



P4P Trader Survey Baseline and Follow-Up Survey [impact & non impact countries]

Introduction

My name is _____ and I am working for the World Food Programme here in _____ [name of country]. We are conducting a survey of traders in agricultural commodities. Are you, or is the firm you work for, engaged in trading agricultural commodities? If so, are you the person most knowledgeable about trading activities (i.e., the details of how you buy and sell commodities)?

Enumerator: Confirm that you are speaking with a commodity trader and the appropriate person within a trading business. If not a trader or an employee of a trading business, terminate the interview. If not the appropriate knowledgeable person, then ask to speak with that person and start the introduction again.

The World Food Programme is an international organization that distributes food to those in need. The WFP wants to begin buying more of the food it distributes from smallholder farmers. When the WFP purchases from smallholder farmers, it does so through traders. We therefore need to understand how staple commodities are traded in _____ [name of country]. We are conducting surveys of traders so we can more fully understand the challenges traders face buying and selling crops and how WFP might address these issues.

You were selected to participate in the survey because you trade agricultural commodities in an area where WFP works. The survey is voluntary and we will not share the information you give us with anyone else. We will never use the information in a way that identifies you or your organization. Your participation is voluntary and you can choose not to answer any or all of the questions if you want. However, we hope that you will participate since your views are important.

Your decision to participate in this interview, or not, will in no way affect, either positively or negatively, your chances of selling commodities to WFP.

The survey should take about one hour.

Are you willing to participate in the survey?

Do you have any questions?

Identifying Information

| | | | | |
|-------------------------------------|----------------------|---------------------------|------------------------|-----------|
| Questionnaire number: (Pre-filled) | | | _ _ _ _ _ | |
| Country name:..... (Pre-filled) | | Country code (Pre-filled) | _ _ | |
| District name:..... | | District code | _ _ _ _ | |
| Region name:..... | | Region code | _ _ _ _ | |
| Village name:..... | | Village code | _ _ _ _ | |
| Urban/Rural | Urban = 1, Rural = 2 | | | _ |
| Name of respondent..... | | | | |
| GPS coordinates..... | _ _ | _ _ | _ _ _ _ | |
| | DD | MM | .mmm | |
| | | | | |
| Date of interview..... | _ _ | _ _ | 20 _ _ | |
| | Day | Month | Year | |
| Time of interview start: | _ _ : _ _ | | Time of interview end: | _ _ : _ _ |
| | | | | |
| Team code..... | | | | _ _ |
| Enumerator name | | Enumerator code | _ _ _ _ | |
| Signature of supervisor/team leader | | | | |

Module A. Business Information

The following questions ask about you and your business.

| | | | |
|--|--|---------------|---|
| A1. Do you own this business and have complete knowledge of the operation of the business? (If "Yes", complete module A and then go to module C) (If "No", go to Module B) | | _ | 1 = Yes 0 = No |
| A2. How are you, or the company, registered or licensed for trading? | | _ | 1 = Not registered/licensed 2 = Registered/licensed at local level 3 = Registered/licensed at district level 4 = Registered/licensed at national level |
| A3. What is the name of the company? (Leave blank if no name) | | | |
| A4. Enumerator: observe or ask as necessary | | | |
| 1 | Gender Sex of company/business owner. | _ | 0 = Male 1 = Female |
| 2 | What is the name of the company/business owner? | | |
| 3 | In what year was the company/business owner born? (Enter "-7" for "don't know") | _ _ _ _ | |
| 4 | What is the highest level of education the company/business owner has completed? | _ | 1 = None 2 = Some primary school 3 = Completed primary school 4 = Some secondary school 5 = Completed secondary school 6 = Some college/university 7 = College/university degree -7 = Don't know |

| | | | |
|--|----------------|-----------------------------|-----------|
| A5. How many employees does the company/business have? | | | |
| | | Paid | Unpaid |
| | | a | b |
| 1 | Family members | _ _ _ | _ _ _ |
| 2 | Non-family | _ _ _ | _ _ _ |
| | | | |
| | | 0 = None -7 = Don't know | |

| | | |
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| A6. For how many years have you been engaged in trading staple commodities? | _ _ | -7 = Don't know |
|---|-------|-----------------|

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| A7. Is trading commodities your primary source of business income? | _ | 1 = Yes 0 = No |
|--|---|-------------------|

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| A8. During the [season], in which months did you buy commodities? (Enter "1" in each month when respondent bought commodities and "0" otherwise) | | |
|---|--|--|

| | | | | | | | | | | | |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
| a | b | c | d | e | f | g | h | i | j | k | l |
| _ | _ | _ | _ | _ | _ | _ | _ | _ | _ | _ | _ |

| | | | | | | | | | | | |
|--|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| A9. During the [season], in which months did you sell commodities? (Enter "1" in each month when respondent sold commodities and "0" otherwise) | | | | | | | | | | | |
| Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
| a | b | c | d | e | f | g | h | i | j | k | l |
| _ | _ | _ | _ | _ | _ | _ | _ | _ | _ | _ | _ |

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| A10. During the [season], did you have any binding agreements or arrangements to <u>buy</u> commodities from particular producers/suppliers? | _ | 1 = Yes 0 = No -7 = Don't know |
|--|---|--------------------------------------|

| | | |
|--|---|--------------------------------------|
| A11. During the [season], did you have any binding agreements or arrangements to <u>sell</u> commodities to particular buyers (e.g., millers/brewers)? | _ | 1 = Yes 0 = No -7 = Don't know |
|--|---|--------------------------------------|

GO TO MODULE C

Module B: Employees

The following questions ask about the trading business.

| | | |
|-----|--|--|
| B1. | | |
| 1 | Who is the contact person for this company/business? | |
| 2 | What is the telephone number for the contact person? | |
| 3 | What is the physical address of this company/business? | |

| | | | | |
|--|--------------------------|--------------------|---|---|
| B2. What staple commodities do you buy? (Enumerator: enter codes for commodities traded) | 1 | _ | Insert country-specific list of staple commodities from commodity code list in Data Collection Manual | |
| | 2 | _ | | |
| | 3 | _ | | |
| | 4 | _ | | |
| | 5 | _ | | |
| | 6 | _ | | |
| B3. Do you purchase <u>most</u> of the commodities you buy before the main harvest season, during the main harvest season, or after the main harvest season? | | _ | B3. Purchase commodities when 1 = Before the main harvest season 2 = During the main harvest season 3 = After the main harvest season | |
| B4. From which two sources do you buy most of your commodities? (Enumerator: prompt as necessary to fit into one of the response categories) (Enter two responses only if respondent buys about the same amount from two different suppliers. Otherwise enter "-8" for row 2.) | 1 | _ | B4. Purchase commodities from 1 = Small scale farmers 2 = Larger farmers 3 = Farmer organizations 4 = Other traders/middlemen/village agents 5 = Food reserve agency 6 = Certified warehouses -8 = Not applicable/no second source | |
| | 2 | _ | | |
| B5. On average, about what quantity do you buy at one time from an individual seller? | a | b | c | B5. Codes for units 2 = kilogrammes 3 = 100 kg bags 4 = 90 kg bags 5 = 50 kg bags 6 = metric tonnes 7 = quintals 8 = Other |
| | Quantity _ _ _ _ | Weight Units _ | Weight of "other" unit (kg) _ _ _ | |

END INTERVIEW

Module C. Trader Capacity/Profile

The following questions ask about what commodities you buy and how you buy and sell them.

| | | |
|---|---|---------------------------|
| C1. Which of the following do you own that are available for use in the trading business and are in good working order? | | |
| 1 | Mechanical equipment for cleaning commodities | _ |
| 2 | Mechanical equipment for drying commodities | _ |
| 3 | Trucks or other motor vehicles | _ |
| 4 | Bagging equipment | _ |
| 5 | Buildings (excluding storage) | _ |
| 6 | Ox-carts | _ |
| 7 | Moisture meters | _ |
| 8 | Scales | _ |
| | | 1 = Own 0 = Do not own |

| | | |
|--|---|---|
| C2. Do you collect most of the commodities you buy from the sellers, do sellers bring most of the commodity to you, or is it some of both? | _ | 1 = Collect most yourself (collect 80% or more) 2 = Suppliers deliver most (80% or more delivered) 3 = Some of both |
|--|---|---|

| | | |
|---|---|---|
| C3. Do you deliver most of the commodities you sell to the buyer, does the buyer collect most of the commodities from you, or is it some of both? | _ | 1 = You deliver most (80% or more) 2 = Buyers collect most (80% or more) 3 = Some of both |
|---|---|---|

| | | |
|---|-------|--|
| C4. When you have to transport commodities, what means of transport do you usually use? | _ _ | 1 = Carried (head or back) 2 = Bicycle 3 = Hand cart/wheelbarrow 4 = Ox-cart/donkey 5 = Motorcycle 6 = Car 7 = Small truck/pickup 8 = Large truck/lorry 9 = Public transport 10 = Boat/canoe -8 = Not applicable/don't transport |
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| C5. Do you have access to facilities for long-term storage of commodities? (If "No", go to question C9) (If "Yes", go to question C6) | _ | 1 = Yes 0 = No |
|---|---|-------------------|

| | | |
|--|---|---------|
| C6. What facilities do you use for long-term storage? (Mark all that apply) (If "3" is marked, go to question C7, If not, go to question C8) | | |
| 1 | Basic earth granaries (traditional storage) | _ |
| | | 1 = Use |

| | | | |
|---|---|---|----------------|
| 2 | Tents/plastic sheeting/iron sheeting | _ | 0 = Do not use |
| 3 | Permanent (concrete or steel) warehouses or silos that you <u>own</u> | _ | |
| 4 | Permanent (concrete or steel) warehouses or silos that you <u>rent or use for a fee</u> | _ | |

| | | | | |
|--|-----------------------------|-----------------------|---|--|
| C7. What is the total capacity of the warehouse(s) you own? (Go to question C8) | a | b | c | 2 = kilogrammes 3 = 100 kg bags 4 = 90 kg bags 5 = 50 kg bags 6 = metric tonnes 7 = quintals 8 = Other |
| | Capacity _ _ _ _ _ | Weight Units _ | Weight of "other" unit (kg) _ _ _ _ - | |

| | | |
|--|---|-------------------|
| C8. Do you usually store commodities you buy in anticipation of higher prices? | _ | 1 = Yes 0 = No |
|--|---|-------------------|

| | | |
|-----|---|---|
| C9. | During the [season], did you _____ [ask for each row] commodities specifically to meet a particular buyer's requirements? (If "Yes", go to next row) (If "No", go to b) | Why not? (Go to question next row or question C10) |
| | 1 = Yes 0 = No | See codes below |
| | a | b |
| 1 | Dry | _ |
| 2 | Remove foreign matter from | _ |
| 3 | Remove small and broken grains from | _ |
| 4 | Remove discolored grains from | _ |
| 5 | Remove live pests from | _ |
| 6 | Weigh and bag | _ |
| 7 | Sorting/grading | _ |

| |
|--|
| C9b: Reasons for not increasing quality 1 = No increase in price to justify cost 2 = Increase in price not enough to justify cost 3 = Buyers did not have particular specifications 4 = Quality received already met market specifications 5 = Did not have ability |
|--|

| | | |
|--|---|--|
| C10. During the [season], what sources of funds did you use to buy commodities? (If "1", go to question C12) (Otherwise, go to question C11) | _ | 1 = Own funds only 2 = Borrowed funds only 3 = Owned and borrowed 4 = Other |
| | | |

| | | |
|--|---|--|
| C11. What was the main source of money you borrowed to <u>purchase commodities</u> ? | _ | 1 = Bank 2 = Buyer (contract buyer) 3 = Agricultural supply company 4 = Microfinance Institution/ NGO 5 = Friends/relatives 6 = Other |
|--|---|--|

| | | | |
|--|--|---|-------------------|
| C12. During the [season], did you sell directly to buyers...? (Mark all that apply) | | | |
| 1 | Outside of [country] | _ | 1 = Yes 0 = No |
| 2 | Within [country] but outside the province/region in which you are based | _ | |
| 3 | Within the province/region but outside the district in which you are based | _ | |
| 4 | Within the district but outside the town/trading center in which you are based | _ | |
| 5 | Within the town/trading center but outside the village in which you are based | _ | |
| 6 | Within the village in which you are based | _ | |

Module D. Purchases & Sales

The following questions ask about what you purchased and sold during the [season].

| | | a | b | c | d | e | f | |
|--|--|--|---|---|---|---|---|---|
| D1. During the [season], what staple commodities did you buy? (Enter codes in next row) | | Insert country-specific list of staple commodities with codes for columns below. | | | | | | |
| | | _ | _ | _ | _ | _ | _ | |
| D2. During the [season], about how much _____ (commodity name from column) did you buy? | 1 | Quantity _ _ _ _ _ | Quantity _ _ _ _ _ | Quantity _ _ _ _ _ | Quantity _ _ _ _ _ | Quantity _ _ _ _ _ | Quantity _ _ _ _ _ | Codes for units 2 = kilogram mes 3 = 100 kg bags 4 = 90 kg bags 5 = 50 kg bags 6 = metric tonnes 7 = qunitals 8 = Other |
| | 2 | Weight units _ | Weight units _ | Weight units _ | Weight units _ | Weight units _ | Weight units _ | |
| | 3 | Weight of "other" unit (kg) _ _ _ _ | Weight of "other" unit (kg) _ _ _ _ | Weight of "other" unit (kg) _ _ _ _ | Weight of "other" unit (kg) _ _ _ _ | Weight of "other" unit (kg) _ _ _ _ | Weight of "other" unit (kg) _ _ _ _ | |
| D3. During the [season], about what proportion of _____ (commodity name from column) did you buy from _____ (seller name from row)? (Use proportional piling and ensure that rows 1 through 6 of each column sum to 100%) (Enter "0" for no purchases) | | | | | | | | |
| 1 | Small-scale farmers | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | |
| 2 | Larger farmers | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | |
| 3 | Farmer organizations | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | |
| 4 | Other traders/middlemen/village agents | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | |
| 5 | Food reserve agency | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | |
| 6 | Certified warehouse | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | |
| 7 | Other | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | |
| D4. During the [season], how large was your single largest sale of _____ (commodity name from column)? | 1 | Quantity _ _ _ _ _ | Quantity _ _ _ _ _ | Quantity _ _ _ _ _ | Quantity _ _ _ _ _ | Quantity _ _ _ _ _ | Quantity _ _ _ _ _ | Codes for units 2 = kilogram mes |
| | 2 | Weight units _ | Weight units _ | Weight units _ | Weight units _ | Weight units _ | Weight units _ | |

| | | | | | | | | |
|--|---|---|---|---|---|---|---|---|
| | 3 | Weight of "other" unit (kg) _ _ _ _ | Weight of "other" unit (kg) _ _ _ _ | Weight of "other" unit (kg) _ _ _ _ | Weight of "other" unit (kg) _ _ _ _ | Weight of "other" unit (kg) _ _ _ _ | Weight of "other" unit (kg) _ _ _ _ | 3 = 100 kg bags 4 = 90 kg bags 5 = 50 kg bags 6 = metric tonnes 7 = quintals 8 = Other |
|--|---|---|---|---|---|---|---|---|

D5. During the [season], about what proportion of your sales of _____ (commodity name from column) did you make to _____ (buyer name from row)?
 (Use proportional piling and ensure that rows 1 through 10 of each column sum to 100%)
 (Enter "0" for no sales)

| | | | | | | | | |
|----|--|---------|---------|---------|---------|---------|---------|--|
| 1 | Households/individuals | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | |
| 2 | Retail stores | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | |
| 3 | Millers/brewers/processors | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | |
| 4 | Other traders/warehouse operator/food suppliers | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | |
| 5 | Government food reserve agency or government institutions (schools, hospitals, etc.) | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | |
| 9 | WFP | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | |
| 6 | International development agencies | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | |
| 7 | National/international NGOs | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | |
| 8 | Farmer organizations | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | |
| 10 | Other | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | _ _ _ _ | |

Module E. Suppliers

The following questions ask about where you get the commodities you bought during the [season].

| E1 | (Enumerator: Ask only for types of suppliers respondent mentioned in question D3) | During the [season], were the commodities you bought from ____ (type of supplier from row) usually dry enough for your needs? (Usually means over 50% of the time) 1 = Yes 0 = No | During the [season] were the commodities you bought from ____ (type of supplier from row) usually clean enough for your needs? (Usually means over 50% of the time) 1 = Yes 0 = No | How did you usually pay ____ for commodities? (Usually means over 50% of the time) See codes below | About how many days after receiving the commodities did you usually pay ____? If same day, enter "0" | During the [season], what type of credit did you generally give to ____? (If "none", go to g) (Otherwise, go to f) | What kind of security did you usually require for the loan? See codes below | How does the quantity you bought from ____ (name of supplier from row) during the [season] compare to the quantity you bought from ____ (supplier) during [previous season]? (If "more", go to h) (if "less" go to i) (If "about the same", go to next row or module F) | What is the most important reason you bought more from ____? (name of supplier from row)? (Go to next row or to Module F) | What is the most important reason you bought less from ____? (name of supplier from row)? See codes below |
|----|---|--|---|--|---|---|--|--|--|--|
| | | a | b | c | d | e | f | g | h | i |
| 1 | Small-scale farmers | __ | __ | __ | __ | __ | __ | __ | __ | __ |
| 2 | Larger farmers | __ | __ | __ | __ | __ | __ | __ | __ | __ |
| 3 | Farmer organizations/cooperatives | __ | __ | __ | __ | __ | __ | __ | __ | __ |
| 4 | Other traders/middlemen/village agents | __ | __ | __ | __ | __ | __ | __ | __ | __ |

| | | | | | | | | | | |
|---|--------------------------------|---|---|---|---|--|--|---|---|---|
| 5 | Government food reserve agency | _ | _ | _ | _ | | | _ | _ | _ |
| 6 | Certified warehouses | _ | _ | _ | _ | | | _ | _ | _ |
| 7 | Other | _ | _ | _ | _ | | | _ | _ | _ |

| | | | | | |
|---|--|---|--|---|--|
| <p>E1c: Method of payment</p> <p>1 = Cash</p> <p>2 = Cheque/voucher</p> <p>3 = Goods/in-kind</p> <p>4 = Both cash and in-kind</p> <p>5 = Bank transfer</p> | | <p>E1e: Types of credit provided</p> <p>1 = Inputs (seed/fertilizer/chemicals/farming implements)</p> <p>2 = Cash</p> <p>3 = Both cash and inputs</p> <p>4 = None</p> | | <p>E1f: Security required</p> <p>1 = Assets such as land or livestock</p> <p>2 = Houses or other buildings</p> <p>3 = Agreement to pay portion of crop at harvest</p> <p>4 = Agreement to pay cash at harvest</p> <p>5 = No security required/relationship of trust</p> <p>6 = Other</p> | |
| <p>E1g: Codes for size of sales</p> <p>1 = Substantially larger</p> <p>2 = About the same</p> <p>3 = Substantially smaller</p> <p>-8 = Not applicable - in business for less than two years</p> | | <p>E1h: Reasons for buying more</p> <p>1 = Suppliers had more to sell</p> <p>2 = You bought more to meet increased demand from those to whom you sell</p> <p>3 = You faced less competition from other buyers</p> <p>4 = You had access to more funds to buy commodities</p> <p>5 = You had access to more storage capacity to hold commodities</p> <p>6 = You established new relationships with suppliers and expanded your buying area</p> <p>7 = Prices were lower</p> <p>8 = Other</p> | | <p>E1i: Reasons for buying less</p> <p>1 = Suppliers had less to sell</p> <p>2 = You bought less because those to whom you sell demanded less</p> <p>3 = You faced more competition for the commodities from other buyers</p> <p>4 = Suppliers were selling elsewhere (farmer organizations, warehouses, etc.)</p> <p>5 = Had access to fewer funds with which to buy commodities</p> <p>6 = Prices were higher</p> <p>8 = You had access to less storage capacity</p> <p>7 = Other</p> | |

Module F. Buyers

The following questions ask about where you sold commodities during the [season].

| F1. | | During the [season], did you sell commodities to _____? (name or buyer from row) | How does the quantity you sold to _____ (name or buyer from row) during the [season] compare to the quantity you sold during the [previous season]? (If "larger", go to c) (if "smaller" go to d") (If "about the same", go to e) | What is the most important reason you sold a larger quantity to _____? (name or buyer from row) (Go to e) | What is the most important reason you sold a smaller quantity to _____? (name or buyer from row) | How does _____ (name or buyer from row) usually pay you? | About how many days after you delivered the commodity did _____ (name of buyer from row) usually pay you? |
|------------------------------|--|--|---|--|--|--|---|
| | (Enumerator: Ask only for buyers the respondent mentioned in question D5) | 1 = Yes 0 = No | See codes below | See codes below | See codes below | See codes below | Enter "0" of same day |
| | | a | b | c | d | e | f |
| 1 | Households/ individuals | __ | __ | __ | __ | __ | __ |
| 2 | Retail stores | __ | __ | __ | __ | __ | __ |
| 3 | Millers/brewers/processors | __ | __ | __ | __ | __ | __ |
| 4 | Other traders/warehouse operators/food suppliers | __ | __ | __ | __ | __ | __ |
| 5 | Government Food Reserve Agency (FRA) or government institutions (schools, hospitals, etc.) | __ | __ | __ | __ | __ | __ |
| 9 | WFP | __ | __ | __ | __ | __ | __ |
| 6 | International development agencies | __ | __ | __ | __ | __ | __ |
| 7 | National/international NGOs | __ | __ | __ | __ | __ | __ |
| 8 | Farmer organizations | __ | __ | __ | __ | __ | __ |
| F1b: Codes for size of sales | | F1c: Reasons for larger sales | | F1d: Reasons for smaller sales | | F1e: Payment methods | |

| | | | |
|--|--|--|---|
| 1 = Substantially larger 2 = About the same 3 = Substantially smaller -8 = Not applicable - in business for less than two years | 1 = Able to attain higher quality standards 2 = Able to buy more of the commodity 3 = Developed new market relationships 4 = Increased demand from buyer 5 = Other | 1 = Not able to satisfy quality requirements 2 = Could not buy as much of the commodity 3 = Reduced demand from buyer 4 = Other | 1 = Cash 2 = Cheque/voucher 3 = Bank transfer 4 = Goods/in-kind 5 = Other |
|--|--|--|---|

Module G. Marketing

| | | | |
|-----|---|--|--|
| G1. | | During the [season], what sources of information did you use to determine the price at which you sold commodities? | Was this information useful in setting prices at which you sold? (Ask only if G1a=1) |
| | | 1 = Used 0 = Not used | 1 = Yes 0 = No |
| | | a | b |
| 1 | Publicly available market information (e.g., radio/TV, commodity exchange, SMS, newspapers, information boards at agricultural offices, etc.) | _ | _ |
| 2 | Personal knowledge of market (e.g., talking with other traders/buyers, friends, etc.) | _ | _ |
| 3 | Price set by the buyer you sold to (e.g., set by buyer you represent) | _ | _ |
| 4 | Extension workers/warehouse operators | _ | _ |
| 5 | Food reserve agency (name will be country specific) floor price | _ | _ |
| 6 | Other | _ | _ |

G2. What is the public source of price information you relied on most often? | _ |

G2: Public market information sources
 1 = Radio/TV
 2 = Information boards at local agricultural offices
 3 = Newspapers
 4 = SMS system/mobile phone
 5 = Other (specify) _____

| | | |
|---|---|---|
| G3. In your opinion, what are the two things that have the most potential to negatively affect your business? | a | b |
| | _ | _ |

G3: Codes for business risks
 1 = Limited own capital/cash flow
 2 = Limited access to credit
 3 = Unreliable electricity
 4 = Unpredictable prices
 5 = Security/corruption
 6 = High cost of/unreliable supply of inputs
 7 = Taxes/fees
 8 = Late/no payment from buyers
 9 = Transportation costs
 10 = Limited markets/market access
 11 = Other (specify) _____

G4. Do you have any insurance to cover loss or damage to your | _ | 1= Yes

| | | |
|--------------|--|--------|
| commodities? | | 0 = No |
|--------------|--|--------|

| | | |
|---|---|-------------------|
| G5. Have you ever stored commodities in a warehouse that gave you a receipt that you could sell, trade, or use as security for a loan? (If "Yes", go to question G6) (If "No", go to question G7) | _ | 1 = Yes 0 = No |
|---|---|-------------------|

| | |
|--|---|
| G6. What was the most important reason you chose to use such a warehouse? (Go to question G8) | _ |
|--|---|

G6: Reasons for using warehouse

- 1 = Ability to borrow money against stored commodities
- 2 = Certification of quantity and quality
- 3 = More attractive to buyers (i.e., more assurance of quality and quantity)
- 4 = Buyers pay better prices for commodities stored in warehouse
- 5 = Larger market/attract more buyers
- 6 = Other

| | |
|--|---|
| G7. What was the most important reason you did not use such a warehouse? | _ |
|--|---|

G7: Reasons for not using warehouse

- 1 = Do not have access to such a warehouse
- 2 = The costs to use the warehouse are too high
- 3 = Do not need such a warehouse to reach markets
- 4 = Other

| | | |
|---|---|-------------------|
| G8. During the [season], did you sell any commodities directly through a commodity exchange using a broker? (If "Yes", go to question G9) (If "No", go to question G11) | _ | 1 = Yes 0 = No |
|---|---|-------------------|

| | | | |
|---|---|-----------|---------------|
| G9. During the [season], what quantity of commodities did you sell through a commodity exchange? (mt) | | Commodity | Quantity (mt) |
| | | a | b |
| | 1 | _ _ _ | _ _ _ _ _ |
| | 2 | _ _ _ | _ _ _ _ _ |
| | 3 | _ _ _ | _ _ _ _ _ |

G9a: Commodity codes
 Insert country-specific list of commodities from commodities code list in Data Collection Manual.

| |
|--|
| G10. What were the most important reasons you chose to sell through the exchange? Write in answer |
|--|

| |
|--|
| G11. What were the most important reasons you chose not to sell through the exchange? Write in answer |
|--|

| | | |
|---|---|-------------------|
| | | |
| G12. Have you ever sold commodities through a competitive tender? | — | 1 = Yes 0 = No |
| G13. Has the price you have to pay for commodities changed much over the past three years? | — | 1 = Yes 0 = No |
| G14. Has the price you receive for commodities you sell changed much over the past three years? | — | 1 = Yes 0 = No |

| | | |
|---|---|---|
| G15. How has the difference between what you pay for commodities and what you sell them for changed over the past three years? (If "About the same", go to question G17) | — | 1 = Significantly larger (at least 10% more) 2 = About the same 3 = Significantly smaller (at least 10% less) |
|---|---|---|

| |
|---|
| G16. What has changed that made the difference larger/smaller? Write in answer |
| |

| | | |
|--|---|-------------------|
| G16.1. Over the past several years, have you made significant changes in how and where you buy and sell commodities? (If "No", END INTERVIEW) | — | 1 = Yes 0 = No |
|--|---|-------------------|

| |
|---|
| G17. What were the significant changes you made in how and where you buy and sell commodities? Write in answer |
| |