



0.1- Name of Interviewer		0.4- Region Code __ __	0.8 Questionnaire Code __ __	
0.2 - Interviewer ID: __ __		0.5 - District Code __		
0.3- Date: __ __ / __ __ / 2009		0.6- Ward Code __ __	0.9 N __ __ _ . __ __ __ __	
		0.7- Village Code __ __	0.10 E __ __ _ . __ __ __ __	

SECTION 1: GENERAL CHARACTERISTICS OF THE TRADER

1.1	When did you start your trading business? [choose ONE of the numbers] __ __	1	Less than 1 year ago
		2	Between 1-3 years ago
		3	More than 3 years ago
		99	Don't remember
1.2	In what type of trading activities are you involved? [circle all the numbers that apply]	1	Purchase from traders, sell to consumers (=retailing)
		2	Purchase from traders, sell to traders (=wholesaling)
		3	Purchase from farmers, sell to traders (=collecting)
		4	Other (specify: _____)

1.3-	What share of your sales goes into wholesaling and retailing?	
	1-Wholesaling = __ __ __ __ %	2-Retailing = __ __ __ __ %

SECTION 2 – MARKET PRICES AND AVAILABILITY

Item Code	Item	(2.1).	(2.2).	Consumer Price Information --Only if item is available on market--		
		Is this item available on the market? 0 = No 1 = Yes	Compared to last year, is market availability of the item low, normal, or high? 0 = Low 1 = Normal 2 = High	(2.3). Current price (TSh.)	(2.4). Units	(2.5). Compared to last year, is this price low, normal, or high? 0 = Low 1 = Normal 2 = High
1.	Maize					
2.	Millet					
3.	Sorghum					
4.	Cassava					
5.	Sweet Potatoes					
6.	Irish Potatoes					
7.	Rice					
8.	Wheat					
9.	Beans and peas					
10.	Groundnuts					
11.	Simsim					
12.	Fish					
13.	Meat					
14.	Eggs					
15.	Oil, fat, butter					
16.	Sugar					



2.6- Indicate the three most important commodities traded normally by you. (Use codes above)
 [1-most important 2-second most important 3- third most important]

1= |__||__| 2 = |__||__| 3 = |__||__|

SECTION 3 – MARKET PERFORMANCE

For the rest of the interview, refer to the most important commodity selected in 2.6.

Insert code (from above) here: |__||__|

3.1	Is your current volume of sales of the most important commodity low, normal, or high compared to the same time in a usual year?	<table border="1"> <tr> <td>0 = Low</td> <td>1 = Normal (no change)</td> <td>2 = High</td> </tr> </table>		0 = Low	1 = Normal (no change)	2 = High	__
0 = Low	1 = Normal (no change)	2 = High					
3.2	If the sales volume is higher or lower, please provide the MOST important reason for this change? [choose ONE of the numbers]	__					
88	Not applicable (if 3.1 = no change or no answer)	10	Less demand from consumers in district				
1	Better harvest than usually	11	Higher profit margins				
2	Worse harvest than usually	12	Lower profit margins				
3	More institutional procurement	13	Less capital/credit available for trade				
4	Less institutional procurement	14	More capital/credit available for trade				
5	More effective demand from other districts/abroad	15	Increased risk				
6	Less effective demand from other districts/abroad	16	Lower risk				
7	More supply coming from other districts/abroad	19	Other specify (_____)				
8	Less supply coming from other districts/abroad	99	Don't know				
9	More demand from consumers in district						
3.3	If the sales volumes is lower than in a usual year ago (see 3.1), please indicate when the trader expects that sales will recover to the normal level? [choose ONE of the numbers]	88	Not applicable				
		1	Less than one month				
		2	1-3 months				
		3	4- 6 months				
		4	6 months to 1 year				
		99	No answer				
3.4	What is currently your most important source of the selected commodity (where does the trader buy the commodity from)? [choose ONE of the numbers]	1	Farmers within district				
		2	Farmers outside district				
		3	Traders within district				
		4	Traders in other districts within the country				
		5	Traders in other countries				
		6	Other specify(_____)				
		99	Don't know				
3.5	What was your most important source of the selected commodity one year ago during the same period (where did the trader buy the commodity from)? [choose ONE of the numbers]	1	Farmers within district				
		2	Farmers outside district				
		3	Traders within district				
		4	Traders in other districts within the country				
		5	Traders in other countries				
		6	Other				
		99	Don't know				



3.6	If the most important source of the selected commodity has changed (compare 3.4 and 3.5), please provide the most important reason for this change? [<i>circle ONE of the numbers</i>]		
88	Not applicable	10	Less demand from consumers
1	Better harvest than usually	11	Higher profit margins
2	Worse harvest than usually	12	Lower profit margins
3	More institutional procurement	13	Less capital/credit available for trade
4	Less institutional procurement	14	More capital/credit available for trade
5	More effective demand from other districts/abroad	15	Increased risk
6	Less effective demand from other districts/abroad	16	Lower risk
7	More supply coming from other districts/abroad	19	Other (specify: _____)
8	Less supply coming from other districts/abroad	99	Don't know
9	More demand from consumers		

3.7	Do you think the most important source of the selected commodity will change during the coming six months, compared to the current source (see 3.4)? If so, to what source? [<i>circle ONE of the numbers</i>]	1	No change of most important source
		2	Yes, to farmers within district
		3	Yes, to farmers outside district
		4	Yes, to traders within district
		5	Yes, to traders in other districts
		6	Yes, to traders in other countries
		7	Yes, to other sources (specify: _____)
		99	Don't know

SECTION 4: CONSTRAINTS AND RESPONSE CAPACITY

4.1	What are the three most important constraints preventing you to double your daily turnover of the selected commodity? [<i>circle THREE of the numbers</i>]		
1	Limited own capital	9	Low profit margin (low sales price, high purchase price)
2	No credit / credit is too expensive	10	Low demand
3	Low or varying quality of produce (supply)	11	Competition
4	Low or irregular quantity of produce (supply) incl. trade restrictions	12	Government would not allow me / taxes too high
5	Lack of transport means	13	Too much food assistance
6	Poor road infrastructure / transport cost too high	14	Other(specify: _____)
7	Too much insecurity	99	Don't know
8	Lack of storage		
4.2	In your opinion, would the sale price of the selected commodity decrease, remain the same or increase if demand on this market would in the coming six months be higher than (?) 25%? [<i>circle ONE of the numbers</i>]	1	No change
		2	Decrease
		3	Increase
		99	Don't know
4.3	Assume that demand from your (existing or new) clients for the selected commodity would increase by 25%, would you have the capacity to deliver, and in what time frame? [<i>circle ONE of the numbers</i>]	1	No
		2	Yes, within a week
		3	Yes, within two weeks
		4	Yes, within a month
		5	Yes, but only after more than one month
		99	Don't know



SECTION 5: CREDIT AND STOCKS STRATEGY				
5.1	Do you provide credit to some of your clients? <i>[circle one of the numbers]</i>	1 = yes	2 = no → Go to 5.5	99 = no answer Go to 5.5
5.2	If 5.1 = yes, what share of your total sales is currently in credit? <i>[insert a percentage for credit and one for cash, it should add up to 100%]</i>	Credit: [____]% of sales	Cash: [____]% of sales	88 = not applicable 99 = Don't know
5.3	Have there been any changes in the number of people who have been requesting credit now compared to the same period in a usual year? <i>[circle ONE of the numbers]</i>	1 = yes, less people	2 = yes, more people	3 = no, same number 99 = Don't know
5.4	Are you providing more credit now to your clients compared to the same period in a usual year? <i>[circle ONE of the numbers]</i>	1 = yes	0 = no	99 = Don't know
5.5	How many days do you usually keep your commodity between purchases and sale?	[_____] days		99 = Don't know

SECTION 6 – TRANSACTION COSTS, COMPETITION, AND HOUSEHOLD MARKET ACCESS

Traders pay costs other than the purchase of commodities from suppliers. Transaction costs include transportation, storage, tips, broker fees, taxes, transformation, and others. Record how much the trader spent for each type of cost for the main commodity over the last thirty days, and indicate whether these costs have been low, normal, or high compared to previous years at this time. Additional costs can be added in the last rows of the table below.

Type of cost for given quantity		Cost (TSh)	6.2 – If trader paid for transportation, what type of transportation (if several, the MAIN expensive type)? [____]								
6.1.a Unit (use codes below) __	6.1.b Quantity __										
<table border="1"> <tr> <td>1=Bag</td> <td>5=Can/tin</td> </tr> <tr> <td>2=Kg</td> <td>6=Box</td> </tr> <tr> <td>3=Carton</td> <td>7= Other (specify)</td> </tr> <tr> <td>4 =Litre</td> <td></td> </tr> </table>		1=Bag	5=Can/tin	2=Kg	6=Box	3=Carton	7= Other (specify)	4 =Litre		0 = Low 1 = Normal 2 = High	
1=Bag	5=Can/tin										
2=Kg	6=Box										
3=Carton	7= Other (specify)										
4 =Litre											
6.1.c	Transportation										
6.1.d	Storage										
6.1.e	Tips										
6.1.f	Broker fees										
6.1.g	Taxes										
6.1.h	Certificates										
6.1.i	Tips										
6.1.j	Road tolls										
6.1.k	Security costs										
6.1.l	Rent										
6.1.m	Other										

- 0 = Bicycle
- 1 = Hand cart/wheelbarrow
- 2 = Motor bike
- 3 = Hilux (pick-up truck)
- 4 = Dyna (7 ton truck)
- 5 = Fuso (big truck)
- 6 = Bus
- 7 = Headload



EA Code |__|__|__|__|

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TRADER INTERVIEW

6.3 -	Who are your main customers - households, wholesalers, or retailers?	__			
	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 33%; padding: 2px;">0 = Households</td> <td style="width: 33%; padding: 2px;">1 = Wholesalers</td> <td style="width: 33%; padding: 2px;">2 = Retailers</td> </tr> </table>	0 = Households	1 = Wholesalers	2 = Retailers	
0 = Households	1 = Wholesalers	2 = Retailers			
6.4 -	How many other traders sell the commodities that you sell in this market?	__ competitors	1 = No competitors 2 = Less than 5 competitors 3 = More than 5 competitors		
6.5 -	How many suppliers do you purchase from?	__ actual suppliers	1 = No competitors 2 = Less than 5 competitors 3 = More than 5 competitors		
6.6 -	Distance between MAIN supplier of your primary commodity traded and this market?	__ __ __ __ . __ km			
6.7	What is the average time take to get the primary commodity from the MAIN supplier?	__	1 = Less than 1 hr 2 = Between 1 & 2 hrs 3 = More than 2 hrs		
6.8 -	If the prices from the suppliers of your primary commodity are too high, how many alternative suppliers can you purchase from?	__ alternative suppliers	1 = No Supplier 2 = Less than 5 Suppliers 3 = More than 5 Suppliers		