

**DEPARTMENT OF AGRIC ECONOMICS AND RURAL SOCIOLOGY
FACULTY OF AGRICULTURE, AHMADU BELLO UNIVERSITY – ZARIA**

***Ph. D RESEARCH QUESTIONNAIRE ('POMO' PROCESSORS AND
MARKETERS) MO2***

A. PERSONAL INFORMATION AND PRODUCTION DETAILS

1. Category of '*pomo*' marketer (a) Wholesaler (b) Retailer
2. Location of the marketer.....
3. Local Government Area.....
4. Age of the marketer.....
5. Level of education of the marketer.....
6. Major source of income.....

7. Percentage contribution of '*pomo*' marketing to your total income.....
8. Years of experience in '*pomo*' marketing
9. Do you belong to any association(s)? (Yes) (No)
10. If yes, how many associations do you belong?
11. What are the names of the association?
12. What are the main activities of the association?
- If your response to 9 is no, give reasons for not belonging to any association?.....
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B PROCESSING AND MARKETING INFORMATION

14. Do you process hide/skin into *pomo* { } or you source for *pomo* directly for sale { }
15. If you process hide/skin into *pomo*, what processing method do you use and what is the cost implication (last 12 months)?

Period	Quantity of hide/ skin processed into <i>pomo</i> (specify unit)	Method of processing	Inputs used	Costs
1 st quarter				
2 nd quarter				
3 rd quarter				
4 th quarter				

16. What problems do you encounter in processing hide/skin into pomo?.....
.....
.....
17. What major problems do you encounter in sourcing for hide/skin or pomo for sale?
18. What are your means of transportation to the market?
.....
.....
19. How much do you pay for transporting a specified unit?
20. Are there formal transport tariffs related to the '*pomo*'?
21. If yes, how much?
22. Do you encounter problems in transporting pomo to the market?
.....
23. If yes, specify these problems
.....
.....
24. Provide the following information on '*pomo*' processing activities in the last five years

a. Hide

Year	Major source of hide	Average cost of hide (lowest and peak periods)			
		Lowest	Quantity purchased (specify unit)	Peak	Quantity purchased (specify unit)
2007					
2008					
2009					
2010					
2011					

b. Skin

Year	Major source of hide	Average cost of skins (lowest and peak periods)			
		Lowest	Quantity purchased (specify unit)	Peak	Quantity purchased (specify unit)
2007					
2008					
2009					
2010					
2011					

25. Where do you sell your '*pomo*'?.....
26. To whom do you sell them?
 - b. Wholesalers (%.....)
 - c. Middlemen (%.....)
 - e. Consumers(%.....)
 - b. Retailers(%.....)
 - d. Rural assemblers(%.....)
 - f. Others (Specify).....(%.....)
27. In what unit do you sell your '*pomo*'? (specify number in bags) 1 =bags , 2 = carton, 3 = others (specify).....
28. Do you have agents selling the '*pomo*' for you? (a) Yes (b) No
29. If yes, how much commission do you pay in Naira per unit? (state the unit).....
...
30. How much do you sell a unit of your '*pomo*' from hide and '*pomo*' from skin on the average?.....
31. How do you contact your buyers?.....
32. What are the problems/challenges encountered in transporting your '*pomo*'?.....
33. '*pomo*'?.....
34. Do you store your '*pomo*' after processing? (a) Yes (b) No
35. If yes, what facilities do you use in the storage?.....

36. What are the problems/challenges you encounter in the course of storage of your '*pomo*'?.....

37. Do you actually seek for market information? (a) Yes (b) No

38. If yes, how do you obtain market information, especially prices and demand?.....

39. Please provide the following on processed '*pomo*' marketing in the last 5 years

	Number sold	Unit price	
Processed ' <i>pomo</i> ' from hide		Off peak period	Peak period
2007			
2008			
2009			
2010			
2011			
Processed ' <i>pomo</i> ' from skins		Off peak period	Peak period
2007			
2008			
2009			
2010			
2011			

39. To whom do you normally sell your '*pomo*' (Use the table below)

Category of buyer	*Frequency of patronage (see code)	% of total product purchased	Problem(s) encounter in dealing with buyers
Wholesalers			
Retailers			
Consumers			

*Frequency: 1 =daily, 2 = weekly, 3 =monthly, 4 = quarterly, 5 = bi-annually, 6 = annually, 7 = others (specify).....

40. What general problems do you encounter in 'pomo' marketing?

Problems	Coping strategy (if any)

41. Suggest possible ways of solving the problems.....

42. Have you received any training/extension advice on hide/skin processing
 in
 the last 12 months 1 = Yes 2 = No

43. If your response is yes to 42 indicate the type of training and organization
 involved,

Type of training/Extension advice	Who organized the training

Thank you.