

*Feasibility Study
for the Improvement of Agricultural
Marketing System
in
Santa Cruz*

ANNEX 6

SOCIO – ECONOMIC SURVEY

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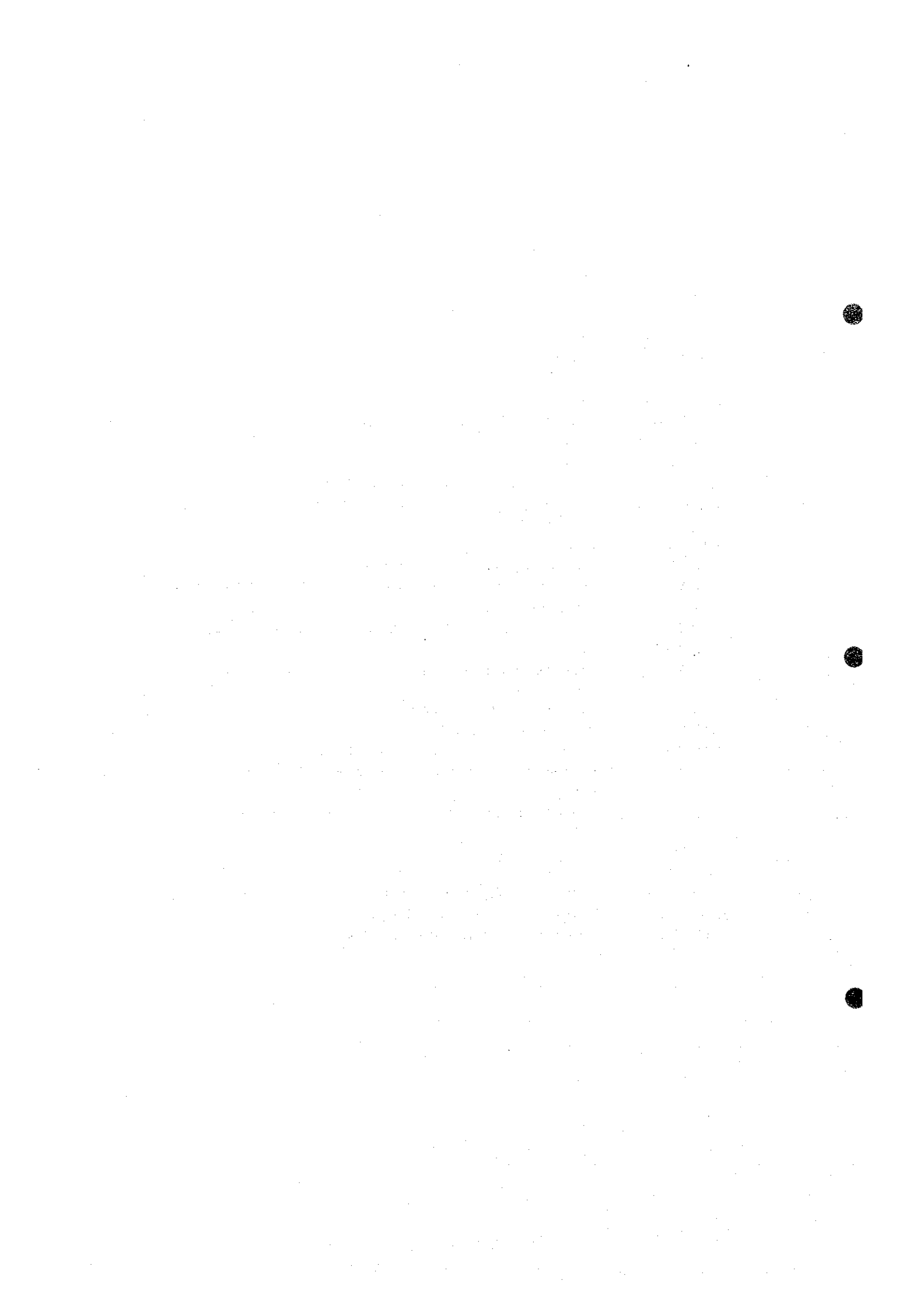
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SOCIO-ECONOMIC SURVEY

1 INTRODUCTION

The Socio-economic Survey was undertaken in support of the Improvement of Agricultural Marketing System in Santa Cruz Department under the contract between JICA Study Team and ASOHRUT agreed on July 27, 1998.

2 OBJECTIVES

The objectives of the Survey are to clarify the constraints and problems on the formation of farmers' organization for operating and maintaining agricultural collecting centers to be established in the Study area, to evaluate the necessity for the technical support to the target beneficiaries including farmers, dealers, retailers and wholesalers, and finally to generate baseline information on the socio-economic condition of the target beneficiaries.

3 SURVEY METHODS AND SAMPLE SELECTION

The Survey was carried out by using key-informant interview method. The methodology used to determine the sample was based on the specification provided by the contract agreement mentioned before. A total of 140 farmer-households and 15 dealers in the producing area, 15 dealers living in Santa Cruz city and 20 wholesalers and 30 retailers in Abasto market were involved in the survey. As for the farmers-households, 20 samples in each canton of Samaipata, Mairana, Pampa Grande, Comarapa, Saipina, San Isidro and Vallegrande were taken with the number and classification of 7 small (0 to 2 ha), 7 medium (2.1 to 5 ha) and 6 large (5.1ha and more) farmers in size, respectively.

4 MAJOR FINDINGS FROM THE RESULTS OF SOCIO-ECONOMIC SURVEY

(1) Profile of Household Members

The average number of members per households in the Study areas is 4.2 persons. The number of male members is slightly higher than the number of female members. The level of formal educational of respondent is rather low; some 60 % of the respondents have achieved primary school level only. Only 15% have achieved education level at the high school level. Literacy rate, however, shows a high level of 96 %. The religion of almost inhabitants is catholic with a high percentage of 98, and the rest is Protestant. Among the responders classified four (4); farmers, wholesalers, retailers and small dealers, there are no specific features in terms of the family' size, educational level, literacy rate and religion.

(2) Results of Interviewed Survey of Farmers in Study Areas

1) Economic profile of farmers

There is large difference in the level of income reported by the interviewed households. The range of annual average income by canton and farming size vary from as low as Bs.12,007 of small farmers' group in Mairana to as high as Bs.117,114 of big farmers' group in San Isidro. In average, the annual

income is Bs.24,251 of small farmer, Bs.39,546 of middle farmer and Bs.69,280 of big farmer. The income for most of the interviewees' households comes largely from crops sale. Crops' income is in proportion to the cultivated area, particularly to the irrigated cultivated area. While crops' income varies by crops rough estimated yearly crops' income is around Bs.10,000 to Bs.15,000 per hectare under the irrigated condition. There is no remarkable difference among the seven (7) cantons regarding income structures. Another incomes come from non-farming activities and livestock sale. The two facts may be pointed out; salaries from other occupations are the important position for some farmers; and the income from livestock sale is relatively bigger in big farmers' group than other groups.

The family assets commonly owned by the interviewed households are oil cooker (97%), bicycle (91%), radio (86%), radio cased (80%) and television (76%). The average ratio of electrification and water supply in the interviewed households is 71% and 80%, respectively, with a little difference in each canton except the low rate of electrification in Samaipata canton (48%) where farmer households are scattered in hilly area.

Expenditure on food items represent about 42 % of the total living expenses of households on average. Expenses in buying rice and corn are the major part of total expenditure on food items. Other food items that represent large part of the total living expense are meat and vegetables. The three non-food items that take the largest percentage of total living expenditure are clothing, education, and medical expenses. Other items of the relative importance in the living expenditure are energy expenses and daily necessary.

A comparison of average annual total income and total living expenditure indicates that the farm households in the Study area are considerably in affluent situations due mainly to successful implementation of cash crops farming.

2) Farmers' Intention on the Present Farming System

The inventory survey of farm machinery and equipment shows that knapsack type sprayers are the highest ratio of 96%, and after that ploughs of animal (83%), water pumps (61%), and drilled seeders (30%). Through the inventory survey, it can be said that the farming practices in the study area are rather intensive using farm inputs such as fertilizers and agro-chemicals under the irrigated conditions. However, the power for cultivation is not so mechanized because only 16% of the total interviewed farmers are possessed of tractors including 2-wheel ones, and most tractors belong to medium and large scale farmers. Farming activities depend largely on family labor.

The problems that farmers have been confronted are, in order; a) expensive price of farm inputs (86%), b) damages of pests and disease (81%), c) low yield of crops (79%), d) drought problem (74%), e) lack of storage facilities (73%) and f) Marketing problems (70%).

The farmers' intention for improving their farming problems are, in order; a) preventing pests and disease (76%), b) improving marketing methods (75%), c) constructing storage facilities (73%), d) improving irrigation facilities as well as supply system of farm inputs (69% each), and introducing mechanized farming for mitigating labor shortage (62%).

Concerning the farmers' organization, about two thirds of responders knows the existence of farmers' organizations in their cantons and nearly half of responders have participated in some organizations having the function of O&M of irrigation facilities, purchasing farm inputs or credit. On the other hand, two third of responders don't know the existence of ASOFRUT.

3) Marketing of Crops

The crops growing in the Study area are potato, tomato, fruits, and other vegetables. Among the crops there are no considerable difference on the methods of selling. About 50% of farmers sell their product directly at Abasto market. Soon after, about 25-30% of farmers sell to wholesalers at their fields. It is better to pay attention, however, that the word of "wholesalers" is used by farmers instead of the "dealers" because the wholesalers in Abasto market never go to rural area to procure their products; this is clear through the interview survey of wholesalers operating in Abasto market. Another salient fact is that many peasant farmers are sold their products through their land owners, particularly in Los Negros and Mairana cantons.

Of the marketing problems, three serious problems are a) cheap price of products (96%), b) no farmers' organization (84%), and c) lack of market price information (63%).

(2) Results of Interviewed Survey of Wholesalers and Retailers in Abasto Market

1) Economic Profile of Wholesalers and Retailers

The income data are not available because both wholesalers and retailers rejected to state their income clearly. As for the expenditure there are large difference in the level of expenditure by the interviewed households. In average, the annual expenditure is Bs.15,456 of wholesaler and Bs.11,207 of retailer. The both figures are suitable for the Bs.15,032 of the average middle size farmers expenditure and a little lower than Bs.12,727 of the average small farmers expenditure, respectively.

Expenditure on food items represent 57% and 51% of the total living expenses of wholesaler and retailer households, respectively. The three non-food items that take the largest percentage of total living expenditure are clothing, education, and energy expenses.

2) Business System, Dealing Place and Abasto Market Conditions

All wholesalers and retailers interviewed are operated their business under private management system without any employce. Of the 20 wholesalers, only 5 wholesalers and 4 ones have depository and loader, respectively, and of the 30 retailers, 2 retailers and 20 ones have depository and cart, respectively. Other wholesalers and retailers scarcely have any facilities for business purpose.

Regarding the dealing place in Abasto market, 50% and 73% of the total wholesalers and retailers have their individual dealing place in Abasto market, respectively. The space of the dealing place varies from as low as 2 m² of a retailer to as high as 20m² of a wholesaler. The dealing space is 10.8m² of wholesalers and 3.5m² of retailers on the average. The rental charge per m² is

Bs.30 per year.

Almost of all wholesalers and retailers operating in Abasto market are full of complain against the present conditions of Abasto market such as narrowness of dealing place and depository, inconvenience of business operation and narrowness of parking place, etc.

3) Marketing System

According to the survey results, 90% of wholesalers and 87% of retailers procure their products directly from individual "farmers" coming to Abasto market. However, it seems to be that the word of "farmers" includes small dealers. As for the settlement of accounts with sellers, 35% of wholesalers and 57% of retailers settle at a time of buying, 20% of wholesalers and 7% of retailers once pay a deposit and balance settle after selling their products, and 42% and 33% of wholesalers and retailers use both methods at the same time. Almost all of wholesalers, irrespective of whether they have dealing places or not, engage in the retail business except two (2) large scale wholesalers who sells to only retailers. In addition, 95% of wholesalers sells their product to retailers, and of which 53% of ones sells their products to retailers in and/or Abasto markets and consumers.

The margin came from dealing varies between wholesaler and retailers; while the margin of all wholesalers is over 10 %, and 85 % come into the range of 10 % to 20 % and the rest is over 20 %, the margin of retailers is little bit smaller than that of wholesalers; 30% is less than 10 %, 57 % is from 10 % to 20 % and 13% is over 20 %.

As for the consignment dealing, almost of all interviewees (wholesalers and retailers) are reluctant to do it due mainly to no experience, no rules and insufficient banking system.

(3) The Results of Interviewed Survey of Small Dealers

1) Economic Profile of Small Dealers

There is large difference in the level of income reported by the interviewed households. The range of annual income vary from as low as Bs.8,000 of a small dealer living in the rural area to as high as Bs.100,000 of a dealer living in Santa Cruz city. The annual average income of small dealers by area is Bs.32,590 in rural area and Bs.33,950 in Santa Cruz city. The income for most interviewees' households comes largely from dealing business. However, incomes from farming are important earning for some small dealers living in rural areas (about 17% of the total incomes).

As for the expenditure there are also large difference in the level of expenditure among each interviewed household. However, there are no difference between the rural area and Santa Cruz city; on the average, the annual expenditure of households is Bs.22,300 in rural area and Bs.22,489 in Santa Cruz city. The both figures are higher than the annual average expenditure of retailers, wholesalers and small and middle scale farmers except of big scale farmers.

Expenditure by items is similar to those of the others mentioned above.

2) Business System, Dealing Place and Abasto Market Conditions

All the small dealers interviewed are operated their business under private management system. Five dealer (1 in Santa Cruz and 4 in rural area) of the 29 respondents employ one worker each, and one (1) dealer in rural area employs five (5) workers. Of the 29 dealers, 83% of dealers have either track or pick-up and three (3) dealers in rural area have a loader.

Almost of all dealers operating in Abasto market are full of complain against the present conditions of Abasto market as same reasons as wholesalers and retailers.

3) Marketing System

While 100% of the small dealers inhabiting in Santa Cruz city procure their products directly from individual farmers coming to Abasto market, about 60% of dealers living in rural area buy their products at individual farmer's fields. As for the settlement of accounts with farmers, about 86% of dealers in Santa Cruz and 33% of dealers in rural area settle at a time of buying, only two dealers in rural area once pay a deposit and balance settle after selling their products, and 14% in Santa Cruz and 50% in rural area use both methods at the same time. About 80% of responder in both areas sell their products to the wholesalers in Abasto market, after that, to consumers (59%), to the retailer in Abasto market (48%), and to retailers in other market (28%).

As for the margin, 36% of the total responders is less than 10%, 39% is from 10% to 20%, and the rest is from 20% to 30%.

All dealers interviewed welcome to establish farmers' marketing organization because it will make easy for collecting agricultural products.

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TABLES

Results of Interviewed Survey of Farmers (TABLE-VFS-1-12)

TABLE-VFS-1: SCHOOL GRADUATE, LITERACY, RELIGION AND FAMILY SIZE

	School graduated			Literacy		School graduated				Family size				
	Primary Sch.	Secondary Sch.	Higher Sch.	University	Non	Yes	No	Catholic	Protestant	Buddhist	Islamist	Other	Male	Female
Marian	4	2	2		3	5	2	7					1.3	0.7
M.F.	3	2	2		1	3	1	4					2.0	1.3
B.F.	6	3				6		6					2.0	1.0
Total	13	7	4	0	4	14	3	17	0	0	0	0	1.7	0.9
Samsipata	4	4	1		5	8	1	9					2.9	2.3
S.F.	5	1	1		2	7		7					2.3	1.9
M.F.	6	2	2		1	7		7					2.0	1.9
B.F.	15	7	4	0	8	22	1	23	0	0	0	0	2.4	3.7
Total	9	1	1	1	1	10		10					2.7	2.0
Los Negros	6	3	2		6	6		6					1.0	1.4
M.F.	3	1			3	3		3					2.3	2.3
B.F.	18	5	3	0	1	19	0	19	0	0	0	0	2.1	1.9
Total	3	2	2	1	2	3	2	5					1.6	1.6
Comarapa	7	3	4	1	2	7		7					3.0	1.6
S.F.	10	4	2	2	2	10		10					2.0	2.1
M.F.	20	9	6	4	2	20	2	22	0	0	0	0	2.2	1.8
B.F.	8	5				8		8					3.0	2.0
Total	8	4	4	2		8		7	1				2.6	2.5
San Isidro	4	2				4		4					1.7	2.3
S.F.	20	11	4	2	0	20	0	19	1	0	0	0	2.8	2.4
M.F.	5	3				5		5					3.3	3.7
B.F.	8	3	2			8		6	2				2.4	1.3
Total	4	1	1	1		4		4					2.3	1.0
Vallegrande	17	7	5	0	0	17	0	15	2	0	0	0	2.5	1.7
S.F.	7	2	1			7		7					2.3	1.6
M.F.	8	2	1	1		8		8					1.6	1.8
B.F.	5	2	1	1		5		5					1.8	1.7
Total	20	6	3	2	0	20	0	20	0	0	0	0	5.7	5.0
Grand-	36	19	7	1	11	46	5	51	0	0	0	0	2.4	1.9
S.F.	45	18	16	4	3	47	1	45	3	0	0	0	2.2	1.7
M.F.	32	15	6	3	1	39	0	39	0	0	0	0	2.3	2.8
B.F.	123	52	29	8	15	132	6	135	3	0	0	0	2.2	2.1
Total	70.6	37.3	13.7	2.0	21.6	90.2	9.8	100.0	0.0	0.0	0.0	0.0		
% of S.F.	93.8	37.5	33.3	8.3	6.3	97.9	2.1	93.8	6.3	0.0	0.0	0.0		
% of M.F.	82.1	38.5	15.4	7.7	2.6	100.0	0.0	100.0	0.0	0.0	0.0	0.0		
% of B.F.	89.1	37.7	21.0	5.8	10.9	95.7	4.3	97.8	2.2	0.0	0.0	0.0		

TABLE-VFS-2: LAND HOLDING AND LIVESTOCK RAISING

(Area Units)	Cultivated Land		Sub-Total	Other Lands	Total Lands	Livestock Raising					
	Irrigated	Non irrigated				Horses	Cattle	Goats	Hogs	Chickens	Others
Mairana S.F	0.85	0.55	1.40	0.00	1.40	0.0	2.4	0.0	0.0	0.0	
M.F	2.33	1.17	3.50	0.00	3.50	0.0	5.7	0.0	0.0	0.0	
B.F	3.20	8.40	11.60	1.60	13.20	0.0	15.4	0.0	0.0	0.0	
Total	2.09	3.71	5.80	0.62	6.42	0.0	8.2	0.0	0.0	0.0	
Sonajipata S.F	1.25	0.25	1.50	0.00	1.50	0.0	5.3	0.0	0.5	6.7	
M.F	1.30	2.60	3.90	1.20	5.10	0.0	8.6	0.0	0.0	7.0	
B.F	1.29	11.36	12.65	8.36	21.01	1.0	30.1	0.0	2.0	19.7	
Total	1.28	5.22	6.50	3.58	10.08	0.4	15.9	0.0	0.9	11.8	
Los Negros S.F	0.95	0.20	1.15	0.00	1.15	0.0	0.8	0.0	0.0	2.0	
M.F	3.90	1.00	4.90	0.00	4.90	0.0	5.6	0.0	8.2	9.0	
B.F	5.67	2.00	7.67	1.60	9.27	0.0	10.0	0.0	0.0	0.0	
Total	2.56	0.72	3.28	0.62	3.90	0.0	3.7	0.0	2.3	3.6	
Comarapa S.F	1.29	0.00	1.29	0.00	1.29	0.0	0.8	0.0	0.4	0.0	
M.F	3.90	1.10	5.00	0.00	5.00	0.0	22.6	0.0	3.6	4.0	
B.F	6.75	9.63	16.38	50.00	66.38	0.4	66.0	1.3	1.4	4.4	
Total	4.44	4.28	9.02	22.22	31.24	0.2	35.8	0.6	1.7	3.1	
San Isidoro S.F	1.34	0.00	1.34	0.00	1.34	0.0	2.5	0.0	0.0	26.5	
M.F	2.50	0.61	3.11	0.00	3.11	0.0	85.0	0.0	0.0	0.0	
B.F	8.50	4.25	12.75	0.50	13.25	1.0	208.0	0.0	0.0	0.0	
Total	3.28	1.12	4.40	0.11	4.51	0.2	16.5	0.0	0.0	11.2	
Saipisa S.F	1.55	0.00	1.55	0.00	1.55	0.0	8.0	0.8	0.0	1.2	
M.F	3.69	0.00	3.69	0.00	3.69	0.0	29.0	0.0	0.0	0.0	
B.F	10.50	0.00	10.50	0.00	10.50	0.0	1.0	0.0	1.5	0.0	
Total	4.66	0.00	4.66	0.00	4.66	0.0	2.2	0.2	0.4	0.4	
Valle Grande S.F	1.17	0.50	1.67	0.00	1.67	0.0	8.0	0.0	0.0	0.0	
M.F	1.25	3.80	5.05	0.00	5.05	2.0	11.6	0.0	2.2	20.0	
B.F	5.00	3.00	8.00	1.00	9.00	2.0	45.3	5.0	6.0	10.0	
Total	2.36	2.68	5.04	0.27	5.31	0.4	19.8	1.4	2.6	4.5	
Grand Total S.F	1.18	0.18	1.36	0.00	1.36	0.0	2.6	0.1	0.1	9.6	
M.F	2.82	1.32	4.14	0.09	4.23	0.1	9.8	0.0	2.0	3.2	
B.F	5.50	6.78	12.28	13.59	25.87	0.5	35.0	0.7	3.6	9.8	
Total	3.01	2.53	5.54	4.08	9.62	0.2	14.8	0.3	15.9	3.7	

TABLE-VYS-3: FARM MACHINERY & EQUIPMENT

	Inventory of Farm Machinery and Equipment																	
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)	(18)
Mairana	S.F							4		4	1		2		8			
	M.F								1				1		4			
	B.F	1	1	1				3	6	1	1	2			7			
	Total	0	1	1	0	0	0	8	11	2	1	5	0	0	19	0	0	0
Samajpata	S.F							2	11	7	1	5			16			4
	M.F					1		3	3			4			9			2
	B.F	1	1	1				2	3	5	1	7			7			
	Total	0	1	1	0	1	0	4	17	15	2	0	16	0	32	0	0	6
Los Negros	S.F							6	7	4					21			2
	M.F	1	1	1				2	5	7	1				12			
	B.F	1	1	1				1	3	3	1		2		9			5
	Total	2	0	2	0	0	0	3	14	17	6	0	2	0	42	0	0	7
Comaraja	S.F									6	2				6			
	M.F	1	1	1		1		5	14	2			2	3	18			
	B.F	2	3	6	3	5	5	3	7	16	1	1	3	30	2	1		
	Total	3	3	7	3	6	5	3	12	36	5	1	5	3	54	2	1	0
San Isidoro	S.F	1	2	2	1	1	1	2	4	2	1				23	2		1
	M.F	1	1	2	1	1	1	2	10	4			2	20				
	B.F	1	3	4	1	3	3	2	6	5			8	18				2
	Total	3	6	8	3	5	4	6	20	11	1	0	10	0	61	2	0	3
Salpua	S.F							3	4	1				11				
	M.F	2	2	4	2	1	3	6	5	3	3		1	28	4			5
	B.F																	
	Total	2	2	4	2	0	1	3	0	9	4	3	3	0	39	4	0	5
Vallegrande	S.F							1	4	3				6				
	M.F							1	1	5	2			6				
	B.F							1	2	7	1			11				
	Total	0	0	0	0	0	0	2	4	16	6	0	1	0	23	0	0	0
Grand Total	S.F	1	2	2	1	1	1	4	29	34	13	0	9	0	91	2	0	7
	M.F	5	3	8	6	1	4	3	5	31	39	8	3	10	3	97	4	0
	B.F	4	8	13	13	4	8	9	24	42	5	2	23	0	82	2	1	7
	Total	10	13	23	21	6	13	12	18	84	115	26	5	42	3	270	8	1
% of	S.F	2.0	3.9	3.9	3.9	2.0	2.0	7.8	49.0	58.8	23.5	0.0	13.7	0.0	162.7	3.9	0.0	13.7
% of	M.F	0.1	0.1	0.2	0.1	0.0	0.1	0.1	0.6	0.8	0.2	0.1	0.2	0.1	1.9	0.1	0.0	0.1
% of	B.F	0.1	0.2	0.3	0.3	0.1	0.2	0.2	0.5	0.9	0.1	0.0	0.5	0.0	1.9	0.1	0.0	0.2
% of	Total	7.2	9.4	16.7	15.2	4.3	9.4	8.7	13.0	60.9	83.3	18.8	3.6	30.4	2.2	195.7	5.8	0.7

Note:
 (1) : 4-wheel tractor
 (2) : 2-wheel tractor
 (3) : Plough for tractor
 (4) : Harrow for tractor
 (5) : Rotavator/tiller for tractor
 (6) : Cultivator for tractor
 (7) : Tractor trailer
 (8) : Truck/Pickup
 (9) : Water pump
 (10) : Plough for animal
 (11) : Harrow for animal
 (12) : Animal cart
 (13) : Drill Seeder
 (14) : Rotary weeder
 (15) : Knapsack type sprayer
 (16) : Power sprayer
 (17) : Thresher with engine
 (18) : Other

TABLE-VFS-4: SOCIAL INFRASTRUCTURE & HOME FACILITIES

	Supply of Electricity			Water Supply					Home Facilities														
	Yes	No		Yes	No				(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)					
					River	Well	Canal	Others															
Mairana																							
S.F.	5	2		6										7	3	5	7	3	2				
M.F.	3	1		3	1									3		2	3	3	3				
B.F.	4	2		4	1									4	1	4	2	2	1				
Total	12	5		13	2	0	2	0						14	0	16	4	11	12	8	6		
Sanajpata																							
S.F.	4	5		8	1									9	3		4	7	3	5			
M.F.	4	3		6		1								7	3	8	1	4	6	4	3		
B.F.	3	4		7										7	5	6	1	4	6	8	5		
Total	11	12		21	1	1	0	0						23	0	11	0	23	2	12	19	15	13
Los Negros																							
S.F.	8	2		9			1							8	4	10	4	5	7	7	4		
M.F.	2	4		5			1							8	5	9	1	4	4	5	4		
B.F.	3	0		3										3	1	1		3	2	3	1		
Total	13	6		17	0	0	2	0						19	0	10	0	20	5	12	13	15	9
Comarapa																							
S.F.	3	2		3	1		1							4		1	9	3	7	8	8	7	
M.F.	4	3		3	1		2	1						6	1	6	9	2	12	10	10	9	
B.F.	8	2		7	2		1							11	1	6	9	2	12	10	10	9	
Total	15	7		13	4	0	4	1						21	1	7	0	21	5	23	24	23	20
San Ishidoro																							
S.F.	8	0		8										11	1	4	8	3	9	9	9	3	
M.F.	7	1		6		2								7	5	2	7	3	7	7	7	4	
B.F.	3	1		3		1								7	3	1	2	2	5	4	3	3	
Total	18	2		17	0	3	0	0						25	1	12	3	17	8	21	20	19	10
Salpina																							
S.F.	3	2		2	1		2							4	1	2	3	3	4	4	5	3	
M.F.	7	1		7	1									6	3	3	5	4	6	6	7	3	
B.F.	4	0		2	1		1							3	2	2	1	1	3	3	3	4	
Total	14	3		11	3	0	3	0						13	1	7	0	9	4	13	13	15	10
Valk Graude																							
S.F.	5	2		7										6	1	1	6	6	2	6	4	3	
M.F.	6	2		7		1								6	5	5	6	2	6	6	7	3	
B.F.	4	1		5										6	2	2	8	8	5	6	4	3	
Total	15	5		19	0	1	0	0						18	0	8	0	20	2	13	18	15	9
Grand Total	36	15		43	3	0	5	0						49	2	14	0	46	10	33	46	36	24
M.F.	33	15		37	3	4	3	1						43	0	23	2	47	14	36	40	41	27
B.F.	29	10		31	4	1	3	0						41	1	20	1	33	6	36	33	26	
Total	98	40		111	10	5	11	1						133	3	57	3	126	30	105	119	110	77
% of S.F.	70.6	29.4		84.3	5.9	0.0	9.8	0.0						96.1	3.9	27.5	0.0	90.2	19.6	64.7	90.2	70.6	47.1
% of M.F.	68.8	29.4		72.5	5.9	7.8	5.9	2.0						89.6	0.0	47.9	4.2	97.9	29.2	75.0	83.3	85.4	56.3
% of B.F.	74.4	19.6		60.8	7.8	2.0	5.9	0.0						105.1	2.6	51.3	2.6	84.6	15.4	92.3	84.6	84.6	66.7
% of Total	71.0	78.4		217.6	19.6	9.8	21.6	2.0						96.4	2.2	41.3	2.2	91.3	21.7	76.1	86.2	79.7	55.8

Note:

- (1) : Oil cooker
- (2) : Electric cooker
- (3) : Refrigerator
- (4) : Electric fan
- (5) : Bicycle
- (6) : Motorcycle
- (7) : Television
- (8) : Radio
- (9) : Radio Cased
- (10) : Sewing machine

TABLE-VFS-5: CROPS MARKETING

	Mainly Potato		Total Salling (kg)		To whom sold			Mainly Vegetables			Total Salling (kg)		To whom sold			Mainly Fruits		Total Salling (kg)		To whom sold				
	No. of Fw.		a)	b)	c)	d)	e)	f)	No. of Fw.		a)	b)	c)	d)	e)	f)	No. of Fw.		a)	b)	c)	d)	e)	f)
Matirana	S.F.	7	42,140	4	2	2	2	4	37,100							4								
	M.F.	4	33,850		1	2		3	21,430							3								
	B.F.	6	57,700		3	2		5	36,870							2								
	Total	17	133,690	4	6	6	4	17	95,400	0	0	4	0	4	0	1	0	0	0	0	0	0	0	0
Sanaipala	S.F.	9	66,625	1	1	5		7	215,630							7								
	M.F.	7	36,320	1	1	5		5	23,202	1	1	3	1	1	1	3								
	B.F.	6	18,632	2	1	1		6	75,285	3	1	1	1	1	1	1								
	Total	22	121,577	4	2	11		18	314,117	4	0	4	0	8	1	0	0	0	0	0	0	0	0	0
Los Negros	S.F.	10	87,116	3		7		6	35,250	1						6								
	M.F.	7	90,250		11	6		2	67,600							2								
	B.F.	2	14,000	2				2	50,000	2	1	1	1	1	1	5								
	Total	19	191,366	5	0	13		14	152,850	3	1	1	1	10	0	0	0	0	0	0	0	0	0	0
Comaripa	S.F.	5	40,185	2		3		3	20,745	1						1								
	M.F.	7	137,435	2		5		7	90,340	2						2								
	B.F.	10	185,730	4		5		9	301,750	4	1	1	1	5	5	5								
	Total	22	363,350	8	0	13		19	212,835	7	0	1	0	11	1	1	0	0	0	0	0	0	0	0
San Ishidoro	S.F.	7	151,690	1		5		6	38,190	1						5								
	M.F.	4	198,050	1		5		3	81,620	2						1								
	B.F.	11	349,740	2	0	10		9	119,810	3	0	0	0	6	0	0	0	0	0	0	0	0	0	0
	Total	22	699,480	4	0	20		18	338,620	6	0	0	0	12	0	0	0	0	0	0	0	0	0	0
Salpina	S.F.	5	72,050	2		4		3	47,058	1						2								
	M.F.	8	205,100	5		3		7	109,000	3						3								
	B.F.	4	168,450	3		3		4	157,500	3						2								
	Total	17	545,600	10	0	17		14	313,558	7	0	0	0	2	0	0	0	0	0	0	0	0	0	0
Valle Grande	S.F.	5	16,125			3		5	12,175	2						1								
	M.F.	6	50,801	2		3		3	7,260							2								
	B.F.	5	42,200	1		2		3	57,500	1						1								
	Total	16	109,126	3	0	8		11	76,935	3	0	1	0	4	0	0	0	0	0	0	0	0	0	0
Grand Total	S.F.	41	324,241	12	0	31		28	367,938	5	0	2	0	14	1	1	0	0	0	0	0	0	0	0
	M.F.	46	705,446	11	0	13		37	357,022	7	0	3	0	22	0	0	0	0	0	0	0	0	0	0
	B.F.	37	684,762	13	0	4		32	560,525	15	1	6	1	9	1	1	0	0	0	0	0	0	0	0
	Total	124	1,714,449	36	0	20		97	1,285,505	27	1	11	1	45	2	2	0	0	0	0	0	0	0	0
kg per Farmers and % of Total			13,826	29.0	0.0	16.1		13,253	27.8	1.0	11.3	1.0	46.4	2.1	2.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

Note:
a) : Wholesalers at field
b) : Dealers at field
c) : Land owner
d) : Transporter
e) : Sold at Market
-1: Wholesalers
-2: Dealers
-3: Retailers
-4: Consumers

TABLE-VFS-6: FAMILY INCOME

(Unit: Average value; Bs)

	Income from farming		Non-farming Income				Sub total	Family Income Total		
	Crops	Livestock	Others	(1)	(2) (3) (4)					
					(2)	(3)			(4)	
Mairana	S.F	10,381	429	0	154	286	686	71	1,197	12,007
	M.F	13,614	0	0	2,400	500	600	0	3,500	17,114
	B.F	22,243	11,508	833	1,600	480	0	250	2,330	36,915
	Total	15,329	4,238	204	1,193	405	424	118	2,139	22,000
Sanajpata	S.F	13,265	222	500	5,180	1,067	2,000	747	8,993	22,981
	M.F	10,833	314	629	1,676	343	0	171	2,190	13,966
	B.F	20,483	2,837	2,429	3,397	6,543	214	1,057	11,211	36,960
	Total	14,722	1,046	1,126	3,571	2,513	848	666	7,598	24,492
Los Negros	S.F	15,930	200	0	5,591	288	240	0	6,119	22,148
	M.F	27,597	1,167	24,625	1,000	0	0	0	1,000	54,389
	B.F	48,656	1,167	0	6,333	0	0	0	6,333	56,156
	Total	26,834	658	7,776	4,258	152	126	0	4,536	39,804
Comarapa	S.F	15,614	0	1,580	1,736	720	140	6	2,602	19,796
	M.F	33,318	1,709	1,571	359	2,371	1,571	214	4,516	41,114
	B.F	50,904	7,050	6,000	9,000	0	0	0	9,000	72,954
	Total	37,288	3,748	3,586	4,600	918	532	3,334	9,384	54,006
San Iñidro	S.F	19,382	413	1,151	1,500	0	0	2,325	3,825	24,770
	M.F	46,830	2,295	2,500	6,653	0	0	5,000	11,653	63,277
	B.F	111,119	6,025	0	0	0	0	0	0	117,144
	Total	48,709	2,288	1,451	3,261	0	0	2,930	6,191	58,639
Sapina	S.F	21,430	200	200	900	400	720	0	2,020	23,850
	M.F	50,344	0	438	3,950	250	688	0	4,868	55,669
	B.F	113,106	0	0	0	0	0	0	0	113,106
	Total	56,607	59	265	2,124	235	1,408	0	3,766	60,697
Valle Grande	S.F	19,597	18,007	1,429	857	314	0	0	1,171	40,204
	M.F	23,154	4,088	600	3,025	125	0	300	3,450	31,292
	B.F	42,145	4,780	0	4,800	0	0	0	4,800	51,725
	Total	25,820	2,770	740	2,710	160	0	120	2,990	32,320
Grand Total	S.F	16,500	2,781	684	2,274	439	541	450	3,704	23,679
	M.F	29,384	1,367	4,338	3,590	1,003	408	812	4,457	39,546
	B.F	58,379	4,767	1,323	3,102	626	477	1,024	5,229	69,280
	Total	32,187	2,115	2,177	3,102	626	477	1,024	5,229	41,708

Note:
 (1) : Salary from other occupation such as government official driver, company employee, etc.
 (2) : Wages from working on other farms.
 (3) : Wages for casual worker
 (4) : Other non-farm income

TABLE-VIS-7: LIVING EXPENSES

	(1) Food		(2)	(3)	(4)	(5)	(6)	(7)	(8)	Total
	Principle Food	Others								
Mairaua S.F	3,994	343	206	360	927	214	98	675	171	6,989
M.F	5,400	300	615	1,055	1,599	249	648	900	0	9,816
B.F	4,800	1,600	60	1,326	1,700	932	582	400	400	11,560
Total	4,609	776	251	229	969	747	522	695	212	9,011
Samaipai S.F	4,667	400	93	4,667	909	1,181	431	368	405	13,141
M.F	3,171	1,611	86	686	1,137	910	945	554	309	9,408
B.F	5,863	2,366	531	1,097	2,338	3,917	909	531	463	18,015
Total	4,576	1,367	224	722	1,413	1,931	733	482	393	11,841
Los Neg S.F	4,764	1,284	612	318	1,135	600	348	1,331	690	11,082
M.F	7,500	3,080	800	960	2,988	3,716	832	1,792	1,016	22,684
B.F	12,800	2,400	0	520	19,140	5,200	492	1,080	0	41,632
Total	6,897	2,027	575	553	4,622	2,307	524	1,437	3,691	22,632
Comarap S.F	4,440	2,160	408	756	727	365	170	614	312	9,953
M.F	4,423	3,600	326	1,205	2,743	2,914	523	463	2,074	18,271
B.F	5,508	2,280	1,212	1,794	3,968	4,626	1,656	1,314	3,838	26,196
Total	4,920	2,673	747	1,371	3,059	3,113	958	884	2,475	20,200
Sab Ishid S.F	5,400	1,875	390	555	1,914	3,780	10,125	948	1,893	26,880
M.F	5,268	1,913	450	1,095	3,374	2,580	660	3,873	1,088	20,300
B.F	6,600	3,540	1,350	2,130	4,749	641	2,280	1,860	3,330	25,880
Total	4,267	2,223	606	1,086	2,945	2,929	4,774	2,180	1,858	22,868
Sajjuxa S.F	3,120	960	1,680	1,584	1,378	96	456	816	384	10,474
M.F	6,765	0	210	2,648	1,913	1,704	1,230	825	0	15,294
B.F	7,050	15,300	7,800	2,700	5,250	2,288	1,680	6,711	1,260	50,039
Total	5,760	3,888	2,428	2,347	2,540	1,691	894	2,207	452	22,208
Valle Or S.F	4,286	686	1,200	1,131	984	274	326	583	1,097	10,567
M.F	3,450	0	210	2,648	1,913	1,065	1,230	825	0	11,340
B.F	4,920	12,240	6,240	2,160	4,200	3,660	1,344	5,369	1,152	41,285
Total	5,496	750	504	294	797	683	718	1,015	1,280	11,538
Grand T.S.F	4,382	1,101	656	1,339	1,139	990	1,708	765	708	12,727
M.F	5,140	1,501	385	1,335	2,238	1,877	867	1,319	641	15,302
B.F	6,792	5,675	2,456	1,509	5,767	3,147	1,328	2,492	1,492	30,658
Total	5,218	1,958	762	943	2,335	1,915	1,303	1,272	1,480	17,185
% of Total	30.4	11.4	4.4	5.5	13.6	11.1	7.6	7.4	8.6	100.0

Note:
 (2) : Favourite items(Liquor, Tobacco, Tea, etc.)
 (3) : Daily necessary
 (4) : Clothing
 (5) : Educational expenses
 (6) : Medical expenses
 (7) : Energy expenses(Electric, Gas, Fuel, etc.)
 (8) : Others

TABLE-VFS-8: FARMING SITUATION (CONSTRAINT)

	What are problems on your farming?																
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)
Mairana	S.F	5	6	1	4	5	1	3	2	4	2	0	0	7	3	4	3
	M.F	2	3	2	4	4	1	1	1	1	0	0	4	1	3	4	1
	B.F	6	3	0	6	4	1	1	3	5	3	1	0	6	2	3	2
	Total	13	12	3	14	13	3	6	10	6	1	0	17	6	10	11	7
Samaipata	S.F	6	2	0	5	7	2	0	0	2	4	2	0	8	3	5	6
	M.F	7	4	1	7	6	4	5	3	5	5	1	3	5	5	5	5
	B.F	6	2	1	7	7	5	4	7	5	5	5	6	6	6	6	6
	Total	19	8	2	19	20	11	9	8	14	14	8	19	14	16	17	13
Los Negros	S.F	8	8	2	9	8	1	2	1	3	6	2	3	10	2	7	8
	M.F	6	5	2	5	5	1	0	0	4	3	2	2	3	5	5	5
	B.F	3	3	0	3	3	0	0	1	3	2	1	2	2	3	1	3
	Total	17	16	4	17	16	2	2	1	8	12	6	6	15	9	15	14
Comapara	S.F	4	3	1	1	5	1	1	1	1	1	0	1	3	2	3	2
	M.F	6	3	2	3	6	1	4	2	4	4	5	4	7	3	4	6
	B.F	8	5	3	7	7	1	3	3	2	7	4	3	8	2	7	7
	Total	18	11	6	11	18	3	8	6	7	12	9	8	18	7	14	15
San Isidoro	S.F	4	4	2	3	8	0	2	3	2	5	2	3	7	1	5	6
	M.F	4	3	1	6	5	2	1	1	3	6	1	0	6	1	5	6
	B.F	3	1	0	1	3	1	1	0	1	4	0	0	4	2	4	4
	Total	11	8	3	10	16	3	4	4	6	15	3	3	17	4	14	16
Salpina	S.F	4	5	2	3	5	2	2	1	3	3	4	2	5	2	4	3
	M.F	6	7	1	6	6	4	0	0	6	6	4	8	4	6	8	8
	B.F	4	2	2	2	3	4	2	1	1	2	1	1	3	0	3	2
	Total	14	14	5	12	15	8	3	2	10	11	11	7	16	6	13	13
Valle Grande	S.F	6	2	1	2	5	0	2	0	0	1	2	0	5	1	5	4
	M.F	7	4	0	8	5	1	2	0	1	7	4	3	7	2	4	6
	B.F	4	3	0	4	4	0	1	1	1	3	3	1	4	1	5	4
	Total	17	9	1	19	14	1	5	1	2	11	9	4	16	4	14	10
Grand Total	S.F	37	30	9	32	43	7	12	8	15	22	12	9	45	14	33	34
	M.F	38	29	9	39	37	14	14	7	24	32	19	16	40	21	32	40
	B.F	34	19	6	31	32	10	11	13	18	27	16	11	33	15	31	26
	Total	109	78	24	102	112	31	37	28	57	81	47	36	118	50	96	100
% of Total		79.0	56.5	17.4	73.9	81.2	22.5	26.8	20.3	41.3	58.7	34.1	26.1	85.5	36.2	69.6	72.5

Note:

- (1) : Low yields of crops
- (2) : Leveling problem of upland field
- (3) : Drainage problem
- (4) : Drought problem
- (5) : Damage of pests and diseases
- (6) : Weed damages
- (7) : Damage by wild animals
- (8) : Difficulty for hureling animal/mechanical power
- (9) : Labour shortage
- (10) : Difficulty for obtaining seeds
- (11) : Difficulty for purchasing fertilizers
- (12) : Difficulty for purchasing agro-chemicals
- (13) : Expensive of farm inputs
- (14) : Lack of farm road
- (15) : Marketing problems for product
- (16) : Lack of storage facilities
- (17) : Loan problems

TABLE-VFS-9: FARMING SITUATION (INTENTION TO BE IMPROVED)

	Which items do you want to improve your present farm management?																
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)
Mairana	S.F.	6	4	3	6	2	5	4	2	4	3	4	3	3	2	2	5
	M.F.	4	4	1	4	1	2	1	1	3	2	2	2	2	1	1	3
	B.F.	4	2	1	3	1	2	4	1	3	4	3	2	3	1	1	2
	Total	14	10	5	13	4	3	11	6	4	10	9	7	8	4	4	10
Samapua	S.F.	7	0	5	1	2	7	2	1	1	1	4	2	3	0	1	5
	M.F.	7	5	1	6	4	4	5	5	4	5	5	5	5	5	1	6
	B.F.	7	5	1	6	4	6	7	5	6	6	6	6	6	7	4	5
	Total	21	17	2	17	9	12	19	12	12	11	12	15	13	15	9	16
Los Negros	S.F.	6	9	2	7	1	0	5	4	2	5	5	7	8	3	3	9
	M.F.	4	6	2	5	0	0	5	6	5	6	6	6	6	2	5	6
	B.F.	3	3	0	3	0	1	2	1	2	2	3	3	2	1	0	2
	Total	13	18	4	15	1	1	12	11	9	13	14	16	16	15	5	10
Comarapa	S.F.	0	2	0	4	1	1	4	2	3	2	3	2	4	4	1	2
	M.F.	1	7	5	5	4	2	5	4	4	6	6	6	6	7	3	5
	B.F.	4	7	4	7	3	3	8	5	7	7	9	9	5	8	5	4
	Total	5	16	9	16	8	6	17	11	14	15	18	17	15	19	9	11
San Isidro	S.F.	4	5	2	7	2	0	4	1	3	3	3	7	4	5	2	2
	M.F.	1	6	2	6	1	3	3	3	2	3	5	7	4	5	1	3
	B.F.	0	3	0	3	0	1	4	3	2	1	4	4	3	4	1	3
	Total	5	14	4	16	3	4	11	7	7	7	12	18	11	14	4	8
Salpina	S.F.	1	3	2	4	3	1	3	2	3	2	4	5	3	4	1	2
	M.F.	5	4	1	6	1	2	4	4	5	5	8	8	5	7	1	3
	B.F.	2	3	0	4	1	0	2	2	1	2	1	3	3	1	0	1
	Total	8	10	3	14	5	3	9	8	9	9	13	16	11	12	2	6
Valle Grande	S.F.	5	4	2	5	0	0	4	2	0	1	1	4	1	2	1	3
	M.F.	7	4	2	5	0	0	7	2	0	2	2	4	3	4	0	2
	B.F.	3	2	0	4	1	0	5	3	2	4	4	5	3	3	1	3
	Total	15	10	4	14	1	0	16	7	2	7	13	7	9	2	6	12
Mairana	S.F.	29	34	11	38	10	4	32	17	14	18	20	33	25	29	10	38
	M.F.	29	36	14	37	11	12	31	25	22	29	34	38	31	36	13	20
	B.F.	23	25	6	30	10	13	32	20	21	25	31	33	24	27	12	19
	Total	81	95	31	105	31	29	95	62	57	72	85	104	80	92	35	52
	% of Total	58.7	68.8	22.5	76.1	22.5	21.0	68.8	44.9	41.3	52.2	61.6	75.4	58.0	65.7	25.4	37.7

- Note:
- (1) : To acquire irrigation water
 - (2) : To improve irrigation facilities
 - (3) : To drain out excess water
 - (4) : To prevent pests and disease
 - (5) : To prevent damages by wild animal
 - (6) : To prevent weed damage
 - (7) : To improve supplying system of farm inputs
 - (8) : To improve farm road
 - (9) : To improve transportation of products
 - (10) : To improve farming practices
 - (11) : To introduce mechanized farming for denoting labor shortage
 - (12) : To improve marketing method
 - (13) : To strengthen agricultural extension services
 - (14) : To improve and expand agricultural credit
 - (15) : To construct drying floor
 - (16) : To construct processing facilities
 - (17) : To construct storage facilities

TABLE-VFS-10: MARKETING PROBLEMS

	What are problems on your marketing?									
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)
Mairana S.F.	6	2	6	3	2	2	2	1	4	3
M.F.	4	1	3	2	1	1	1	1	2	2
B.F.	5	5	2	2	2	2	1	2	2	2
Total	15	3	14	7	5	5	2	7	7	0
Samajpata S.F.	8	1	9	4	2	2	1	6	2	2
M.F.	7	4	6	5	5	5	4	7	4	4
B.F.	7	5	7	7	7	6	6	7	5	2
Total	22	10	22	16	14	13	11	20	11	2
Los Negros S.F.	8	8	4	6	2	2	5	7	7	4
M.F.	7	6	7	7	5	1	5	4	4	4
B.F.	4	2	3	4	3	1	2	3	1	1
Total	19	2	16	14	15	6	1	12	14	1
Comarapa S.F.	5	1	4	3	2	1	1	2	2	2
M.F.	7	2	6	3	3	1	1	4	6	6
B.F.	9	3	7	4	3	4	3	5	8	8
Total	21	6	17	10	8	6	5	11	16	0
San Isidro S.F.	9	9	4	6	2	2	5	7	7	7
M.F.	7	6	7	7	5	1	1	5	6	6
B.F.	4	2	2	3	4	3	2	2	3	3
Total	20	2	17	14	15	6	0	12	16	0
Salpina S.F.	5	2	4	4	4	2	1	3	4	4
M.F.	8	2	7	5	6	4	2	6	7	7
B.F.	4	1	4	3	2	1	2	2	4	4
Total	17	5	15	12	12	7	5	11	15	0
Valle Grand S.F.	7	4	2	1	2	2	5	3	3	3
M.F.	7	6	4	3	1	1	4	4	2	2
B.F.	5	1	5	4	3	1	2	3	3	3
Total	19	1	15	10	7	4	2	12	8	0
Grand Total S.F.	48	6	44	24	23	13	4	30	28	0
M.F.	47	9	40	33	28	14	7	32	31	0
B.F.	38	14	32	26	25	20	15	23	28	3
Total	133	29	116	83	76	47	26	85	87	3
% of Total	96.4	21.0	84.1	60.1	55.1	34.1	18.8	61.6	63.0	2.2

Note:
 (1) : Cheap price of products
 (2) : No middlemen(dealers) come to buy products, I have to look for buyers every time
 (3) : No farmer organization for selling products
 (4) : Difficulties for borrowing a direct selling place in market
 (5) : Expensive price for borrowing a direct selling place in market
 (6) : Transportation to markets
 (7) : Difficulty to find transporter
 (8) : Dealers usually prefer to consignment sales than direct purchased selling
 (9) : Difficulty to get market price information
 (10) : Others

TABLE-VFS-11: EXISTING FARMERS' ORGANIZATION

	Are there farmers' organizations?		What purpose of organizations?						What problems do they have?						Have You participated?						In case of "NO", why didn't you participate?						Note
	Yes	No	(1)	(2)	(3)	(4)	(1)	(2)	(3)	(4)	(5)	(6)	Yes	NO	(a)	(b)	(c)	(d)	(e)	(f)	(g)						
Mairana	3	4	0	2	1	0			2				3	4									(1) : O&M of irrigation facilities.				
M.F.	2	2	1	1									2	1									(2) : Cooperative purchasing of farm inputs.				
B.F.	4	2	2	1				2	3				4	2									(3) : Loan arrangement to farmers.				
Total	9	8	1	3	3	2		2	0	5	0		9	7									(4) : Social activities to village people.				
Samajpala	3	1	1	1					2				2	7									2. What problems do they have?				
M.F.	4	3	4							4	1		4	3									(1) : Almost no function.				
B.F.	1	6	1						6				1	6									(2) : Farmers have no interest to the Organization.				
Total	8	9	1	1	6	0		0	0	12	1		1	6									(3) : No leaders.				
Los Negros	6	4	3	3	1			3	1	2	2		4	6									(4) : No fund to operate & maintain the organization				
M.F.	5	1	2	1	4			2	2	5	4		3	3									(5) : No definit article or by-law for farmers activities.				
B.F.	5	2	2	3				5	3	4	7		2	3									(6) : No participation to the organization's activities.				
Total	16	5	5	6	8	0		5	3	4	7		9	12									3. The reasons not to participate a farmers' organization				
Comarapa	5	4	4	1				1	1	2	3		1	2									(a) : No money for paying membership fee, etc.				
M.F.	7	4	4	1				5	3	4	3		6	1									(b) : Membership fee amount is very expensive.				
B.F.	7	2	2	6	4			7	3	3	4		7	3									(c) : Distance to the organization office is very far.				
Total	19	3	5	14	9	1		13	7	9	7		14	6									(d) : Neighboring and my friends don't participate.				
San Isidro	6	3	2	4				4	4	1	2		5	3									(e) : Services provided through organization is available timely and sufficiently, I will join organization.				
M.F.	5	2	2	3	1			3	3	2	2		7	2									(f) : No reason, anyhow I don't like such organization.				
B.F.	2	2	1	2	1			1	1	1	2		3	1									(g) : Others				
Total	13	7	5	9	2	0		8	7	4	5		15	4													
Stajpua	3	2	1	3				3	1	1	2		3	2													
S.F.	2	1	1	2				4	2	4	1		5	3													
M.F.	6	3	6	1				4	2	4	1		3	2													
B.F.	3	1	2	1				2	2	1	1		3	1													
Total	12	6	3	10	1	0		9	5	2	6		11	6													
Valle Grande	3	4	3					2	2		1		2	5													
S.F.	3	4	4					2	2		1		2	5													
M.F.	3	5	4					1	1	1	2		3	5													
B.F.	2	3	1					1	1	1			2	3													
Total	8	12	9	0	1	0		3	5	0	2		7	13													
Grand Total	29	17	10	17	4	0		11	9	6	10		20	29													
S.F.	32	16	12	15	14	2		16	12	8	17		30	16													
M.F.	24	17	7	11	12	1		13	6	5	14		22	19													
B.F.	24	17	7	11	12	1		13	6	5	14		22	19													
Total	85	50	29	43	30	3		40	27	19	41		72	64													
% of Total	61.6	36.2	21.0	31.2	21.7	2.2		29.0	19.6	13.8	29.7		52.2	46.4													

Results of Interviewed Survey of Wholesalers in Abost Market (TABLE-WS-1-7)

Table-WS-1: SCHOOL GRADUATE, LITERACY, RELIGION AND FAMILY SIZE

	School graduated				Literacy		Religion				Family size			
	Primary School	Secondary School	Higher School	University	Non	Yes	No	Catholic	Protestant	Buddhist	Islamic	Other	Male	Female
No.1	1					1		1					1	4
No.2	1					1							2	1
No.3	1					1		1					2	2
No.4	1					1		1					5	1
No.5	1	1	1			1		1	1				3	0
No.6	1	1				1		1					2	1
No.7					1	1		1					3	2
No.8	1					1		1					2	1
No.9	1	1				1		1					1	1
No.10	1					1	1	1					2	1
No.11					1	1		1					2	1
No.12	1					1		1					3	3
No.13	1					1		1					1	2
No.14	1		1			1		1					2	4
No.15	1					1		1					1	1
No.16					1	1		1					2	3
No.17	1					1		1					4	1
No.18						1		1					2	1
No.19	1	1	1		1	1		1					2	2
No.20	1	1	1		1	1		1					2	3
Grand Total	16	7	4	4	1	16	4	19	1	0	0	0	22	19
% of Total	80.0%	35.0%	20.0%	5.0%	20.0%	80.0%	20.0%	95.0%	5.0%	0.0%	0.0%	0.0%		

TABLE-WS-2: FAMILY INCOME AND EXPENDITURE

	Income from		Total	(1) FOOD		(2)	(3)	(4)	(5)	(6)	(7)	(8)	Total
	Main business	Side business		Principal	Others								
No.1				14,400				1,200	500		600	2,400	19,100
No.2				9,000			1,800	1,200		800	600	940	14,240
No.3				10,800		2,400		1,200	500	400	720	1,760	17,780
No.4				10,800			1,800	1,000	300	400	1,800	800	16,900
No.5				9,000		480	2,000			500	1,440	4,080	17,500
No.6		18,000	18,000	6,000			800	800	300	1,300	1,200	8,000	18,400
No.7				9,000		600	1,000	1,800	200			960	13,560
No.8		14,400	14,400	5,400		300	700	500	300	600		2,760	10,560
No.9				3,600		500	1,000	800	1,800		1,300	2,400	11,400
No.10				4,700		300	600	700		200	400	1,000	7,900
No.11				9,000		800	650	1,000	1,200	1,200	720	1,440	16,010
No.12				14,400		480	3,600	600	200		480	2,400	22,160
No.13				10,800		360	900	1,800	600	400	1,200	300	15,960
No.14		24,000	24,000	10,800			1,800			200	600	3,000	16,800
No.15													
No.16				7,200			1,000	1,200		1,300	1,200	2,400	14,300
No.17				8,000		300	800	1,000	300	250		5,900	16,550
No.18				5,400		500	1,000	500	440	300	480	4,500	13,120
No.19				9,000		480	1,800	1,200	1,200	500	1,080	260	15,520
No.20				10,800		360	1,800	500		200	1,240	1,000	15,900
Average of Total	0	18,800	18,800	8,847	0	414	1,123	895	434	429	793	2,432	15,456
Average	0.0	100.0	100.0	57.2	0.0	2.7	7.3	5.8	2.8	2.8	5.1	15.7	100.0

(Unit: Bs)

Note:
 (2) : Favorit items
 (3) : Daily necessary
 (4) : Clothing
 (5) : Educational expenses
 (6) : Medical expenses
 (7) : Energy expenses
 (8) : Others

TABLE-WS-3: ADMINISTRATION SYSTEM, NO OF STAFF AND FACILITIES

(Unit: Bs)

	Administration System			NO of staff		Wholesaler's facilities											
	Private	Soc Com.	Juridical Limited Com.	Others	Male	Female	Total	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	
No.1	1						0										
No.2	1						0										
No.3	1						0										
No.4	1						0										
No.5	1						0										
No.6	1						0										
No.7	1						0					1					
No.8	1						0										
No.9	1						0										
No.10	1						0								1		
No.11	1						0										
No.12	1						0										
No.13	1						0										
No.14	1						0										
No.15	1						0										
No.16	1						0						1				
No.17	1						0								1		
No.18	1						0					1			1		
No.19	1						0								1		
No.20	1						0										
Grand Total	20	0	0	0	0	0	0	0	5	0	0	1	1	1	0	4	0
% of Total	100.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	25.0	0.0	0.0	5.0	5.0	5.0	0.0	20.0	0.0

Note:
 (1) : Depository
 (2) : Storage
 (3) : Cold storage
 (4) : Truck
 (5) : Pick-up
 (6) : Other vehicle
 (7) : Cart
 (8) : Loader
 (9) : Others

TABLE-WS-4: DEALING PLACE, PROCUREMENT OF PRODUCTS AND SETTLEMENT OF ACCOUNT

(Unit: Bt)

No.	Dealing place		Do you retail too?	From where do you procure your agri. products?							When do you pay buying money?					
	No.	borrowed(m3)		Yes	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(1)	(2)	(3)	(4)	(5)
No.1		4	30	1							1	1	1			
No.2		6	30	1							1	1	1			
No.3		4	30	1							1	1	1			
No.4		15	30	1							1	1	1			
No.5		4	30	1							1	1	1			
No.6				1							1	1	1			
No.7				1							1	1	1			
No.8				1							1	1	1			
No.9				1							1	1	1			
No.10				1							1	1	1			
No.11				1							1	1	1			
No.12		20	30	1				1			1	1	1			
No.13		9	30	1							1	1	1			
No.14		16	30	1							1	1	1			
No.15				1						1	1	1	1			
No.16				1							1	1	1			
No.17				1							1	1	1			
No.18				1							1	1	1			
No.19		15	30	1							1	1	1			
No.20		15	30	1							1	1	1			
Grand Total	10	10	300	17	3	1	0	0	1	0	1	18	15	11	1	0
% of Total	50.0	50.0	50%	85.0	15.0	5.0	0.0	0.0	5.0	0.0	5.0	90.0	75.0	55.0	5.0	0.0

Note:

1. From where do you procure your agri. products?
 - (1) : Buy from individual farmers directly at their fields.
 - (2) : Buy from small dealers.
 - (3) : Buy through farmers' organization.
 - (4) : Buy from other wholesalers in Abost.
 - (5) : Buy from other wholesalers in other markets.
 - (6) : Buy from importers.
 - (7) : Buy from individual farmers coming ABAST.
2. When you buy products, how do you pay buying money?
 - (1) : Pay all money at a time of buying.
 - (2) : Pay a deposit, and balance pay later after selling.
 - (3) : Pay a deposit, and balance pay through banks after selling.
 - (4) : Implementing of consignment marketing.
 - (5) : Others.

TABLE-WS-5: SELLING AND MARGIN

	To whom do you sell your products?							To what extent your margin is?			
	(1)	(2) (3) (4) (5) (6) (7)						-10%	10-20%	20-30%	30%+
		(2)	(3)	(4)	(5)	(6)	(7)				
No.1	1	1	1								
No.2	1	1	1								
No.3	1	1	1								
No.4	1	1	1								
No.5	1	1	1								
No.6											
No.7	1	1	1								
No.8	1	1	1								
No.9	1										
No.10	1	1									
No.11											
No.12	1	1	1								
No.13	1	1	1								
No.14	1	1	1								
No.15	1										
No.16	1	1	1								
No.17	1	1	1								
No.18	1	1	1								
No.19											
No.20	1	1	1								
Grand Total	17	18	11	1	0	0	0	0	17	3	0
% of Total	85.0	90.0	55.0	5.0	0.0	0.0	0.0	0.0	85.0	15.0	0.0

Note:

1. To whom do you sell your products?
- (1) : Consumers
- (2) : To retailers having their shop in ABAST market.
- (3) : To retailers having their shop in other markets.
- (4) : To other wholesalers in ABAST market.
- (5) : To other wholesalers in other market.
- (6) : To processing factories.
- (7) : Others

TABLE-WS-6: PROBLEMS IN ABAST MARKET AND FARMERS' MARKETING ORGANIZATION

	What problems do you have for your operation?									Q7.1		In case of "Yes", what function do you expect the organization?						
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	Yes	No	(1)	(2)	(3)	(4)	(5)	(6)	(7)
No.1	1	1	1	1	1	1	1	1	1		1							
No.2	1	1	1	1	1	1	1	1	1		1							
No.3	1	1	1	1	1	1	1	1	1		1							
No.4											1							
No.5	1	1	1	1	1	1	1	1	1		1							
No.6	1	1	1	1	1	1	1	1	1		1							
No.7	1	1	1	1	1	1	1	1	1		1							
No.8	1	1	1	1	1	1	1	1	1		1							
No.9	1	1	1	1	1	1	1	1	1		1							
No.10	1	1	1	1	1	1	1	1	1		1							
No.11	1	1	1	1	1	1	1	1	1		1							
No.12											1							
No.13	1	1	1	1	1	1	1	1	1		1							
No.14											1							
No.15	1	1	1	1	1	1	1	1	1		1							
No.16	1	1	1	1	1	1	1	1	1		1							
No.17	1	1	1	1	1	1	1	1	1		1							
No.18	1	1	1	1	1	1	1	1	1		1							
No.19	1	1	1	1	1	1	1	1	1		1							
No.20	1	1	1	1	1	1	1	1	1		1							
Grand Total	17	17	19	18	17	20	16	16	0	20	10	25.0	15.0	20.0	15.0	30.0	25.0	0.0
% of Total	85.0	85.0	95.0	90.0	85.0	100.0	80.0	80.0	0.0	100.0	50.0	25.0	15.0	20.0	15.0	30.0	25.0	0.0

Note:

1. What problems do you have?
 - (1) : Narrow of dealing place.
 - (2) : Lack of low temperature storage.
 - (3) : Inconvenient of disposal and distribution of products.
 - (4) : Inconvenient of inter-transportation facilities.
 - (5) : Narrow of parking place.
 - (6) : Narrow of depository.
 - (7) : Mixture of retailers' and farmers shop.
 - (8) : Expensive rental fee.
 - (9) : Others

2. Q-7.1: If farmers establish a farmers' organization in their villages, do you give a warm reception to it?

- (1) : Making easy for collecting agricultural products.
- (2) : Making easy for selling account with producers in trade.
- (3) : Making easy for setting negotiation in trade.
- (4) : Standardizing and quality control.
- (5) : Increasing agricultural production.
- (6) : Improving farmers living standard.
- (7) : Others

TABLE-WS-7: CONSIGNMENT

	Q.8.1		In case of "Yes", how did you operate it?				In case of "No", how do you think to introduce such system?							
	Yes	No	(a) Verbal	(a) Written	(b) Yes	(b) No	(c) Days	(d) Yes	(d) No	(1)	(2)	(3)	(4)	(5)
No.1		1								1				
No.2		1								1				
No.3		1								1				
No.4		1								1				
No.5		1								1				
No.6		1								1				
No.7		1								1				
No.8		1								1				
No.9		1								1				
No.10		1								1				
No.11		1								1				
No.12		1								1				
No.13		1								1				
No.14		1								1				
No.15		1								1				
No.16		1								1				
No.17		1								1				
No.18		1								1				
No.19		1								1				
No.20		1								1				
Grand Total	1	19	0	0	0	0	0	0	0	9	7	5	5	2
% of Total	5.0	95.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	45.0	35.0	25.0	25.0	10.0

Note:

1. Q.8.1: Do you have any experience of consignment trade?
2. In case of "Yes",
 - (a) : How did you make your agreement with dealers/ farmers?
 - (b) : Did the contract have conditions for the selling price, etc?
 - (c) : How many days did you need for settling account?
 - (d) : Did you have difficulties for operating consignment?
3. In case of "No",
 - (1) : Difficult because no body have such experience.
 - (2) : Difficulty because there are no rules.
 - (3) : Difficulty because there are not enough banking system at producers side.
 - (4) : It is desirable because it is a very good system.
 - (5) : Others

Results of Interviewed Survey of Retailers in Aboet Market (TABLE-R-1-6)

TABLE-R-1: SCHOOL GRADUATE, LITERACY, RELIGION AND FAMILY SIZE

	School graduated			Literacy		Religion				Family size				
	Primary School	Secondary School	Higher School	University	Non	Yes	No	Catholic	Protestant	Buddhist	Islamic	Other	Male	Female
No.1	1					1		1					1	1
No.2	1					1		1					3	2
No.3	1					1		1					2	2
No.4					1		1	1					1	2
No.5	1					1		1					3	4
No.6	1				1	1		1					2	1
No.7	1					1		1					2	2
No.8	1					1		1					1	1
No.9	1					1		1					4	3
No.10	1		1			1		1					3	2
No.11	1					1		1					3	2
No.12					1		1							1
No.13	1					1		1						2
No.14	1					1		1		1			4	3
No.15					1		1	1					3	1
No.16	1					1		1					4	3
No.17	1		1			1		1					5	2
No.18	1					1		1					2	3
No.19	1					1		1						1
No.20	1					1		1						1
No.21	1				1		1	1					1	1
No.22	1					1		1					4	1
No.23					1		1						1	3
No.24	1					1		1					2	2
No.25	1					1		1					4	1
No.26	1					1		1					4	1
No.27	1					1		1					3	4
No.28	1					1		1					2	2
No.29	1					1		1					2	
No.30	1				1		1	1						
Grand Total	25	8	4	1	5	24	6	29	1	0	0	0	21	18
% of Total	83.3%	26.7%	13.3%	3.3%	16.7%	80.0%	20.0%	96.7%	3.3%	0.0%	0.0%	0.0%		

TABLE-R-2: FAMILY INCOME AND EXPENDITURE

(Unit: Bs)

	Income from		Total	(1) Food		(2)	(3)	(4)	(5)	(6)	(7)	(8)	Total
	Main business	Side business		Others	Principal								
No.1				2,400			2,400	2,400			720	1,200	9,120
No.2		1,200	1,200	3,600			480	360	240	240	600	1,800	7,320
No.3				9,000			1,800	500			480	600	12,180
No.4				7,200			1,800	1,200	600	2,400	600	1,200	15,000
No.5		1,000	1,000	10,800			1,800	700	1,800		1,200	600	18,100
No.6				7,200			600	900	1,800		1,200	1,000	12,700
No.7				7,200			600	600	240	3,600	1,200	1,000	14,460
No.8				2,400			400	1,800		2,400	1,440	700	9,140
No.9				6,000		680	300		240	3,600	720	500	12,040
No.10			1,400	7,200		1,000	1,200	800	480	2,160	1,200	800	14,840
No.11			1,200	6,480		500	800	500	840		1,440	1,200	11,760
No.12		1,400	1,400	3,600			280	500	600	360	720	2,400	8,460
No.13		11,000	11,000	5,400			600	700			600	2,000	9,300
No.14		10,000	10,000	5,400		450	900	1,200		2,400	480	600	11,430
No.15				7,200		300	1,800	400	1,800		1,440	600	13,540
No.16				4,500			600	600	600		1,200	3,000	10,500
No.17				7,200		2,700	480	1,400	1,800	600	720	1,500	16,400
No.18				4,320			3,600	1,200		360	600	1,500	11,580
No.19				10,800		1,400	900	800			600	1,500	16,000
No.20				7,200			1,800	500				2,000	11,500
No.21				7,200			1,800	1,300		2,880	480	1,200	14,860
No.22				5,400			900	900			360	1,200	8,760
No.23				7,200		2,000	600	1,400	2,400	600	360	3,000	17,560
No.24	18,250		18,250	3,600			300	300	600	1,200	1,200	1,000	8,200
No.25	10,950		10,950	3,600		200	600	400			360	1,000	6,160
No.26	18,250		18,250	3,600		300	300	300			960	1,000	6,460
No.27	8,400		8,400	3,600			700	150	800		600	1,200	7,050
No.28	10,950		10,950	3,600		450	500	700			500	900	6,650
No.29	18,250		18,250	4,200		300	450	400	400		1,200	1,800	8,750
No.30	18,250		18,250	3,600			300	1,000			500	1,000	6,400
Grand Total	14,757	4,100	18,857	5,690		0	403	960	797	468	800	789	11,207
% of Total	78.3	21.7	100.0	50.8		0.0	3.6	8.6	7.1	4.2	7.1	7.0	100.0

Note:

- (2) : Favorite items
- (3) : Daily necessary
- (4) : Clothing
- (5) : Educational expenses
- (6) : Medical expenses
- (7) : Energy expenses
- (8) : Others

TABLE-R-3: ADMINISTRATION SYSTEM, NO OF STUFF AND FACILITIES

(Unit: Bs)

No.	Administration System			Retailer's facilities								
	Private	Judicial		(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
		Stoc Com.	Limited Com.									
No.1	1											
No.2	1											
No.3	1									1		
No.4	1											
No.5	1											
No.6	1									1		
No.7	1									1		
No.8	1										1	
No.9	1									1		
No.10	1									1		
No.11	1									1		
No.12	1									1		
No.13	1											
No.14	1									1		
No.15	1									1		
No.16	1											
No.17	1											
No.18	1											
No.19	1									1		
No.20	1			1						1		
No.21	1									1		
No.22	1											
No.23	1			1						1		
No.24	1									1		
No.25	1									1		
No.26	1									1		
No.27	1									1		
No.28	1									1		
No.29	1									1		
No.30	1									1		
Grand Total	30	0	0	2	0	0	0	0	0	20	1	0
% of Total	100.0	0.0	0.0	6.7	0.0	0.0	0.0	0.0	0.0	66.7	3.3	0.0

Note:
 (1) : Depository
 (2) : Storage
 (3) : Cold storage
 (4) : Truck
 (5) : Pick-up
 (6) : Other vehicle
 (7) : Cart
 (8) : Loader
 (9) : Others

TABLE-4: PROCUREMENT OF PRODUCT AND SETTLEMENT OF ACCOUNT

No.	Dealing place		From where do you procure your agri. products?							When do you pay buying money?				To what extent margin?							
	No. borrowed(m2)	Rest Charge*	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(1)	(2)	(3)	(4)	(1)	(2)	(3)	(4)				
No.1	3	20				1			1	1	1					1					
No.2	3	30				1			1	1	1					1					
No.3	4	30				1			1	1	1					1					
No.4	3	30				1			1	1	1					1					
No.5	3	20				1			1	1	1					1					
No.6	3	20				1			1	1	1					1					
No.7	1					1			1	1	1					1					
No.8	1					1			1	1	1					1					
No.9	1					1			1	1	1					1					
No.10	1					1			1	1	1					1					
No.11	1					1			1	1	1					1					
No.12	1					1			1	1	1					1					
No.13	3	30				1			1	1	1					1					
No.14	3	30				1			1	1	1					1					
No.15	4	30				1			1	1	1					1					
No.16	4	30				1			1	1	1					1					
No.17	3	30				1			1	1	1					1					
No.18	3	30				1			1	1	1					1					
No.19	4	30				1			1	1	1					1					
No.20	4	30				1			1	1	1					1					
No.21	3	30				1			1	1	1					1					
No.22	1					1			1	1	1					1					
No.23	4	30				1			1	1	1					1					
No.24	2	30				1			1	1	1					1					
No.25	1					1			1	1	1					1					
No.26	6	30				1			1	1	1					1					
No.27	7.5	30				1			1	1	1					1					
No.28	4	30				1			1	1	1					1					
No.29	2	30				1			1	1	1					1					
No.30	4	30				1			1	1	1					1					
Grand Total	8	22	630			3	0	1	12	0	0	26	28	12	0	0	1	9	17	4	0
	26.7	73.3	30m			10.0	0.0	3.3	40.0	0.0	0.0	86.7	93.3	40.0	0.0	0.0	3.3	30.0	56.7	13.3	0.0

Note:

1. From where do you procure your agri. products?

- (1) : Buy from individual farmers directly at their fields.
- (2) : Buy from small dealers.
- (3) : Buy through farmers' organization.
- (4) : Buy from other wholesalers in Abot.
- (5) : Buy from other wholesalers in other markets.
- (6) : Buy from importers.
- (7) : Buy from individual farmers coming to ABAST.

2. When you buy products, how do you pay buying money?

- (1) : Pay all money at a time of buying.
- (2) : Pay a deposit, and balance pay later after selling.
- (3) : Pay a deposit, and balance pay through banks for selling.
- (4) : Implementing of consignment marketing.
- (5) : Others.

3 : * = Rem/3month

4. To what extent your margin is?

- (1) : -10%
- (2) : 10-20%
- (3) : 20-30%
- (4) : 30%+

TABLE-R-5: PROBLEMS IN ABAST MARKET AND FARMERS' MARKETING ORGANIZATION

	What problems do you have for your operation?							In case of "Yes", what function do you expect the organization?							Q7.1			
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(1)	(2)	(3)	(4)	(5)	(6)	(7)	Yes	No
No.1	1	1	1	1	1	1	1	1	1									
No.2	1	1	1	1	1	1	1	1	1									
No.3	1	1	1	1	1	1	1	1	1									
No.4	1	1	1	1	1	1	1	1	1									
No.5	1	1	1	1	1	1	1	1	1									
No.6	1	1	1	1	1	1	1	1	1									
No.7	1	1	1	1	1	1	1	1	1									
No.8	1	1	1	1	1	1	1	1	1									
No.9	1	1	1	1	1	1	1	1	1									
No.10	1	1	1	1	1	1	1	1	1									
No.11	1	1	1	1	1	1	1	1	1									
No.12	1	1	1	1	1	1	1	1	1									
No.13	1	1	1	1	1	1	1	1	1									
No.14	1	1	1	1	1	1	1	1	1									
No.15	1	1	1	1	1	1	1	1	1									
No.16	1	1	1	1	1	1	1	1	1									
No.17	1	1	1	1	1	1	1	1	1									
No.18	1	1	1	1	1	1	1	1	1									
No.19	1	1	1	1	1	1	1	1	1									
No.20	1	1	1	1	1	1	1	1	1									
No.21	1	1	1	1	1	1	1	1	1									
No.22	1	1	1	1	1	1	1	1	1									
No.23	1	1	1	1	1	1	1	1	1									
No.24	1	1	1	1	1	1	1	1	1									
No.25	1	1	1	1	1	1	1	1	1									
No.26	1	1	1	1	1	1	1	1	1									
No.27	1	1	1	1	1	1	1	1	1									
No.28	1	1	1	1	1	1	1	1	1									
No.29	1	1	1	1	1	1	1	1	1									
No.30	1	1	1	1	1	1	1	1	1									
Grand Total	28	29	25	29	29	16	29	14	5	13	17	8	1	7	1	5	5	0
% of Total	93.3	96.7	82.3	96.7	96.7	53.3	96.7	46.7	16.7	43.3	56.7	26.7	3.3	23.3	3.3	16.7	16.7	0.0

1. What problems do you have?
- (1) : Narrow of dealing place.
 - (2) : Lack of low temperature storage.
 - (3) : Inconvenient of disposal and distribution of products.
 - (4) : Inconvenient of inner-transportation facilities.
 - (5) : Narrow of parking place.
 - (6) : Narrow of depository.
 - (7) : Mixture of retailers' and farmers' shop.
 - (8) : Expensive rental fee.
 - (9) : Others
2. Q-7.1: If farmers establish a farmers' organization in their villages, do you give a warm reception to it?
- (1) : Making easy for collecting agricultural products.
 - (2) : Making easy for selling account with producers in trade.
 - (3) : Making easy for settling negotiation in trade.
 - (4) : Standardizing and quality control.
 - (5) : Increasing agricultural production.
 - (6) : Improving farmers living standard.
 - (7) : Others

TABLE-R-6: CONSIGNMENT

	Q-8.1		In case of "Yes", how did you operate it?				In case of "No", how do you think to introduce such system?							
	Yes	No	Verbal	Written	(b) Yes	(b) No	(c) Days	(d) Yes	(d) No	(1)	(2)	(3)	(4)	(5)
No.1	1									1				
No.2	1									1	1			
No.3	1									1			1	
No.4	1									1				
No.5	1									1			1	
No.6	1									1				
No.7	1									1	1			
No.8	1									1				
No.9	1									1			1	
No.10	1									1				
No.11	1									1				
No.12	1									1				
No.13	1		1							1				
No.14	1									1				
No.15	1									1				
No.16	1									1				
No.17	1									1				1
No.18	1									1				
No.19	1									1				
No.20	1									1				
No.21	1									1			1	
No.22	1									1				
No.23	1									1				
No.24	1									1			1	
No.25	1									1				
No.26	1									1			1	
No.27	1									1			1	
No.28	1									1			1	
No.29	1									1			1	
No.30	1									1			1	
Grand Total	1	29	1	0	0	1	3	0	1	17	12	0	10	2
%of Total	3.3	96.7	3.3	0.0	0.0	3.3	10.0	0.0	3.3	56.7	40.0	0.0	33.3	6.7

Note:
1. Q-8.1: Do you have any experience of consignment trade?

2. In case of "Yes",

(a) : How did you make your agreement with dealers/ farmers?

(b) : Did the contract have conditions for the selling price, etc?

(c) : How many days did you need for settling account?

(d) : Did you have difficulties for operating consignment?

3. In case of "No",

(1) : Difficult because no body have such experience.

(2) : Difficulty because there are no rules.

(3) : Difficulty because there are not enough banking system at producers side.

(4) : It is desirable because it is a very good system.

(5) : Others

Results of Interviewed Survey of Small Dealers (TABLE-SD-1-6)

TABLE-SD-1: SCHOOL GRADUATE, LITERACY, RELIGION AND FAMILY SIZE

	School graduated			University	Non	Literacy		Religion				Family size		
	Primary Sch.	Secondary Sch.	Higher Sch.			Yes	No	Catholic	Protestant	Buddhist	Islamic	Other	Male	Female
No.1	1					1							5	2
No.2 Santa Cruz						1							2	3
No.3		1				1							3	1
No.4						1							2	4
No.5		1				1							4	1
No.6						1							2	1
No.7		1				1							3	1
No.8		1				1							2	1
No.9		1				1							3	1
No.10		1				1							1	2
No.11		1				1							1	3
No.12						1							5	1
No.13						1							2	1
No.14						1							1	3
No.15	1					1							2	1
Sub Total	13	7	6.7	1	1	13							2.5	1.9
% of Subtotal	86.7	46.7	6.7	6.7	13.3	86.7							0.0	0.0
No.16 Rural area		1				1							1	2
No.17		1				1							1	1
No.18						1							2	2
No.19						1							2	2
No.20						1							4	3
No.21						1							1	4
No.22						1							2	2
No.23						1							3	1
No.24		1				1							3	2
No.25						1							4	3
No.26						1							4	1
No.27						1							2	2
No.28		1				1							3	2
No.29		1				1							1	1
No.30						1							2.4	1.9
Sub Total	14	6	4	1	0	14							2.4	1.9
% of Subtotal	100.0	42.9	28.6	7.1	0.0	100.0							0.0	0.0
Grand Total	27	13	5	2	2	27							0	0
% of Total	93.1%	44.8%	17.2%	6.9%	6.9%	93.1%							0.0%	0.0%

TABLE SD-2: FAMILY INCOME AND EXPENDITURE

(Unit: Bs)

Note:

1. Income:

(1) : From business dealing.

(2) : From agriculture.

(3) : From transport activities.

(4) : others including families' income

2. Living expenses

(2) : Favorite items

(3) : Daily necessary

(4) : Clothing

(5) : Educational expenses

(6) : Medical expenses

(7) : Energy expenses

(8) : Others

	(1)	Income from			(1) Food	(2)	(3)	(4)	(5)	(6)	(7)	(8)	Total
		(2)	(3)	(4)									
Santa Cruz					Principal	Others							
No.1	20,100				17,300		400	800		300			18,800
No.2	43,200	4,800			7,100		180	1,600	200				9,480
No.3	13,000				9,600		300	700					10,600
No.4	27,000				19,800		250	600					21,210
No.5	18,000				9,600		300	250	2700				12,850
No.6	14,400				27,600		500	800	1,500	800	1,000		32,200
No.7	38,400				6,000		100	2,700					8,800
No.8	9,600				4,800		150	300					5,250
No.9	12,000				9,600		300	1,600			4,800		16,300
No.10	72,000				7,200		200	3,500			28,000		38,900
No.11	100,000				14,400		240	960	600		960		53,160
No.12													
No.13	25,000	30,000			14,400		300	1,800		500	720	24,000	42,520
No.14													
No.15													
Sub Total (Av.)	32,725	2,500	400	0	12,283	0	192	374	1,533	83	67	2,557	5,400
Rural Area													
No.16	15,000	25,000	8,000		9,000		600	1,800	600	400	960		13,560
No.17	15,000				7,200		1,800	1,200	300	720		6,000	17,220
No.18	8,000	10,000			7,200		360	600		250		21,000	29,410
No.19													
No.20	15,000	7,000			7,200				1,200	400	1,800		10,600
No.21													
No.22													
No.23													
No.24	3,000	5,000			2,000			500		500	600		3,600
No.25	33,240				10,800		5,400	4,000	7,200	600	650		29,490
No.26	27,700	1,100	550		9,000		2,400	660	200	840	800	400	14,600
No.27	60,000	15,000			4,800	3,600	960	3,600	2,100	480	1,100	7,300	23,940
No.28	5,500	11,000	27,700		24,000			10,000	6,000	6,000	1,440		47,440
No.29	10,000	16,700			6,000	2,400	600	1,400	480	720	960	5,200	18,000
No.30	3,000	11,000	25,000		9,500	4,800	960	3,000	3,600	1,400		35,360	
Sub Total(Av.)	17,767	9,255	5,518	50	8,800	982	1,876	529	2,453	1,971	992	883	22,093
Grand Total(Av.)	25,571	5,730	2,848	24	10,617	470	997	448	1,963	986	509	1,756	4,552
% of Total	76.8	17.2	8.6	0.1	47.6	2.1	4.5	2.0	8.8	4.4	2.3	7.9	20.4

TABLE-SD-3: ADMINISTRATION SYSTEM, NO. OF STUFF DEALERS' FACILITIES

(Unit: Bs)

	Private	Administration System			NO. of staff		Dealer's facilities									
		Stoc Com.	Juridical		Male	Female	Total	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
			Limited Com.	Others												
Santa Cruz																
No.1	1											1				
No.2	1											1				
No.3	1											1				
No.4	1											1				
No.5	1											1				
No.6	1											1				
No.7	1											1				
No.8	1											1				
No.9	1											1				
No.10	1											1				
No.11	1											1				
No.12	1											1				
No.13	1											1				
No.14	1											1				
No.15	1											1				
Sub Total	15				0	1	1	0	0	0	9	6	0	0	0	0
Rural Area																
No.16	1					1						1				
No.17	1					1						1				
No.18	1											1				
No.19	1											1				
No.20	1											1		1		
No.21	1					1	1	2								
No.22	1															
No.23	1															
No.24	1															
No.25	1															
No.26	1															
No.27	1					5		5				1		1		
No.28	1											1				
No.29	1					1	1	1								
No.30	1											1				
Sub Total	14	0	0	0	7	3	10	0	0	0	3	6	0	2	3	1
Grand Total	29	0	1	1	7	4	11	0	0	0	12	12	0	2	3	1
% of Total	100.0	0.0	3.4	3.4	24.1	13.8	37.9	0.0	0.0	0.0	41.4	41.4	0.0	6.9	10.3	3.4

Note:

- (1) : Depository
- (2) : Storage
- (3) : Cold storage
- (4) : Truck
- (5) : Pick-up
- (6) : Other vehicle
- (7) : Cart
- (8) : Loader
- (9) : Others

TABLE-SW-4: PROCUREMENT OF PRODUCTS, SETTLING OF ACCOUNT AND SELLING

	From where do you procure your agri. products?							When do you pay buying money?							To whom do you sell your agri. products?						
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(1)	(2)	(3)	(4)	(5)	(1)	(2)	(3)	(4)	(5)	(6)	(7)		
No.1 Santa Cruz							1														
No.2							1														
No.3							1														
No.4							1														
No.5							1														
No.6							1														
No.7							1														
No.8							1														
No.9							1														
No.10							1														
No.11							1														
No.12							1														
No.13							1														
No.14							1														
No.15							1														
Sub Total	0	0	0	0	0	0	15	14	2	0	0	1	12	3	6	3	0	9	0		
% of Subtotal	0.0	0.0	0.0	0.0	0.0	0.0	100.0	93.3	13.3	0.0	0.0	6.7	80.0	20.0	40.0	20.0	0.0	60.0	0.0		
No.16 Rural area							1														
No.17							1														
No.18							1														
No.19							1														
No.20							1														
No.21							1														
No.22							1														
No.23							1														
No.24							1														
No.25							1														
No.26							1														
No.27							1														
No.28							1														
No.29							1														
No.30							1														
Sub Total	9	0	0	1	0	0	6	12	9	0	1	0	11	3	8	5	0	8	1		
% of Subtotal	64.3	0.0	0.0	7.1	0.0	0.0	42.9	85.7	64.3	0.0	7.1	0.0	78.6	21.4	57.1	35.7	0.0	57.1	7.1		
Grand Total	9	0	0	1	0	0	21	26	11	0	1	1	23	6	14	8	0	17	1		
Grand Total	31.0	0.0	0.0	3.4	0.0	0.0	72.4	89.7	37.9	0.0	3.4	3.4	79.3	20.7	48.3	27.6	0.0	58.6	3.4		

Note:

- From where do you procure your agri. products?
 - : Buy from individual farmers directly at their fields.
 - : Buy from small dealers.
 - : Buy through farmers' organization.
 - : Buy from other wholesalers in Abast.
 - : Buy from other wholesalers in other markets.
 - : Buy from importers.
 - : Buy from individual farmers coming ABAST.

- When you buy products, how do you pay buying money?
 - : Pay all money at a time of buying.
 - : Pay a deposit, and balance pay later after selling.
 - : Pay a deposit, and balance pay through banks for selling.
 - : Implementing of consignment marketing.
 - : Others.

- To whom do you sell your products?
 - : To wholesalers in ABAST market.
 - : To wholesalers in other markets.
 - : To retailers in ABAST market.
 - : To retailers in other markets.
 - : To processing factories.
 - : To consumers.
 - : Others.

TABLE SD-5: TRANSPORTATION OF PRODUCTS AND MARGIN

	How to carry your products from collecting spot to markets?					To what extent your margin is?			
	(1)	(2)	(3)	(4)	(5)	-10%	10-20%	20-30%	30%-
Santa Cruz									
No.1						1			
No.2						1			
No.3						1			
No.4						1			
No.5						1			
No.6						1			
No.7							1		
No.8						1			
No.9							1		
No.10								1	
No.11								1	
No.12								1	
No.13								1	
No.14							1		
No.15								1	
Sub Total	0	0	0	0	0	7	3	5	0
Rural Area								1	
No.16	1								
No.17		1					1		
No.18				1					
No.19	1						1		
No.20				1					
No.21				1					
No.22				1					
No.23							1		
No.24		1							
No.25				1			1		
No.26				1					
No.27		1					1		
No.28				1					
No.29				1					
No.30	1								
Sub Total	3	3	0	8	0	3	8	2	0
Grand Total	3	3	0	8	0	10	11	7	0
% of Total	21.4	21.4	0.0	57.1	0.0	35.7	39.3	25.0	0.0

Note:
 1. How to carry your products from collecting spot to markets?
 (1) : By my own vehicles.
 (2) : By vehicles of my friend.
 (3) : By regular bus services.
 (4) : To carry products in trust with transporters.
 (5) : Others

TABLES-6: MARKETING PROBLEMS AND ESTABLISHMENT OF FARMERS' ORGANIZATION

	What problems do you have for your operation?							Q.7.1		In case of "Yes", what function do you expect the organization?								
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	Yes	No	(1)	(2)	(3)	(4)	(5)	(6)	(7)
Sumit Cruz																		
No.1	1	1	1	1	1	1	1	1	1	1		1						
No.2	1	1	1	1	1	1	1	1	1	1		1						
No.3	1	1	1	1	1	1	1	1	1	1		1						
No.4	1	1	1	1	1	1	1	1	1	1		1						
No.5	1	1	1	1	1	1	1	1	1	1		1						
No.6	1	1	1	1	1	1	1	1	1	1		1						
No.7	1	1	1	1	1	1	1	1	1	1		1						
No.8	1	1	1	1	1	1	1	1	1	1		1						
No.9	1	1	1	1	1	1	1	1	1	1		1						
No.10	1	1	1	1	1	1	1	1	1	1		1						
No.11	1	1	1	1	1	1	1	1	1	1		1						
No.12	1	1	1	1	1	1	1	1	1	1		1						
No.13	1	1	1	1	1	1	1	1	1	1		1						
No.14	1	1	1	1	1	1	1	1	1	1		1						
No.15	1	1	1	1	1	1	1	1	1	1		1						
Sub Total	15	15	15	15	15	14	15	11	2	15	0.0	14	0	6	0	4	3	0
Rural Area																		
No.16	1	1	1	1	1	1	1	1	1	1		1						
No.17	1	1	1	1	1	1	1	1	1	1		1						
No.18	1	1	1	1	1	1	1	1	1	1		1						
No.19	1	1	1	1	1	1	1	1	1	1		1						
No.20	1	1	1	1	1	1	1	1	1	1		1						
No.21	1	1	1	1	1	1	1	1	1	1		1						
No.22	1	1	1	1	1	1	1	1	1	1		1						
No.23	1	1	1	1	1	1	1	1	1	1		1						
No.24	1	1	1	1	1	1	1	1	1	1		1						
No.25	1	1	1	1	1	1	1	1	1	1		1						
No.26	1	1	1	1	1	1	1	1	1	1		1						
No.27	1	1	1	1	1	1	1	1	1	1		1						
No.28	1	1	1	1	1	1	1	1	1	1		1						
No.29	1	1	1	1	1	1	1	1	1	1		1						
No.30	1	1	1	1	1	1	1	1	1	1		1						
Grand Total	101	5	8	10	12	4	6	4		14	0.0	9	3	6	0	7	8	0
% of Total	25	20	23	25	27	18	21	15	3	29	0.0	23	3	12	0	11	11	0
	\$6.2	69.0	79.3	\$6.2	93.1	62.1	72.4	51.7	10.3	100.0	0.0	79.3	10.3	41.4	0.0	37.9	37.9	0.0

Note:

1. What problems do you have?
 - (1) : Narrow of dealing place.
 - (2) : Lack of low temperature storage.
 - (3) : Inconvenient of disposal and distribution of products.
 - (4) : Inconvenient of inter-transportation facilities.
 - (5) : Narrow of parking place.
 - (6) : Narrow of depository.
 - (7) : Mixture of retailers and farmers' shop.
 - (8) : Expensive rental fee.
 - (9) : Others
2. Q-7: If farmers establish a farmers' organization in their village, do you give a warm reception to it?
3. Q-7.1: In case of "Yes"
 - What function do you expect the organization?
 - (1) : Making easy for collecting agricultural products.
 - (2) : Making easy for selling across with producers in trade
 - (3) : Making easy for selling negotiation in trade.
 - (4) : Standardizing and quality control.
 - (5) : Increasing agricultural production.
 - (6) : Improving farmers living standard.
 - (7) : Others

*Feasibility Study
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Marketing System
in
Santa Cruz*

ANNEX 7

INSTITUTION AND ORGANIZATION

**ANNEX 7
INSTITUTION AND ORGANIZATION**

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ATTACHMENTS

Attachment I	Cooperative Law
Attachment II	People Participation Law
Attachment III	Memorandum of ASOHFRUT

ANNEX 7

INSTITUTION AND ORGANIZATION

1 GENERAL

Under the present legislation system in Bolivia, there are two methods for establishing a farmers' organization in which persons join together for the purpose of achieving common needs/objectives; one is to establish in conformity with the law, the other is to establish voluntarily without any restrictions imposed by laws. The former can usually acquire a juridical status with certain authorization while the latter lacks such backbone. Selection between two methods will entirely depend upon the judgment of the founders considering objectives and organizational systems, etc.

Furthermore, the farmers' organization having the juridical status will be classified into three: the first is a cooperative established in accordance with the Cooperative Law of 1958 (cf. Attachment-I); the second is a juridical person for the public benefit (Public Service Corporation) established in accordance with the Civil Code or the Labor Law, and the third is Farmers' Organization (OTB) organized in accordance with the Popular Participation Law of 1994 (cf. Attachment-II).

In general, the characteristics of voluntary organizations and cooperatives are rather on a private basis than OTBs organized as a public organ. Public legal persons such as ASOFRUT may be intermediate between the cooperatives and OTBs.

2 EXISTING ORGANIZATIONS IN THE STUDY AREA

In the agricultural sector in the Study area, there are all the three sorts of organizations mentioned above. The present condition of each representative organization is as follows:

(1) Voluntary Group/Organization

There are about 35 existing irrigation schemes in the Study area as of 1992 (Table A7.2-1). Almost all the schemes were constructed voluntarily by farmers themselves a good while ago without any governmental financial or technical assistance. The irrigation structures of these schemes except a few cases are very similar with simple intakes and small earth canals. The command areas and the number of beneficiaries of the schemes range from 7 ha to 533 ha and 10 to 800 respectively, with an average of 114 ha and 80 persons. Additionally, one big irrigation scheme is under construction in Comarapa municipality with German assistance. Before completion of the construction, the Project office is promoting the formulation of a beneficiaries organization with a total member of about 500 in order to operate and maintain the Project's facilities by farmers themselves.

In each scheme, an irrigation water users' group (WUG) has been organized with an objective of the operation and maintenance of its irrigation scheme. WUG has its own by-law as a private rule, in either written or unwritten forms. No WUG has registered yet but are deemed to be able to under either the Cooperative or Civil Law.

The existing WUGs are in good operation and well-maintained in general.

(2) Cooperatives

The Cooperatives Law has been enacted since 1958 in order to encourage formation of

autonomous and self-reliant cooperatives. The law is a general law of cooperatives and not a specific law like Japanese Agricultural Cooperatives Law. In essence, it is based on the following cooperative principle recognized internationally;

- All members have equal rights and obligations;
- Cooperatives are governed by democratic principles;
- Each member has the right to one vote no matter how much contribution one makes;
- The objective of cooperatives is not profit-making, but the joint action of members for their economic and social improvement; and
- Distribution of benefit shall be done in accordance with the work performed, not the amount of contribution.

In the Study area, there are 15 cooperatives as shown in Table A7.2-2; these cooperatives are classified into 1 agricultural cooperatives; 3 livestock cooperatives; 2 saving and credit cooperatives; 8 public services cooperatives and one worker consumers' cooperative. All of these cooperatives have already been registered as the Cooperative Law requires registration for titling an organization "cooperative".

As for the agricultural and livestock cooperatives are all collective production cooperatives on crops or livestock but without functions of marketing and credit. Generally, comprehensive agricultural cooperatives are very few in Bolivia except the cooperatives established in the Japanese colonial areas; Cooperative Agropecuaria Integral Okinawa Ltd. in Okinawa; and Cooperative Agrícola Integral San Juan de Yapacani in San Juan.

As for the services, cooperatives are involved in either water supply or electricity supply. Almost of all cooperatives are active at present, particularly public services cooperatives.

(3) Public Services Corporation

There are many public services corporations such as handicraft associations, cattlemen associations and transporter syndicates etc. in the Study area. The representative corporations in the agricultural sector, however, are the Association of Horticulture and fruits Producers (ASOHRUT), the Agricultural Commercial Association (EMCA) and the Central Association of Small Scale Agricultural Producers (CAPA), and Farmers' Syndicates.

While ASOHRUT covers the whole Santa Cruz Department, EMCA and CAPA covers only Comarapa municipality and Vallegrande provinces, respectively. Farmers' Syndicates have been organized in each existing community in Florida and Caballero provinces but not in Vallegrande though establishment of Syndicates in 1999 is under preparation. The number of Farmers' Syndicates is 31 or more as of August 1998 (Table A7.2-3).

Of these farmers' organizations, ASOHRUT, EMCA and CAPA have the intention to conduct agricultural marketing activities. However, these organizations have never implemented such activities for the members prefer individual sales of their products.

(4) Basic Territorial Organization (OTBs)

After the promulgation of the Popular Participation Law of No. 1551 on April 20, 1994,

Bolivian social and administrative situations have essentially been changed: To sum up, the organized people can directly participate in their own municipal development with a good control over financial resources of each Municipal Government.

OTB is defined as a subject of Popular Participation. It is a basic unit of community or neighborhood unit located in a specific territory. OTBs are recognized as juridical personality with the only requirement of registration according to the procedure specified in the Law. OTBs represent all the urban and rural population in a determined territory, such as urban areas of neighborhoods determined by the Municipal Government, and rural areas of the existing communities. In each territorial unit only one OTB is allowed to be established.

In the Study area composed of 7 cantons, there are a total number of 221 OTBs as shown in the Table A7.2-4.

Out of the total 221, 214 OTBs have been registered and others are in process of registration as of the end of March 1998. The greater part of the inhabitants in the Study areas, in particular rural areas, have been affiliated with OTBs replacing the traditional community organizations since 1994.

3 CONSIDERATION ON ESTABLISHING FARMERS' ORGANIZATIONS FOR THE O&M OF AGRICULTURAL COLLECTION AND DISTRIBUTION CENTER

As seen in the present condition in the Study area, farmers have usually established organizations voluntarily when they are under heavy pressure to achieve well-defined objectives. On the contrary, farmers' organization for agricultural marketing has not been developed well except for ASOFRUT, EMCA and CAPA.

While ASOFRUT once constructed collection centers in Samaipata and El Torno, the facilities have never been used as collecting centers and have now been converted to rental warehouses. Similarly, both EMCA and CAPA have never implemented agricultural marketing activities because of members' preference for individual sales.

The above phenomenon seems to be attributable to the following reasons:

- 1) The farmers were so far rather averse concerning the cooperative selling including shipping. Such an inclination is attributable to the fact s that farmers growing the crops in an off-crop season consider seriously the proper seeding time to attain the highest prices. In fact, the actual seeding time of tomato, for instance, vary considerably from farmer to farmer in irrigated areas. That is to say, there is some competition among vegetable growing farmers.
- 2) In the best season of vegetables, the prices in Abasto Market have often gone down due to excessive supply. In times of oversupply, market is turned into a buyers' market. As such, the cooperative shipping and selling in large scale would not operate favorably as it should. In this regard, farmers as well as the municipal government concerned wish to install cold storage in order to prevent price drop.
- 3) There is a close relationship between production area development and cooperative mass selling. While the Valley areas are major producing areas of fruits and vegetables with climatic advantage, these crops except a few kinds

of temperate fruits are also cultivated in the lowland areas of Santa Cruz Department. The technological level for growing these crops are much the same between the two. Thus, no specific advantages characterized by the crops produced in the Valley areas are found besides a little difference of harvesting time.

- 4) Farmers satisfied with the present marketing system are only about one third of the total 70 interviewees (Table A7.3-1). However, the discontent seems to be not so much against the present system as against low prices and opacities in dealings. Furthermore, no one has ever taken a progressive action to overcome their obstacles.
- 5) In addition to the above conditions of producers and producing areas, the peculiarity of Abasto Market leads farmers to maintain the present marketing system. Abasto Market has a mixed structure of wholesaling and retailing. And a number of wholesalers are unable to receive products in an ample amount restricted by their scale of business and capital. Furthermore, the dealings with wholesalers are usually on-the-spot transactions. Thus, farmers or dealers have to look for many receiving agents after arrival at Abasto Market.

However, there are some signs on the cooperative shipping and selling. Undoubtedly, the achievement of cooperative selling will have to go through each stage of joint activities beginning from transporting, sorting, shipping and finally selling. At present, transportation is a limiting factor for small-scale farmers for lack of vehicles or other transportation means. Thus, small farmers get together to carry their products in one truck, apart from selling products to dealers at the field. The farmers in the Study area also have critical minds on their harvesting, sorting and packing carried out by family labor with no machine. Farmers are particularly concerned about the rationalization of sorting currently conducted individually on the farm and packaging of perishable vegetables like tomato. In Vallegrande, there is a strong movement to organize a new farmers' organization for carrying out cooperative shipping including sorting and packaging.

The interview survey revealed the above farmers' concerns by figures; out of the 70 samples, 95% want to use shipping facilities. In contrast, 60% want more or less to ship individually. Those who want to use the facilities for collective activities count 20% for the use of shipping, 14% for shipping and sorting, and only 6% for shipping to selling (Table A7.3-2). In other words, farmers are positive in using shipping facilities but not yet ready for cooperative selling.

When the New Wholesale Market is established as an exclusive wholesale market, it would require rationalization of marketing system from producing areas to receiving points and the speedy and concentrated marketing system. Since fruits and vegetables are perishable, freshness is substantial. In order to fully demonstrate the function of the New Wholesale Market, collecting and shipping system should include putting products into standardized shipping units to enable swift sorting and grading.

4 BASIC CONCEPT OF FARMERS' ORGANIZATION FOR THE O&M OF AGRICULTURAL COLLECTION AND DISTRIBUTION CENTERS (C/D CENTER)

The combination of the body responsible for the actual construction of a collection and

distribution center (C/D center) and the administrative organization of the center are manifold as shown in Figure A7.4-1. While it is to be desired that C/D centers be established and managed by farmers' organizations with the contribution of farmers concerned, it would be very difficult and contingent on various conditions of farmers due mainly to the following reasons;

- As stated in the concept of C/D centers, the center has been considered not so much a mere agricultural collecting center as a nuclear facility for agricultural development of the Study area,
- Most farmers are unaware of the usefulness of a C/D center in the present circumstances;

The following system is proposed taking the above conditions into account:

- 1) The C/D center will be established by the Municipal Government based on the request of concerned OTBs.
- 2) The O&M of the center will be undertaken for the first five years by the existing farmers' organizations such as ASOHRUT under an agreement between the Municipal Government and a concerned organization (trustee).
- 3) Within the first five years, the trustee should make every effort to operate and maintain the C/D center effectively. When general users wish to establish a new users' organization with legal personality, the trustee shall hand over the O&M of the C/D center to the new users' organization with the concurrence of the Municipal Government.
- 4) The Municipal Government as well as trustee shall give guidance to the users on the following points:
 - The collection center has never functioned for controlling price fluctuation caused by oversupply of products;
 - The more farmers use the center, the more benefit is expected;
 - For successful cooperative shipping and selling, it is crucial that the improvement of product quality and farmers' cultivating technology take place at the same time;
 - The collection center has a close relationship with the New Wholesale Market where the regulations will be strengthened in terms of quality standards and residual chemical problems, etc.
 - While producers have to pay more attention to their product quality, the center will also contribute to the improvement of quality control through the provision of modern facilities.