. A trader from whom he/she purchases goods
2. A trader to whom he/she sells goods
3. A trader who engages in trade of similar commodities and at a similar level as him/her (ie a competitor)

Indicate the type of trader the contact is, and his/her relationship to the respondent (using numbers above).

|  |  |  |  |
| --- | --- | --- | --- |
| **Name** | **Type of Trader** | **Location/Address** | **Phone Number** |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |

1. This will usually be the main market where the trader is currently selling, especially if the trader participates in multiple markets or is itinerant [↑](#footnote-ref-1)