

添付資料:1 参考文献

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添付資料 2: 調査スケジュール

【体制分析】

① 第一次現地調査

December	5	Mon	8:30 Meeting at JICA Office 9:45 Courtesy Call to General Director of IPEME 13:00 DIPPROM (Direcção para de produtos Nacionais), MIC 15:00 Fundo de Fomento Pesqueiro 18:00 JETRO Mission
	6	Tue	11:00 GAPI 12:30 INEFP 14:00 Direcção de apoio ao sector privado(DASP), MIC
	7	Wed	8:30 Instituto Nacional l de Investigação Pesqueira 10:00 Instituto para a Promoção das Exportações (IPEX) 11:30 IDPPE 13:00 IIAM 15:00 ADEL Maputo
	8	Thu	8:30 AMOMIF(Association of MFIs) 10:00 CTA 13:00 Cedarte 15:30 Mr. Chacuamba (Focul point in Nampla)
	9	Fri	9:00 Direcção Nacional de Comercio (DNC), MIC 15:00 Progress report to JICA
	10	Sat	Maputo
	11	Sun	Maputo → Xai Xai, Gaza
	12	Mon	8:30 Courtesy Call to Gaza DPIC 9:00 Interview with DPIC Focul Point 11:00 APDG (Service Provider) 14:00 SDAE Xai-Xai
	13	Tue	8:00 SDAE Manjacaze 14:00 SDAE Chokwe
	14		8:00 APRONAT 10:00 ISPG (Service Provider) Gaza → Maputo
	15	Thu	8:00 PROMER 10:00 HONEY Processor SHOPRITE, GREENARTE
	16	Fri	Report to IPEME 15:00 Report to JICA
	17	Sat	Departure of Maputo
	18	Sun	Arrival in Japan

② 第二次現地調査

Date	Place	Meeting
Jan 30th	Tokyo (Departure at 18:25)	
Jan 31st	Capetown (Arrive at 11:10)	
Feb 1st	Capetown (departure 19:50, arrive in Johannesburg at 21:50)	9:30-10:30 PHYTOTRADE (BDS Provider) 11:00 CERES (Organic certificate) 1:30-2:30 SABS (Organic Certificate) 3:30-4:30 South African Institute for Entrepreneurship
Feb 2nd	Johannesburg	African Craft Market Bonpack, Rap (to make appointments) Visiting stores 4:00 Bonpack (packing) Bryanston Organic & Natural Market
Feb 3rd	Johannesburg	African Craft Market Pick and Pay Earth Products (store) 12:00-1:00 Consol Consol (Showroom) SPAR
Feb 4th	Johannesburg (Departure 16:55)	Bryanston Organic & Natural Market WOOLWORTH Fresh Earth (store) Fruits & Roots
Feb 5th	Maputo	Compiling the data collected, Mr Takagi
Feb 6th	Maputo	JICA Mozambique INNOQ SNV
Feb 7th (Tue)	Maputo	9:00 Dutch Embassy Custom Authority, CPI (To make appointments) Woolworth
Feb 8th	Maputo	Custom Authority, CPI (To make appointments, follow up) 4:30 Mr. Mohan
Feb 9th (Thu)	Maputo	9:30 Custom Authority 11:00 UNIDO 14:00 DFID
Feb 10th (Fri)	Maputo	9:00 ILO 11:00 Institute for National Statistics 15:00 ACTIVA
Feb 11th(Sat)	Maputo	Compiling the data collected
Feb 12th(Sun)	Maputo	Compiling the data collected
Feb 13th	Maputo	8:00 CPI 10:00 Revenue Authority Mr. Jose
Feb 14th	Maputo	8:30 UNDP 10:00 AECID 13:30 IPEME
Feb 15th (Wed)	Maputo- Nampula	Mr. Chacuamba(DPIC Focal point)
Feb 16th (Thu)	Nampula	9:00 IPEX (Edificio Nampula) 10:30 Cepagri 14:00 SNV
Feb 17th (Fri)	Nampula	11:30 DPTURISMO 14:00 UCODIN 15:00 Clusa
Feb 18th(Sat)	Nampula	Compiling the data
Feb 19th(Sun)	Nampula	Compiling the data
Feb 20th (Mon)	Nampula	8:30 Adelna 10:00 Miruku 14:00 GAPI 16:00 DPDR
Feb 21st	Nampula	8:30 AGRICULTURA (Extensao Rural) DPA 1:00 IKURU 2:30 Women's bank
Feb 22nd (Wed)	Nampula	09:00-10:30Aciana/Cta/IDO 10:30WISSA 13:30 DPIC
Feb 23rd	Mozambique Island	SDAE 9:30 11:00 Local Producer
Feb 24th	Nampula	9:00 Olipa 11:00 RCRN

Date	Place	Meeting
Feb 25th	Nampula - Maputo	Compiling the data collected
Feb 26th	Maputo-Inhambane	Mr. Nelson Matsuo (Apiculture Expert)
Feb 27th	Maxixi	8:15 - 9:00 DPIC
		9:45 - 11:15 ADEI
		13:00 - 14:30 FOPROI
		15:00 Scoochio limitada
Feb 28th	Vilankulos	11:00 - 12:30 Dona Ana
		13:00 Piripiri producer
		14:00 - 15:30 SDAE Vilankulos, JOCV
		16:00 Market visits
Feb 29th	Vilankulos-Maputo	Aguadente Producer
Mar 1st	Maputo	Compiling the data collected
Mar 2nd	Maputo	Preparation for consumer survey
Mar 3rd	Maputo	Writing reports/Compiling the data collected
Mar 4th	Maputo	Writing reports/Compiling the data collected
Mar 5th	Maputo	IPEME, Preparation for consumer survey
Mar 6th	Maputo	11:00 UNIDO
		15:00 consumer survey
Mar 7th	Maputo	9:00 Danish Embassy, 2 Consumer survey
Mar 8th	Maputo	TV conference
		10:00 Consumer survey
		15:00 Consumer survey
Mar 9th	Maputo	DPIC, SDAE phone interview, Compiling the consumer survey
Mar 10th	Maputo	Writing reports/Compiling the data collected
Mar 11th	Maputo	Writing reports/Compiling the data collected
Mar 12th	Maputo	9:00 Gapi (training)
		11:00 UNIDO
		14:00 AECID
Mar 13th	Maputo	DPIC, SDAE, IPEME phone interview
Mar 14th	Maputo	DPIC, SDAE phone interview
Mar 15th	Maputo	10:00 IPEME, CoRE
		11:30 DNC
Mar 16th	Maputo	9:00 IPEME
		16:00 JICA Mozambique Office
Mar 17th	Maputo	Writing reports
Mar 18th	Leaving Maputo	
Mar 19th	Arrive in Japan	

【マーケティング・市場・流通】

① 第一次現地調査

日時			場所	訪問・インタビュー先
2011	Nov.	20th (Sun)	Departure of Japan	
		21st (Mon)	Maputo	10:45 Arrival 14:00 JICA での調査方針説明(高木専門家も参加) 高木専門家との打ち合わせ
		22nd (Tue)		・ワークプラン説明 (IPEME) ・Mtg with ユーカリグループ (at IMPEME) ・マプトスーパーマーケット店頭調査
		23rd (Wed)		11:00 IPEME 局長表敬 ・Super Mares 店頭調査 ・Woolworth マネジャーと面会
		24th (Thu)	8:00-10:05 TM190 Maputo-Nampula	・14:00 ナンプラ DPIC 局長表敬 ・PM: DPIC 担当者との調査スケジュール等に係る打ち合わせ ・主要市場の調査
		25th (Fri)	Nampula	・店舗 マネジャーへのアポ取り (MIAG、Super mercado ideal、FRUIT DE AFRICA) ・キャッサバ他加工品生産者 (WISSA) 訪問、商品出荷先 (ADAM) での調査 ・JETRO カシューナッツ輸入調査団との面会
		26th (Sat)		・高所得者向けレストラン (gieassol-nampula hotel) マネジャーへのアポ取り
		27th (Sun)	13:45- TM Nampula-Maputo	・店舗 マネジャー面会の日程調整 (ナンプラ)
		28th (Mon)	Maputo	・JICA との打合せ ・包装業者アポ取り
		29th (Tue)		・包装資材調査 (ARKEY PLASTIC、TOPA international Maputo, Lda、Flexo)
		30th (Wed)		・包装資材調査 (SHIMADA International, LDA、Riplex、CARMOC)
	Dec.	1st (Thu)		・包装資材調査 (Jota, Lda、Donnatina)
		2nd (Fri)		14:30 Favos de Mozambique
		3rd (Sat)		情報整理
		4th (Sun)		PM(適宜): ホテルにて川合氏と打ち合わせ
		5th (Mon)		8:30 JICA 事務所中間報告(佐藤氏)/調査方針打ち合わせ(川合氏) 9:45 IPEME 局長表敬 ・包装: 見積書作成依頼、サンプル商品入手 (Jota, LDA) 18:00 Mtg with JETRO Mission
		6th (Tue)		8:30 DonnaTina ・包装資材調査 (SHIMADA International, LDA、Riplex、CARMOC)
		7th (Wed)		・包装: 見積書作成依頼、サンプル商品入手 (ARKEY PLASTIC、TOPA international Maputo, Lda、Flexo) ・情報整理、報告書作成
		8th (Thu)		・包装: 見積書作成依頼、サンプル商品入手 (SHIMADA International, LDA、Riplex、CARMOC)・情報整理、報告書作成
		9th (Fri)		8:40 to IPEME ・包装: 見積書回収 15:00 JICA 報告
		10th (Sat)		Departure of Maputo
		11th (Sun)		Arrival in Japan

②第二次現地調査

日時		場所	訪問・インタビュー先
2012	Feb.	4th (Sat)	Departure of Japan
		5th (Sun)	Arrival at Maputo
		6th (Mon)	9:00 JICA 打合せ IPEME 表敬
		7th (Tue)	12:00 Shoprite 14:00 MPD バスターミナル訪問(輸送コスト調査)
		8th (Wed)	バスターミナル訪問(輸送コスト調査) 11:00 CARMOC 14:00 Flexo 16:00 Arkay Plastics
		9th (Thu)	9:00 Mares LDA 11:00 Flemingo 14:00 Pick n Pay 16:30 Premier
		10th (Fri)	9:00 Pick n Pay 11:00 Flemingo 15:30 Acima
		11th (Sat)	9:30 MPD 11:00 Woolworth
		12th (Sun)	情報整理、高木専門家と打合せ(消費者ニーズ調査)
		13th (Mon)	8:30 Glenscare(輸送業者) 16:00 Woolworth(Mares LDA)
		14th (Tue)	10:00 Polana Selena Hotel 13:30 IPEME 16:00 JICA
		15th (Wed)	Maputo to Nampula バスターミナル訪問(輸送コスト調査)
		16th (Thu)	バスターミナル訪問(輸送コスト調査) 15:00 Casa Adamo 17:00 Super Mercado Ideal
		17th (Fri)	統計局ナンブラ支局 バスターミナル訪問(輸送コスト調査) 15:00 Fruits de Africa
		18th (Sat)	情報整理
		19th (Sun)	情報整理
		20th (Mon)	7:00~9:30 CDN ナンプラ TrainStation バスターミナル訪問(輸送コスト調査) 14:00 MIAG
		21st (Tue)	8:30 Prestigio Supermarket 13:00 Frutas de Africa
		22nd (Wed)	バスターミナル訪問(輸送コスト調査)
		23rd (Thu)	・包装資材調査(ACAI INDUSTRIA NAMIALO、OASIS、kITPLUS)
		24th (Fri)	・包装資材調査(ARKAY Plastic) バスターミナル訪問(輸送コスト調査)
		25th (Sat)	Nampula to Maputo 情報整理
		26th (Sun)	情報整理
		27th (Mon)	11:00 MAESTRO HOTELARIA E COMERCIO 包装コスト追加調査(見積書再回収)
		28th (Tue)	9:00 CLASSICA HAND MADE 14:00 The BALI Shop 包装調査先へ電話調査
		29th (Wed)	包装コスト追加調査(見積書再回収) 追加市場調査(Polana Selena Hotel、CLASSICA HAND MADE)
	Mar.	1st (Thu)	・税関(関税について情報収集) ・MIC(関税について情報収集)
		2nd (Fri)	包装コスト追加調査(見積書再回収) マプト市統計局(INE)
		3rd (Sat)	情報整理
		4th (Sun)	情報整理
		5th (Mon)	8:30 IPEME 消費者ニーズ調査打合せ バスターミナル訪問(輸送コスト調査)
		6th (Tue)	商工会議所(包装業者情報収集)

	7th (Wed)		MIC(賞味期限、品質認証情報収集)
	8th (Thu)		11:30～12:30 TV 会議
	9th (Fri)		マプト市統計局(INE)
	10th (Sat)		情報整理、報告書作成
	11th (Sun)		情報整理
	12th (Mon)		報告書とりまとめ
	13th (Tue)		報告書とりまとめ、追加調査
	14th (Wed)		マプト市統計局(INE)
	15th (Thu)		報告書とりまとめ
	16th (Fri)		9:00 IPEME 報告会
	17th (Sat)		16:00 JICA モザンビーク事務所報告会
	18th (Sun)	Departure of Maputo	資料整理
	19th (Mon)	Arrival in Japan	

添付資料 3: CaDUP ロードマップ

SCHEDULE FOR THE PREPARATION OF ONE VILLAGE ONE PRODUCT PROGRAM IN MOZAMBIQUE

ROAD MAP FOR THE MOZAMBIQUE OVOP PROGRAM

Period – May 2008 to February 2009

Month	Event	Action Required	By Who	Status
	PREPARATION			
June, 2008	(i) Preparation of the Concept Paper	- OVOP draft Concept paper to be drawn up	UTPIR	To be done by end of June, 2008
	(ii) Explanation of concept paper to the relevant agencies	- Meetings set with relevant agency	UTPIR	To be done by end of June, 2008
	(iii) Establishment of the "Interim OVOP Committee"	- Nomination of the interim committee members	UTPIR	ASAP
	(iv) Discussion on the budget for the establishment of the OVOP Committee in FY2008/2009	- Budget to be drawn up for the OVOP project - Presentation of budgetary requirements for the OVOP project by UTPIR to MOF	UTPIR	To be done by end of June, 2008 (If possible)
July, 2008	(i) Presentations to be made on the OVOP training in Japan	- Presentations to be made on the training undertaken	Japan OVOP training ex-trainees	To be done by early July, 2008

	(ii) Preparation for the establishment of the OVOP committee	- Relevant ministries/organizations to be identified and initial meetings held with the stakeholders	UTPIR	To be done by end July, 2008
	(iii) Study of the current outreach system in the districts	- Study to be conducted	Interim OVOP Committee	By end Jul, 2008
	(iv) Study on Outsourcing of OVOP services	- Study to be conducted	Interim OVOP Committee	By end Jul, 2008
August-October, 2008	(i) Consensus on commencement of the OVOP project among all relevant agencies	- UTPIR to steer the process of getting this consensus	Interim OVOP Committee	By end Aug, 2008
	(ii) Establishment of the OVOP Committee or OVOP Secretariat depending on budgetary allocations	- Committee established	UTPIR	To be finalized by end Aug, 2008
	(iii) Preparation strategic paper	- OVOP draft Strategic paper to be drawn up	All relevant stakeholders/OVOP Committee/Secretariat	By end September, 2008
	(iv) Preparation of the OVOP guidelines	- Guidelines to be drawn up	OVOP Committee	By end, October 2008
November-January, 2009	(i) Review of the Strategic Paper	- Stakeholders to review the Strategic OVOP Paper	All stakeholders	By end-November, 2008
	(ii) Review of the OVOP guidelines	- Guidelines to be refined through a consultative process	OVOP Committee	By end-November, 2008

	(iii) Establishment of outreach system	- Coordination with existing district committees	Various District Committees	By end of December, 2008
	(iv) Coordination with service providers/private sector/NGOs/MFIs	- Identification of these service providers and creating necessary partnerships e.g sub- contracting etc	OVOP Committee	By end January, 2009
February, 2009~	IMPLEMENTATION			
	(i) Start to promote concept to target district	- OVOP workshops in pilot districts	IPEC	Early February, 2009
	(ii) M& E for the OVOP projects	- Set the M & E guidelines for the OVOP project	OVOP Committee/OVOP District Committees	By end February, 2009
2009	(i) Dispatch of the JICA expert	- Arrival of JICA expert to MOZAMBIQUE	JICA	No Tentative date yet

添付資料 4: DPIC 各部署の役割

DEPARTMENT OF INDUSTRY

- Manage; organize, submission of the licensing processes of industrial establishments at the provincial level,
- Prepare (opinion) reports and carry out an investigation of the licensing process under the central
- Undertake surveys and classification of industrial establishments before the start of activities,
- Arrange the industrial registration and keep it always updated according the policies in the sector,
- Ensure the organization and delivery of updated data to the central level on all industrial units under the guardianship,
- Collect, organize and process the statistical data of industrial production across the province,
- Keep an updated inventory of industrial patrimony

DEPARTMENT OF TRADE

- Implement the trade policies and business strategies of agricultural commercialization and supply the population,
- Schedule, coordinate, monitor agricultural commercialization,
- Maintain secure connection between production, commercialization and supply of consumer goods
- Ensure the data collection on markets and prices,
- To guide, organize and develop the commercial licensing and services provisions,
- Keep updated inventory and record of trade and goods and services,
Monitor the programs of exports and imports in the province

PROVINCIAL INSPECTION

- Creating methods that contribute to the education and prevention of violations of the law by economic agents in carrying out daily activities,
- Inspect industrial, commercial activities and services provision at the provincial level,
- Propose and implement methods and standards for the undertaking of inspection and supervision of the industrial, commercial and services provision network;
- Monitor compliance with laws in all activities,
- Develop and propose measures to be taken on any violation of the law detected during surveillance,
- Respond to complaints made by economic agents and public in general;
- Schedule inspections and internal audits

DIVISION OF STUDIES AND ECONOMIC ANALYSIS

- Develop project plans and territorial programs, annual, triennial, quinquennial (lasting five years) and submit them to the central and local bodies
- Prepare balance reports of the plans and territorial, annual, semi-annual, quarterly programs and submit them to the Ministry of Industry and Trade and the provincial government,
- Follow up the implementation of regional plans and territorial programs of the sector,
- Seek cooperation with competent institutions for the study and drafting of plans to expand the activities of industry and trade, consider the elements for the production of newsletters
- Collect, compile and systematize information on industrial production and trade,
Perform other activities of the sector within the plan of the Provincial Government.

DIVISION OF ADMINISTRATION AND FINANCE

- Dealing with matters of expediency and its file,
- Organize, execute and monitor budgets of Permanent funds, of investments and assigned revenues.
- Proceed to record all operations according to law,

- Organize and prepare updated information on the execution of the funds, and propose plans to procure equipment and ensure the rational use of state assets
- Ensure the proper implementation of the use of state property assigned to the institution,
- Collect revenue resulting from fines, licenses, and provision of services under the law,
- Ensure maintenance of equipment and materials management and documentation for the functioning of the institution.
- Carry out other tasks embedded in the sector of the Provincial Government

DIVISION OF HUMAN RESOURCES

- Coordinate and control the management and administration of human resources at the provincial directorate of Industry and trade, according to the rules, programs and plans defined at the high level,
- Carry out all services relating to staff and maintain the updated records;
- Ensuring periodic provision of information on the staff to the Ministry of Industry and Trade;
- Ensure the execution of administrative acts related to labour law status of the personnel under local management,
- Encourage training, capacity building, training and evaluating staff performance,
- Propose plans to train staff from the Provincial Directorate of Industry and Trade and ensure their implementation,
- Issue opinions on individual applications of the staff regarding the continuation of studies or attending courses,
- Organize and propose to hold contests for promotion and recruitment,
Develop a proposal for the staff of the Provincial Directorate of Industry and Trade and submit for approval at high level
- Conduct other activities from of its scope embedded in the Provincial Government.

Gapi's Training Courses

Nº	Course	Objective	Number of Trainees	Duration
1	<i>Cultural & Creative Industries Management</i>	<i>To support artists or creative workers of the cultural activities such as modern or traditional to improve the income of their businesses, through the correct use of the management methods.</i>	102	10 Days or 80 Hours
2	<i>Women Entrepreneurship Development</i>	<i>To support Organizations and Institutions to improve their efficiency and effectiveness and by this way, contributing to increasing the capacity of enterprise development of women, through the improvement of techniques of research, creation of networks and associations, access to the market and a broadly specter of BDS (Business Development Services).</i>	40	7 Days or 56 h
3	<i>Women Entrepreneurs Associations (WEA)</i>	<ul style="list-style-type: none"> <i>– Sensitizing about gender inequalities faced by the major Women Entrepreneurs including the one with disability and suggest forms to face these challenges through the creation of sensible services to gender in the WEA;</i> <i>– To guarantee that the WEA influence politics and decisions in their Organizations or Associations.</i> <i>– To guide women in the creation and management of WEA.</i> <i>– To construct/build administrative techniques, organizational and financial abilities of Women Associations in order to enable Women Entrepreneurs to carry out better services to their members.</i> <i>– To promote linkages between the WEAs and other Regional Organizations and other key Stakeholders of the private sector.</i> 	38	5 Days or 25 h
4	<i>Qualification Carpenters Course</i>	<ul style="list-style-type: none"> <i>– To analyze project elements, schemes and other specification techniques in order to identify measures, materials and other indications related to the work to be done;</i> <i>– To realize/make measurements in the work station</i> <i>– Select materials, machines, tools and means according to the job to be carried out as planned.</i> 	125	15 Days or 120 Hours

		– To do/carried out the tasks described in project by strictly observing Hygiene and Safety rules.		
5	Qualification Masons Course	To provide to the workers the necessary training to develop their personality and professional qualification, aiming at improving the methods and quality of the work.	125	15 Days or 120 Hours
6	MS Project and Strategically Planning Qualification Course	<ul style="list-style-type: none"> – To train the participants in the management of projects including time, personnel and costs, using the MS-Project Program in order to answer rapidly and efficiently to response the current market demands. – To identify to tasks and critical aspects in the project. – To improve the fulfillment deadlines that were set up as well as readjustments in case of delays. – To elaborate budgets, to calculate the costs of services provision; – To elaborate a financial plan of the business or budget of the Business Plan; – To elaborate the Cash Flow; – To apply the principles of Financial Management; – To apply the principles of Financial management of a Work Contract. – To carry out Procurement (How to buy for a business). 	15	5 Days or 37,5 Hours
7	Associative Development Course	To support diverse Organizations to design Ideal Models for Associations.	1,248	5 Days or 25 h
8	Leadership Course	To support Organizations to introduce models of effective leadership.	75	4 Days or 25 Hours
9	Landing and Saving Organizations Course	To create financial systems in low income communities.	3,308	5 Days or 25 Hours
10	Conflict Management Resolution	To support Communities and Institutions to manage and solve possible problematic situations that may appear in the course of development of their activities.		3 Days or 15 Hours
11	Conservation Principles and Natural	To support Communities in the design of sustainable development programs, elaboration of models for natural resources management, policies,		5 Days or 40 Hours

	<i>resources Management</i>	<i>principles and rules oriented to preservation as well as the rational use of the available resources from the nature.</i>		
12	<i>Communication Techniques</i>	<i>To introduce to trainees to forms and models of communication that are appropriate to their organizations.</i>		<i>3 Days or 15 Hours</i>
13	<i>Expand Your Business</i>			
14	<i>Business EDGE</i>	<i>Business Edge is a training methodology of IFC (International Finance Corporation) designed to strengthen the abilities of management of entrepreneurs, managers of Small and Medium Enterprise (SMEs) apart from collaborators of the intermediate management of great companies/ Enterprises.</i>		<i>From 1 day (6 Hours) to 2 days (12 Hours) per Module</i>
15	<i>Concepts and Techniques Microfinance</i>			
16	<i>Lodging Services Marketing</i>	<i>To introduce methods of dissemination and presentation of Hotel Service Units that allow to the attract a considerable and increasing number of customers.</i>		<i>2 Dias (14 Hours)</i>
17	<i>Operating a business of sustainable Lodging</i>	<i>To introduce management models for hotel units..</i>		<i>1,5 Days or 10,5 Hours)</i>
18	<i>Hosts Assistance (Basic 1)</i>			<i>1 Day or 7 Hours</i>
19	<i>Hosts Assistance (Advanced 2)</i>			<i>1 Day or 7 Hours</i>
20	<i>Generate Your Business Idea (GYBI)</i>	<i>The objective of this Course is to train the participant so that he/she is capable of:</i> <ul style="list-style-type: none"> <i>– creating some business-oriented ideas;</i> <i>– selecting the best ideas using the SWOT analysis method</i> <i>– make the market appraisal for his/her own business</i> <i>– design a action plan</i> 	<i>3,755</i>	<i>4 Days or 23 Hours</i>

21	<i>Start Your Business (SYB)</i>	<p><i>With this Course the participant is qualified to:</i></p> <ul style="list-style-type: none"> <i>– identify his/her entrepreneurial characteristics;</i> <i>– describe his/her business idea;</i> <i>– develop a marketing plan of his/her business;</i> <i>– define his/her legal responsibilities;</i> <i>– Elaborate/develop his/her business plan;</i> <i>– To learn basic concepts of management</i> 	6,935	10 Days or 50 Hours
22	<i>Improve Your Business (IYB)</i>	<i>To support existing entrepreneurs to improve the management of their businesses in order guarantee their continuity and sustainability.</i>	2,341	5 Days or 25 Hours
23	<i>Starts and Improve Your Construction Business (SIYCB)</i> <i>Composed by 12 Training modules/packages according to the need of specific group;</i>	<p>MODULE 1: TO UNDERSTAND THE BUSINESS PRINCIPLES <i>To help potential Entrepreneur to understand the functioning of basic business principles..</i></p>	296	1 Day or 3 Hours
		<p>MODULE 2: UNDERSTAND THE PRINCIPLES OF BUSINESS CONSTRUCTION <i>To help to understand the processes and structures within the Constructions Industry and how it works.</i></p>	296	1 Day or 3 Hours
		<p>MODULE 3: START YOUR CONSTRUCTION BUSINESS <i>To support the trainees to follow the necessary steps to initiate a construction business.</i></p>	296	4 Days or 20 Hours
		<p>MODULE 4: MARKETING YOUR BUSINESS <i>To assist the trainees to:</i></p> <ul style="list-style-type: none"> <i>– explore the role of marketing objectives in the life of a contractor.</i> <i>– develop and use appropriate management tools that will help to promote their business.</i> <i>– understand and to describe the importance of supplying/providing to customers good quality services and products.</i> 	296	2 Days or 10 Hours
		<p>MODULE 5: GAINS WORK - PRICE AND TENDER <i>To provide conditions that allow success in a construction business.</i></p>	296	4 Days or 20 Hours

		MODULE 6: CONCLUDE/FINISH YOUR WORKMANSHIP <i>This module was drawn to help Entrepreneur to terminate their Contracts on time, within or according to the agreed budget followed the specified quality standards.</i>	296	5 Days or 25 Hours
		MODULE 7: RESOURCE MANAGEMENT <i>The objective of this module is to provide to participants with capacities to manage their resources effectively .</i>	296	3 Days or 15 Hours
		MODULE 8: DESIGNING THE BUSINESS STRATEGY <i>The objective of this Module is to help the participant to design a very good Strategic Plan</i>	296	1 Day or 5 Hours
		MODULE 9: BUSINESS MANAGEMENT <i>To understand some of the most important principles on how to manage with success his/her construction business.</i>	296	1 Day or 5 Hours
		MODULE 10: FULFILLMENT OF REQUIREMENTS <i>To make sure that participants or entrepreneurs will follow the prescribed obligations.</i>	296	1 Day or 5 Hours
		MODULE 11: CREATING SUPPORTING STRUCTURES <i>To enable the participant to create effective networks.</i>	296	1 Day or 3 Hours
		MODULE 12: GROWING YOUR CONSTRUCTION BUSINESS <ul style="list-style-type: none"> – Why do you want to grow/improve your construction business? – Establishing goals for the company – What to do in order to achieve/reach the goals? 	296	1 Day or 5 Hours
	Training Of Trainers (TOT)	<i>The purpose of this training it is to:</i> <ul style="list-style-type: none"> – enable the potential trainers to be able to design, conduct, monitor and assess/evaluate Capacity Seminars of training of potential entrepreneurs and the respective follow up of activities in a specific program or training package. 	238	10 Days or 80 Hours

添付資料 6: INNOQ 認証（食品関連基準のみ抜粋）

PRICE LIST OF STANDARDS PUBLISHED

2. NM4: 2009 - Cereals - Specifications for corn including methods of analysis and sampling. - 340.00
3. NM 5: 2005 - Cereals - Specifications for flour and meal of corn including methods analysis and sampling. - 500.00
4. NM 6: 2005 - Cereals - Specifications for wheat and durum wheat including methods of analysis and sampling. - 340.00
5. NM 7: 2000 - Cereals - Specification for wheat flour including methods of analysis and sampling. - 500.00
6. NM 9: 2005 - iodized cooking salt. Specification, including the methods and iodization analysis. - 340.00
16. NM 19: 2005 - Natural mineral water specifications. - 500.00
17. NM 20: 2005 - Standard honey. - 500.00
18. NM 21: 2007 - Cashew nuts. Specifications. - 340.00
19. NM 22: 2007 - Almond Cashew. Specifications. - 340.00
20. NM CAC / RCP 22, 2009 - Recommended International Code of Good Hygiene Practices for Peanuts. - 820.00
23. NM 24: 2006 - Papaya - Specifications. - 340.00
24. NM 25: 2006 - Pineapple - Specifications. - 340.00
25. NM 26: 2007 - Banana - Specifications. - 340.00
45. NM 42: 2007 - Standard for general labeling of pre - packed. - 500.00
46. NM 43: 2007 - Manga - Specifications. - 340.00
47. NM 44: 2007 - Litchi - Specifications. - 240.00
48. NM CAC / RCP 44: 2007 - International code of practice recommended for packaging and transportation of fresh tropical fruits and vegetables. - 500.00
49. NM 45: 2007 - Black tea - Definition and basic requirements. - 240.00
50. NM 46: 2007 - Tea - Sampling. - 340.00
51. NM 47: 2007 - Tea - rating by analysis of particle size. - 240.00
52. NM 48: 2007 - Oils and fats are not covered by individual standards. - 340.00
53. NM 49: 2007 - Plant oils specific. - 660.00
54. NM 50: 2007 - Black Tea - Vocabulary. - 660.00
55. NM 51: 2007 - cassava flour for food use - Specification. - 240.00
56. NM 52: 2007 - Rice - specifications. - 500.00
59. NM 54: 2008 - general principles for food hygiene. - 1250.00
60. NM 55: 2008 - Green Bananas - Guidelines for storage and transport. - 340.00
61. NM 56: 2008 - Bread Specifications - 820.00
62. NM 57: 2008 - Code of practice for the processing of cashew nuts. - 340.00

63. NM 58: 2008 - Recommended International Code of Hygiene for Nuts Arboreal. -340.00
64. NM 59: 2008 - Code of Practice for the prevention and reduction of contamination arbóreas.420
aflatoxins in nuts, 00
77. NM 69: 2008 - Orange - especificações.500, 00
78. NM 70: 2008 - Grapefruit - especificações.340, 00
79. NM 71: 2008 - Citrus especificações.340, 00
80. NM 72: 2008 - Fresh Pineapple - storage and transportation. - 340.00
81. NM 73: 2008 - Corn-kid specifications. - 240.00
83. NM 74: 2008 - Reno potatoes for consumption and storage rules. - 500.00
84. NM 75: 2008 - Fresh tomato - Specifications. - 500.00
85. NM 76: 2008 - Peanut - Specifications. - 340.00
86. NM 77: 2008 - Code of Practice for prevention and reduction of contamination peanuts for aflatoxin. - 500.00
87. NM 78: 2008 - Code of good practice for establishments processing industries peanut. - 340.00
88. NM 79: 2008 - Seed production of sunflower oil. - 240.00
95. M 86:2009 - Green beans - Specifications. - 340.00
96. NM 87:2009 - Biscuits - Specifications. - 340.00
97. NM 88:2009 - Pasta - Specifications. - 500.00
98. NM 89:2009 - Fresh Cassava for food use - Specification. 340.00
99. NM 90:2009 - Green beans - Storage and refrigerated transport. - 340.00
100. NM 91:2009 - Code of Practice for the processing of the grate. - 340.00
106. NM 97: 2009 - Code of Practice for poultry production. - 500.00
107. NM 98: 2009 - Code of Practice for food hygiene. - 820.00
108. NM 99: 2009 - Procedures Code of Good Manufacturing Practices and / or Processing for Improvement of Salt - 340.00
109. NM 100: 2009 - Code of practice on good animal feeding. - 500.00
110. NM 101: 2009 - Code of Practice for the international food trade. -240.00
114. NM 105: 2009 - Egg - Specifications. - 240.00
115. NM 106: 2009 - Eggs in shell - Specifications. - 340.00
116. NM 107: 2009 - Hen eggs - specifications. - 340.00
119. NM 110: 2009 - Sugar - Specifications. - 340.00
120. NM 111: 2009 - Ginger - Specifications. - 240.00
121. NM 112: 2009 - Sisal - Specifications. - 240.00
123. NM 114: 2009 - Vulgar Beans - Specifications. - 240.00
124. NM 115: 2009 - Butter - Specifications. - 240.00
190. NM 180 2010 - Frozen Shrimp. - 340.00

191. NM 181 2010 - not gutted and gutted fish. - 340.00
192. NM 182 2010 - Model certificate of the fish. - 340.00
193. NM 183: 2010 - Beer - Specifications. - 340 - 00
194. NM 184: 2010 - Concentrated milk - Specifications. - 340.00
195. NM 185: 2010 - Milk - classification. - 240.00
196. NM 186 2010-common Soap - Bars and blocks. - 240.00
198. NM 187: 2010-Common soaps (liquid and paste) - Types and Characteristics. - 340.00
202. NM 190: 2010 - Fruit Juices and Nectar - Specifications. - 660.00
203. NM 191: 2010 - Garlic - Specifications. - 340.00
204. NM 192: 2010 - Onion - Specifications. - 340.00
205. NM 193: 2010 - Carrot - Specifications. - 240.00
206. NM 194: 2010 - Sprouting Cabbage - Specifications. - 340.00
207. NM 195 2010 - Canned Fruits Code. 340.00
246. NM 223: 2010 - Soft Drinks. - 340.00
247. NM 224: 2010 - spirits. - 240.00
248. NM 225 2010 - canned meat. - 240.00
249. NM 226 2010 - Beef lunch. - 340.00
293. NM 284: 2010 - Standard Soy. - 340.00
294. NM285: 2010 - sesame seeds - Specification. - 240.00
295. NM 286 2010 - Code dried fruit. 340.00
296. NM 288 2010 - Inspection of canned foods. - 340.00
297. NM 289 2010 - Fruit Salads - Specifications. 340.00

Shop	Premier				
Date	Feb. 9th, 2012				
Q1 Profile of the Store/Shop					
Information of Respondent					
Name and type of business	Supermarket				
Contact number(s)	823187160				
Address					
Year of establishment	2002				
Number of staff/employees	372 in the store, 164 in warehouses , 13 MRT				
Name and job title of the contact person	Mr. Paul Kayton, General Manager PAULCAYTON@gmail.com				
Q1-1 What is the parent company of “the store/shop”?	Premier Group				
Q1-2 What is the nationality of capital?	Mozanbiquan. Hussein Ali Ahmad (Lebanese) is the owner.				
Q1-3 How much is the sales of the store for the last year?	not available				
Q1-4 What are the marketing concepts of the store?	-Direct distribution of leaflets to Media; radio and TV CM -One stop solution from food to furniture -Clean, tidy store -Good standard of service				
Q1-5 What is the quality of consumers of the store (e.g., age group, sex, economic class, residential area, occupation,	8,500 - 10,000 customers/month. Broadly from the country; middle and upper class.				
Q1-6 What are the reasons do you think that the customers shop at this store?	-central location -easy parking -everything at one stop -tidy -wide range of items -price -mostly good quality				
Q1-7 What type of transportation do the customers use to come to the	taxy, bus, private car				
Q2 Sales of the products that are made in Mozambique: very few in Premier					
Q2-1. What are the three items that are made in Mozambique best sold in quantity in the	1.water	2.maize flour	3. nuts (cashew and etc.)		
Q2-2 What are the customers’ usages of these items?(e.g., “maize powder: for making Nsima, and making porridge”)					
Q2-3 Where are these items produced?	North Mozambique	North Mozambique	North Mozambique		
Q2-4 What is the supplier of each item? (e.g., wholesaler / broker / processor / producer / manufacturer)	wholesaler	wholesaler	wholesaler		
Q2-5 How much does your store buy each item in amount?	6,000 - 10,000 bottles, in all sizes	8,000 - 10,000 bags (1 kg/bag)	1,500 - 2,000 containers (300g/container)		
Q2-6 What is the buying price of each item?	not available	not available	not available		
Q2-7 How much do you sell each item in amount?	same as bought	same as bought	same as bought		
Q2-8 What is the selling price of each item?	25MT/500ml 45MT/1L 170MT/5L	45MT/kg	40MT/300g(cashew)		
Q2-9 How much is each item produced in amount? (If the respondent knows)	no idea	no idea	no idea		
Q2-10 What are your comments on the products that are made in Mozambique in general?	-Quality is good, but supply is unstable -No manufactures of processed food, hard ware, tools, electric appliances, apparel, so need imported ones				

Q4 Logistic Channel for the Potential CaDUP Products					
Q4-2 Questions are regarding (2) cashew nut.					
Q4-2-1 What kind of suppliers is your store buying from? (put	wholesaler				
Q4-2-2 How many suppliers do you buy from?	4 - 5				
Q4-2-3 What are the names of top 3 main suppliers?	1.TROPIGALIA 2.SOTICO 3. TERRAME				
Q4-2-4 What variety of cashew nut do you sell in the store? (e.g., types, sizes, brands, etc.) Tell us the variation by each	Plain, Salted, Piri-piri, BBQ. 2 sizes.				
Q4-2-5 How much does your store buy the item in amount?	1box x 30 bottles/months				
Q4-2-6 What is the buying price of the item?	same as interviewed in Q.2.				
Q4-2-7 How much does your store sell the item in amount?	same as interviewed in Q.2.				
Q4-2-8 How much is the selling price of the item?	same as interviewed in Q.2.				
Q4-5 Questions are regarding (5) sisal basket.	(Premier had saisal basket before, but the supply stopped. Willing to buy.)				
Q4-5-1 What kind of suppliers is your store buying from? (put	small informal wholesaler				
Q4-5-2 How many suppliers do you buy from?	1				
Q4-5-3 What are the names of top 3 main suppliers?	don't remember				
Q4-5-4 What variety of cashew nut do you sell in the store? (e.g., types, sizes, brands, etc.) Tell us the variation by each	mixed				
Q4-5-5 How much does your store buy the item in amount?	400 - 500 at a time x 2 times only				
Q4-5-6 What is the buying price of the item?	don't remember				
Q4-5-7 How much does your store sell the item in amount?	sold all				
Q4-5-8 How much is the selling price of the item?	150 - 200 MT/each				
Q5 Conditions to Accept CaDUP Products for Sale					
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any)	(1)Sesame seed oil	(2)cashew nut	(3)Coconut oil	(4) Cassava chips	(5) Sisal baskets
a) certificate of qualification	Certification by the Ministry of Health	Certification by the Ministry of Health	Certification by the Ministry of Health	Certification by the Ministry of Health	
b) indication of raw materials	✓	✓	✓	✓	
c) standards of packing	✓	✓	✓	✓	
d) bar code label	✓	✓	✓	✓	✓
e) other (specify)	validity date for food items	validity date for food items	validity date for food items	validity date for food items	
	-Gurantee of supply and 2 days for delivery. Constant and reliable supply, short delivery period needed. -Payment: happy to pay in cash for informal business. 30 - 90 days from invoice submission for formal business.				
Q6 Probation Sale					
Q6-1 Are you interested in selling CaDUP items on a trial	Yes				
	(1) sesame seed oil	(2) cashew nut	(3) coconut oil	(4) cassava chips	(5) sisal basket
Q6-2 What is the minimum quantity of trial sales item?	200 bottles	200 bottles	50 bottles	200 bags, but need to taste first	
Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial sale?	In a short time, yes. After 6 months later, back to normal. We are going to start "Proudly Mozambique Products" campaign (planned by the managers' meeting) using media (TV) to support growth of domestic products as much as possible, minimizing imports. As long as the supply is available, we would like to increase domestic products. Now, we are extending the store as well as constructing a new one (650m ²) 10km away from here.				

Shop	Pick'n Pay				
Date	Feb. 10th, 2012				
Q1 Profile of the Store/Shop					
Information of Respondent					
Name and type of business	Supermarket				
Contact number(s)	21340300				
Address					
Year of establishment	2011				
Number of staff/employees	160				
Name and job title of the contact person	Mr. Hippo Zourides, Chief Operating Officer				
Q1-1 What is the parent company of "the store/shop"?	Retail Masters Ltd., in South Africa (has 800 stores, run for 45 years)				
Q1-2 What is the nationality of capital?	Mozambiquean-franchaised				
Q1-3 How much is the sales of the store for the last year?					
Q1-4 What are the marketing concepts of the store?	-self service supermarket -"Perfect combination of price, quality, and service"				
Q1-5 What is the quality of consumers of the store (e.g., age group, sex, economic class, residential area, occupation, etc.)?	All strata of society and expatriates: from lower class people living near the store to expatriates living on the beach	In South Africa, Pick'n Pay's average customers are upper and middle class, but here we serve for all classes including the poor.			
Q1-6 What are the reasons do you think that the customers shop at this store?	-good price -variety of items (8,000 to 10,000 items) -fresh departments (including bakery and delicatessen) -service: respect				
Q1-7 What type of transportation do the customers use to come to the store?	cars, taxi, bus, walk. 50,900 people live in neighborhood come on foot. Expatriates living on the beach also come to shop, as Pick'n Pay is the South African supermarket.			US\$12,500/month is spent for shopping in South Africa, to find more variety of goods.	
Q2 Sales of the products that are made in Mozambique: very few in Premier					
Q2-1. What are the three items that are made in Mozambique best sold in quantity in the	1. maize flour	2. sugar	3. pasta		
Q2-2 What are the customers' usages of these items?(e.g., "maize powder: for making Nsima, and making porridge")	home cooking	home cooking	home cooking		
Q2-3 Where are these items produced?	Maputo	Maputo	Maputo		
Q2-4 What is the supplier of each item? (e.g., wholesaler / broker / processor / producer / manufacturer)	directly from manufacturer (try not to use middlemen)	directly from manufacturer	directly from manufacturer	manufacturers of these items: MEREC, AFRICOM, CIM, DELTA	
Q2-5 How much does your store buy each item in amount?	not available	not available	not available		
Q2-6 What is the buying price of each item?	not available	not available	not available		
Q2-7 How much do you sell each item in amount?	not available	not available	not available		
Q2-8 What is the selling price of each item?	not available	not available	not available		
Q2-9 How much is each item produced in amount? (If the respondent knows)					
Q2-10 What are your comments on the products that are made in Mozambique in general?	-good basic products, but processed food products cannot match the South African Standards (e.g., local biscuits are hard with less butter to make it cheaper).				

Q3 Sales of non made-in-Mozambique products					
Q3-1. What are the three items that are not made in Mozambique best sold in	1. Frozen chicken	2. Rice	3. Fresht meat		
Q3-2 What are the customers' usages of these items?(e.g., "maize powder: for making Nsima, and making porridge")	home cooking	home cooking	home cooking		
Q3-3 Where are these items produced?	Brazil, Sounth Africa	Thailand, China,	Swaziland		
Q3-4 What is the supplier of each item? (e.g., wholesaler / broker / processor / producer / manufacturer)	Importer, wholesaler	Importer, wholesaler. Seeking local pdproducts, but AFRICOM has the selection.	Producer. Would like to have local producers too.		
Q3-5 How much does your store buy each item in amount?					
Q3-6 What is the buying price of each item?					
Q3-7 How much do you sell each item in amount?					
Q3-8 What is the selling price of each item?					
Q3-9 How much is each item produced in amount? (If the respondent knows)					
Q4 Logistic Channel for the Potential CaDUP Products					
Q4-2 Questions are regarding (2) cashew nut.					
Q4-2-1 What kind of suppliers is your store buying from? (put	wholesaler				
Q4-2-2 How many suppliers do you buy from?	1				
Q4-2-3 What are the names of top 3 main suppliers?	not sure				
Q4-2-4 What variety of cashew nut do you sell in the store? (e.g., types, sizes, brands, etc.) Tell us the variation by each	plain, salted, piri-iri, lemon herb. Small packs and self-weighing				
Q4-2-5 How much does your store buy the item in amount?	100g x 10 - 15 bags/month				
Q4-2-6 What is the buying price of the item?	culculate with 25% profit, with advertisement fee 10% when it is advertised				
Q4-2-7 How much does your store sell the item in amount?	same as bought				
Q4-2-8 How much is the selling price of the item?	plain:125.9MT/100g salted:78MT/100g piri-iri:99.1 MT/100g pre-packed piri-iri: 140MT/100g lemon-herb:	-All nuts are South African including cashew and peanuts. -Local nuts are mainly sold on the street, and unstable supply. -More emphasis on exporting nuts than domestic consumption. Currently, best qualitiy nuts go to exports, and not for domestic market. If the quality is good, we would buy.			
Q5 Conditions to Accept CaDUP Products for Sale					
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any)	(1)Sesame seed oil [Historically, olive oil was used, but expensive. Sunflower oil then became popular, then soya oil joined.]	(2)cashew nut	(3)Coconut oil	(4) Cassava chips=need to taste	(5) Sisal baskets = not interested
a) certificate of qualification	✓	✓	✓		
b) indication of raw materials	✓	✓	✓	✓	
c) standards of packing	✓ consumer sizes	✓ consumer sizes	✓ consumer sizes	✓ consumer sizes	
d) bar code label	✓ compulsory	✓ compulsory	✓ compulsory	✓ compulsory	
e) other (specify)	validity date for food items	validity date for food items	validity date for food items	validity date for food items	
	-want size variation -in consumer packs that can be put directly on the shelf -keep the items on the shelf at shortest 3 momnths				

Q6 Probation Sale					
Q6-1 Are you interested in selling CaDUP items on a trial	Yes				
	(1) sesame seed oil	(2) cashew nut	(3) coconut oil	(4) cassava chips	(5) sisal basket
Q6-2 What is the minimum quantity of trial sales item?	200 bottles./month	150kg/month		100box 36 bags/box, 100box 24 bags/box. (100g/bag) like the case of potato chips	
Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial	-Yes. % would depend on the products. Can reduce from 25% to 20%, to 10% at minimum. -Marketing is necessary. Every item has its own marketing strategy. Advertisement is vital, including brainwashing-like CMs and cooking demonstrations.				
Additional information (Mangers' comment)	-Pick'n Pay has started supporting small-scale farmers by setting up the trust fund (Social Responsibility Fund) in South Africa, mobilizing donor funds. Farmers are supported with seeds or other agricultural input, as well as the guidance of the experts. The farmers grow the better vegetables that meet the Pick'n Pay's standard. In Mozambique, we are planning to set up such trust fund in 6 months; as the local farmers sometimes grow lettuce with sewage, which we cannot accept. -The trust fund will develop farmers' groups to shift from subsistence farming to commercial farming. In the future, it would be possible to export their vegetables to South Africa. -Ministry of Commerce and Industry has created a forum for promoting local products (see the member list) in order to coordinate the efforts of donors and stakeholders. In this field, we have been waiting for leadership, so Japan can lead. The officer in charge: Mr. Ernest E. Mafumo, phone 82-588-0139.				

Shop	Shoprite				
Date	Feb. 7th, 2012				
Q1 Profile of the Store/Shop					
Information of Respondent					
Name and type of business	Supermarket / trade and retail				
Contact number(s)	21417295/7				
Address					
Year of establishment	Started in 1997 in Mozambique				
Number of staff/employees	152 in Maputo. There are 8 stores in Mozambique, about 600 in total.				
Name and job title of the contact person	Mr. Feliciano Bodane, Branch Manager. There is the Shoprite regional buyer in Durban, comes to the branch store once a				
Q1-1 What is the parent company of “the store/shop”?	Shoprite Group in Cape town				
Q1-2 What is the nationality of capital?	South Africa				
Q1-3 How much is the sales of the store for the last year?	Approximately 300,000 Rand=800,000 MT/ day (gross sales) in Shoprite Maputo. Not sure about total sales of all 8 stores.				
Q1-4 What are the marketing concepts of the store?	<ul style="list-style-type: none">▪ Low price you can trust▪ Good quality				
Q1-5 What is the quality of consumers of the store (e.g., age group, sex, economic class, residential area, occupation, etc.)?	All level of customers, but majority is upper- and middle-class customers. Mostly from neighborhood. However, new more stores are open, we share				
Q1-6 What are the reasons do you think that the customers shop at this store?	<ul style="list-style-type: none">▪ Quality▪ Good price▪ Continenence: 95% of shopping can be done in one place▪ Customer care: we do our best to help customers. They need to be well received.				
Q1-7 What type of transportation do the customers use to come to the store?	Roughly speaking, it seems that 30% of the customers come by private cars, 70% come by chapa (mini-bus) or on foot.				
Q2 Sales of the products that are made in Mozambique: very few in Premier					
Q2-1. What are the three items that are made in Mozambique best sold in quantity in the	1. Spaghetti	2. sugar	3. Milmil (maize powder)		
Q2-2 What are the customers’ usages of these items?(e.g., “maize powder: for making Nsima, and making porridge”)			Mainly Nshima		
Q2-3 Where are these items produced?	<ul style="list-style-type: none">▪ CIM in Matola▪ Africone	Suger comes from local company, “Maragra” “Xinavana” in Mannica Province and maybe in other	<ul style="list-style-type: none">▪ CIM▪ Africone		
Q2-4 What is the supplier of each item? (e.g., wholesaler / broker / processor / producer / manufacturer)	From the factory of CIM and Africone directly	Suger is packed by CIM or Africone and directly supplied to Shoprite	Directly from the factory of CIM and Africone (based on the contract)		
Q2-5 How much does your store buy each item in amount?	6,000kg/ month	10,000kg/month	5,500kg/month		
Q2-6 What is the buying price of each item?	1,200 MT/400g	1,800MT/kg	1,600MT/kg		
Q2-7 How much do you sell each item in amount?	5,000kg/month	8,500kg/ month	4,800kg/ month		
Q2-8 What is the selling price of each item?	1,800MT/400g?	3,100MT/kg	2,700MT/kg		
Q2-9 How much is each item produced in amount? (If the respondent knows)	Don’t know	Don’t know	Don’t know		
Q2-10 What are your comments on the products that are made in Mozambique in general?	Need to improve quality and packaging. “quality”: e.g. less blood stain on chicken meat “packaging”: e.g., plastic bag brakes, lack of bar code, poor quality of bar				

Q4 Logistic Channel for the Potential CaDUP Products					
Q4-2 Questions are regarding (2) cashew nut.					
Q4-2-1 What kind of suppliers is your store buying from? (put	wholesaler				
Q4-2-2 How many suppliers do you buy from?	1				
Q4-2-3 What are the names of top 3 main suppliers?	“Freshmark” (supplier of all fresh vegetable and fruit. South African				
Q4-2-4 What variety of cashew nut do you sell in the store? (e.g., types, sizes, brands, etc.) Tell us the variation by each supplier.	Flavor: plain, salted, piri- piri. Size: 200g, 500 g, 1kg. *Plain-200g, Salted-200g are most popular				
Q4-2-5 How much does your store buy the item in amount?	10kg				
Q4-2-6 What is the buying price of the item?	7,500MT/100g				
Q4-2-7 How much does your store sell the item in amount?	17packages per month				
Q4-2-8 How much is the selling price of the item?	10,500MT/100g				
Q5 Conditions to Accept CaDUP Products for Sale					
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any)	(1)Sesame seed oil	(2)cashew nut	(3)Coconut oil	(4) Cassava chips	(5) Sisal baskets
a) certificate of qualification	✓	✓	✓	✓	
b) indication of raw materials	✓	✓	✓	✓	✓
c) standards of packing	✓	✓	✓	✓	
d) bar code label	✓	✓	✓	✓	✓
e) other (specify)	✓	✓ Contact with Shoprite—interested in buying.	✓	✓	
Q6 Probation Sale					
Q6-1 Are you interested in selling CaDUP items on a trial	Yes				
	(1) sesame seed oil	(2) cashew nut	(3) coconut oil	(4) cassava chips	(5) sisal basket
Q6-2 What is the minimum quantity of trial sales item?		1 – 2 boxes (1 – 24 bottles)			
Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial	Shoprite can do. But negotiation needs to be done with our buyer who is in Durban. He makes decisions on supply to 8 branch stores. Need lower price to purchase CaDUP products. If you make lower price, Shoprite will make a good price.				

Shop	Woolworth (for 3 stores: Spermercado Luz, Woolworth at Mares, Woolworth in the Shoprite mall)				
Date	Feb. 13th, 2012				
Q1 Profile of the Store/Shop					
Information of Respondent					
Name and type of business	Supermarket				
Contact number(s)	21451142 (office)	821992324 (Mr. Tivane)			
Address	Office at Mares				
Year of establishment	1999				
Number of staff/employees					
Name and job title of the contact person	Mr. Edricio M. Tivane, Stock Manager (Purchase Manager of three				
Q1-1 What is the parent company of “the store/shop”?	Alba group				
Q1-2 What is the nationality of capital?	Mozambiquan. Franchise of British Woolworth.				
Q1-3 How much is the sales of the store for the last year?	confidential				
Q1-4 What are the marketing concepts of the store?	1. Quality: the customers repeat to shop due to quality with less advertisement. Always fresh. (Veges are only 2 days, meat 3-4 days after slaughtered, bread 2 days maximum, for example. 2. Good services: staff greet and smile. Try to meet customers' demand even minor. Have staff evaluation with				
Q1-5 What is the quality of consumers of the store (e.g., age group, sex, economic class, residential area, occupation,	Middle - Upper class. Small package consumers who buy without discount.				
Q1-6 What are the reasons do you think that the customers shop at this store?	Good quality. .				
Q1-7 What type of transportation do the customers use to come to the	private cars, publit transportation				
Q2 Sales of the products that are made in Mozambique					
Q2-1. What are the three items that are made in Mozambique best sold in quantity in the	1. Water	2. Cashew	3. Sugar		
Q2-2 What are the customers' usages of these items?(e.g., “maize powder: for making Nsima, and making porridge”)					
Q2-3 Where are these items produced?	no answer	no answer	no answer		
Q2-4 What is the supplier of each item? (e.g., wholesaler / broker / processor / producer / manufacturer)	producers	producers	producers		
Q2-5 How much does your store buy each item in amount?				supply of goods on 3 trucks / week	
Q2-6 What is the buying price of each item?					
Q2-7 How much do you sell each item in amount?					
Q2-8 What is the selling price of each item?					
Q2-9 How much is each item produced in amount? (If the respondent knows)					
Q2-10 What are your comments on the products that are made in Mozambique in general?	Quality is good, but it should improve: packaging (not attractive), validity control, lack of information of the products. For example, validity date should be printed on the cap, body, and the bottom of the container.				

Q4 Logistic Channel for the Potential CaDUP Products					
Q4-2 Questions are regarding (2) cashew nut.					
Q4-2-1 What kind of suppliers is your store buying from? (put	manufactirer				
Q4-2-2 How many suppliers do you buy from?	3				
Q4-2-3 What are the names of top 3 main suppliers?	1. So caju 2. Made caju 3. Amocabicana				
Q4-2-4 What variety of cashew nut do you sell in the store? (e.g., types, sizes, brands, etc.) Tell us the variation by each					
Q4-2-5 How much does your store buy the item in amount?	not available				
Q4-2-6 What is the buying price of the item?	not available				
Q4-2-7 How much does your store sell the item in amount?	not available				
Q4-2-8 How much is the selling price of the item?	not available				
Q4-2 Questions are regarding (3) coconut oil.					
Q4-3-1 What kind of suppliers is your store buying from? (put	broker (both locla and imported ones.)				
Q4-3-3 How many suppliers do you buy from?	1				
Q4-3-3 What are the names of top 3 main suppliers?	1. Universal commercial (Mozanbiquean)				
Q4-3-4 What variety of cashew nut do you sell in the store? (e.g., types, sizes, brands, etc.) Tell us the variation by each	210 ml to 420 ml, all for cooking. Bottles and cans.				
Q4-3-5 How much does your store buy the item in amount?	not available				
Q4-3-6 What is the buying price of the item?	not available				
Q4-3-7 How much does your	not available				
Q4-3-8 How much is the selling price of the item?	not available				
Q4-2 Questions are regarding (4) cassava chips.					
Q4-4-1 What kind of suppliers is your store buying from? (put	manufactuere in South Africa				
Q4-4-4 How many suppliers do you buy from?	3				
Q4-4-4 What are the names of top 3 main suppliers?	1. Lay's 2. Pringles 3. Woolworths				
Q4-4-4 What variety of cashew nut do you sell in the store? (e.g., types, sizes, brands, etc.) Tell us the variation by each	1 flavor only. The needs is small, but try to meet the consumers' demands.	"storage customers" who buy cassava chips is a minotiry of ;			
Q4-4-5 How much does your store buy the item in amount?	not available				
Q4-4-6 What is the buying price of the item?	not available				
Q4-4-7 How much does your store sell the item in amount?	not available				
Q4-4-8 How much is the selling price of the item?	not available				
Q5 Conditions to Accept CaDUP Products for Sale					
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any)	(1)Sesame seed oil	(2)cashew nut	(3)Coconut oil	(4) Cassava chips	(5) Sisal baskets
a) certificate of qualification	✓	✓	✓	✓	→@HOME can sell in a ALBA group.
b) indication of raw materials	✓	✓	✓	✓	
c) standards of packing	✓	✓	✓	✓	
d) bar code label	✓	✓	✓	✓	
e) other (specify)	✓	✓	✓	✓	
	Quality certificate: MIC, sanitation certifidate and veterinary certificate= Min. of Health Nutrition indication required.				

Q6 Probation Sale					
Q6-1 Are you interested in selling CaDUP items on a trial	Yes				
	(1) sesame seed oil	(2) cashew nut	(3) coconut oil	(4) cassava chips	(5) sisal basket
Q6-2 What is the minimum quantity of trial sales item?	intersted	interested	interested. Labels look very c	???	can be sold at @HOME in Alba group
Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial	All local products have lower price already with lower profit margine. It is the Woolworth's policy. Personally I feel very sorry to refuse accepting local products as a Mozambiquan. Quality of packaging should be improved. (e.g., only 1 removable paper label with validity date printed, sticky bottle, validity date print is easy to				

Shop	Acima Supermarket				
Date	Feb. 10th, 2012				
Q1 Profile of the Store/Shop					
Information of Respondent					
Name and type of business	retailer				
Contact number(s)	823156001(Store Manager)				
Address	Av. Edurado Mondlane, No 773 (in front of the Central Hospital)				
Year of establishment	2007				
Number of staff/employees	24				
Name and job title of the contact person	Ali Akshar, Store Manager (Moroccan. cousin of				
Q1-1 What is the parent company of “the store/shop”?	This is the only shop.				
Q1-2 What is the nationality of capital?	Personally owned by Moroccan owner				
Q1-3 How much is the sales of the store for the last year?	not sure				
Q1-4 What are the marketing concepts of the store?	-basic commodities with low price, along with little more expensive goods				
Q1-5 What is the quality of consumers of the store (e.g., age group, sex, economic class, residential area, occupation, etc.)?	All people. Particularly people who use the Central Hospital and the bus stop in front of the shop				
Q1-6 What are the reasons do you think that the customers shop at this store?	-Good service by the friendly staff -A little bit of everything at one				
Q1-7 What type of transportation do the customers use to come to the store?	Mostly by own car and bus				
Q2 Sales of the products that are made in Mozambique					
Q2-1. What are the three items that are made in Mozambique best sold in quantity in the	1.sugar	2.cooking oil	3. peanuts, beans		
Q2-2 What are the customers' usages of these items?(e.g., “maize powder: for making Nsima, and making porridge”)	for cooking	for cooking	for cooking (peanuts are grinded and used for cooking)		
Q2-3 Where are these items produced?	no idea	no idea	no idea		
Q2-4 What is the supplier of each item? (e.g., wholesaler / broker / processor / producer / manufacturer)	wholesaler	wholesaler	wholesaler		
Q2-5 How much does your store buy each item in amount?	20packs x 24bags (1bag=1kg)/month	5cases x 5L x 4bottles, 5cases x 2L x 10bottles 5 cases x 1L x 12bottles	Peanuts: 2bags x 50kg Read beans: 2bags x 50kg		
Q2-6 What is the buying price of each item?	910MT/pack	5L: 1080MT/case 2L: 1440MT/case 1L: 770MT/case	Peanuts: 2850MT/bag Read beans: 2800MT/bag		
Q2-7 How much do you sell each item in amount?	30packs/month. Sometimes run out of the stock.	same as bought	same as bought		
Q2-8 What is the selling price of each item?	27MT/kg	1L: 87MT/bottle 2L: 180MT/bottle 5L: 325MT/bottle	Peanuts: 70MT/kg Read beans: 70MT/kg		
Q2-9 How much is each item produced in amount? (If the respondent knows)	no idea	no idea	no idea		
Q2-10 What are your comments on the products that are made in Mozambique in general?	-No constant supply (e.g., brown sugar, oil, peanuts[Jan-Feb], chicken[Dec.]) '-Quality: people prefer imported items due to: e.g., better package, last longer, better appearance.				

Q4 Logistic Channel for the Potential CaDUP Products					
Q4-2 Questions are regarding (2) cashew nut.					
Q4-2-1 What kind of suppliers is your store buying from? (put ✓)	wholesaler				
Q4-2-2 How many suppliers do you buy from?	1				
Q4-2-3 What are the names of top 3 main suppliers?	A friend who knows the distributor				
Q4-2-4 What variety of cashew nut do you sell in the store? (e.g., types, sizes, brands, etc.) Tell us the variation by each supplier.	Plain, Salted, Piri-piri. 300g. Want to have other size but cannot find.				
Q4-2-5 How much does your store buy the item in amount?	1box x 30 bottles/months				
Q4-2-6 What is the buying price of the item?	3,450MT/box				
Q4-2-7 How much does your store sell the item in amount?	more or less 1 box				
Q4-2-8 How much is the selling price of the item?	160MT/bottle				
Q4-2 Questions are regarding (2) cashew nut.					
Q4-3 Questions are regarding (3) coconut oil.					
Q4-4 Questions are regarding (4) cassava chips.					
Q4-5 Questions are regarding (5) sisal basket.					
Q5 Conditions to Accept CaDUP Products for Sale					
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any)	(1)Sesame seed oil =interested	(2)cashew nut =interested	(3)Coconut oil =not interested	(4) Cassava chips =interested	(5) Sisal baskets =interested
a) certificate of qualification					
b) indication of raw materials	✓	✓		✓	
c) standards of packing	✓	✓		✓	
d) bar code label	✓	✓		✓	✓
e) other (specify)	validity date for food items				
Q6 Probation Sale					
Q6-1 Are you interested in selling CaDUP items on a trial	Yes				
	(1) sesame seed oil	(2) cashew nut	(3) coconut oil	(4) cassava chips	(5) sisal basket
Q6-2 What is the minimum quantity of trial sales item?	1casex1Lx12 bottles	1 casex20 - 30 bottles	not interested because of very little demand	1casex48 packs never sold but interested in selling as the customers buy cassava flour: I can recommend to have one to cassava shoppers.	6 baskets
Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial	Yes. Non-food items: 30 - 40% →decrease 20 - 30 % Non-food items: 25 - 30% → decrease 15 - 20%				

Shop	Flemingo (Duty-free Shop in Maputo International Airport)				
Date	Feb. 9th, 2012				
Q1 Profile of the Store/Shop					
Information of Respondent					
Name and type of business	Flemingo (Duty-free Shop in Maputo International Airport)				
Contact number(s)	824620893				
Address	Maputo International Airport				
Year of establishment	April, 2011				
Number of staff/employees					
Name and job title of the contact person	Mr. Awinash Noel, Retail Manager				
Q1-1 What is the parent company of “the store/shop”?	35 duty-free shops in Sub-Saharan Africa, including shops at UN, seaport, borders. Diplomatic shops in Burundi, Kinshasa, and Pretoria.				
Q1-2 What is the nationality of capital?	UAE. 【Purchasing System】 *Purchasing for entire Flemingo shops is centralized at the office in Dubai. *Decision maker: Mr. Jayanth Kikla, -Director/H.O.Purchase. One of the founders of the company. *Mr. Noel will tell our visit to the Purchase Manager in Dubai (cannot give his contact address to the JICA mission).				
Q1-3 How much is the sales of the store for the last year?					
Q1-4 What are the marketing concepts of the store?	Duty Free Shop				
Q1-5 What is the quality of consumers of the store (e.g., age group, sex, economic class, residential area, occupation,	Traveler				
Q1-6 What are the reasons do you think that the customers shop at this store?	When they travel				
Q1-7 What type of transportation do the customers use to come to the store?	Airplane				
Q3 Sales of non made-in-Mozambique products					
Q3-1. What are the three items that are not made in Mozambique best sold in					
Q3-2 What are the customers’ usages of these items?(e.g., “maize powder: for making Nsima, and making porridge”)					
Q3-3 Where are these items produced?					
Q3-4 What is the supplier of each item? (e.g., wholesaler / broker / processor / producer / manufacturer)					
Q3-5 How much does your store buy each item in amount?					
Q3-6 What is the buying price of each item?					
Q3-7 How much do you sell each item in amount?					
Q3-8 What is the selling price of each item?					
Q3-9 How much is each item produced in amount? (If the respondent knows)					

Q4 Logistic Channel for the Potential CaDUP Products					
Q4-2 Questions are regarding (2) cashew nut.					
Q4-2-1 What kind of suppliers is your store buying from? (put ✓)					
Q4-2-2 How many suppliers do you buy from?					
Q4-2-3 What are the names of top 3 main suppliers?					
Q4-2-4 What variety of cashew nut do you sell in the store? (e.g., types, sizes, brands, etc.) Tell us the variation by each					
Q4-2-5 How much does your store buy the item in amount?					
Q4-2-6 What is the buying price of the item?					
Q4-2-7 How much does your store sell the item in amount?					
Q4-2-8 How much is the selling price of the item?					
Q5 Conditions to Accept CaDUP Products for Sale					
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any)	(1)Sesame seed oil	(2)cashew nut	(3)Coconut oil	(4) Cassava chips	(5) Sisal baskets
a) certificate of qualification	✓	✓	✓	✓	✓
b) indication of raw materials					
c) standards of packing	✓	✓	✓	✓	
d) bar code label	✓	✓	✓	✓	
e) other (specify)	Expiration date necessary				
	【Business Requirements】 *Would like to purchase from one person: not to deal with several partners *Oils need to be packed very well to survive the travel. Semi-solid is better. *Bar codes: except basket. Better to have it for sisal baskets, but if not, will put Flemingo's product code. *Certificate of quality of authority needed *Package: outer container should survive to travel. Vacuum seal for maintain freshness. *Indication of raw materials: not a must, but better.				
Q6 Probation Sale					
Q6-1 Are you interested in selling CaDUP items on a trial base?	Yes. *Definitely interested in, as would like to have local products. *Have just started thinking about selling local cashew last month. Food items for the snack shelf are necessary, as they are sold well. * Need to know how much supply.				
	(1) sesame seed oil	(2) cashew nut	(3) coconut oil	(4) cassava chips	(5) sisal basket
Q6-2 What is the minimum quantity of trial sales item?	maybe depend on packages	12 – 24 bottles/box x 5 boxes is acceptable	acceptable, but the package should be reliable. Oil is better to be solid than liquid (need to survive travel). But it can be sold in Flemingo's supply chain out of Mozambique	not sure	like to have handicraft section in this shop like other shops. -footwear, -accessories (e.g., bracelets) -clothes with traditional motives (e.g., skirt, shirt)
Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial	Maybe possible. Need to forward this information to the Purchase Manager in Dubai.				

Shop Name	Classica				
Date	Feb.28th, 2012				
Q1 Profile of the Store/Shop					
Information of Respondent					
Name and type of business	Classica (linked to Duty Free in the Airport)				
Contact number(s)	258 82300 4350				
Address	Polana Shopping Centre				
Year of establishment	2006				
Number of staff/employees	3				
Name and job title of the contact person	Filomena Maria C. Amarin Owner				
Closed day(s) of the store/shop	1 May, 25 December and 1 January				
Q1-1 What is the parent company of “the store/shop”?	Duty Free (Airport)				
Q1-2 What is the nationality of capital?	Mozambicam				
Q1-3 How much is the sales of the store for the last year?	She will send an email to Wakako				
Q1-4 What are the marketing concepts of the store?	She tries to imitate what other shops do in terms of items and location around the world.				
Q1-5 What is the quality of consumers of the store (e.g., age group, sex, economic class, residential area, occupation, etc.)?	People are bet 30-35 to up, both sex, middle upper class. They come from all over the country. They are professionals from many companies, business men. Also people who work in the gov come here to buy.				
Q1-6 How many customers visit to your shop(per day or per	Approx 150-200 per month				
Q1-7 In average, how much does a customerbuy? (average sales/customer)	From 200 Mt to 50.000 Mt				
Q1-8 What are the reasons do you think that the customers shop at this store?	They prefere this shope for the quality and prices. They know the shop from many years so there is trust				
Q1-9 What type of transportation do the customers use to come to the store?	Private car				
Q2 Sales of the products that are made in Mozambique					
Q2-1. What are the three items that are made in Mozambique best sold in quantity in the	Small figures made in ebany	Sculptures made of wood	Bracelets made of horn		
Q2-2 What are the customers’ usages of these items?(e.g., “maize powder: for making Nsima, and making porridge”)	Some of them are for presents others just for themselves	Some of them are for presents others just for themselves	Some of them are for presents others just for themselves		
Q2-3 Where are these items produced?	Pemba	Nampula	Maputo		
Q2-4 What is the supplier of each item? (e.g., wholesaler / broker / processor / producer / manufacturer)	Producer. I buy from a man who makes things by hand	Producer. I buy from a man who makes things by hand	Producer. I buy from a man who makes things by hand		
Q2-5 How much does your store buy each item in amount?	500 items per year	700 item per year	800 items per year		
Q2-6 What is the buying price of each item?	100 Mt for each item	75 Mt for each item	It varies very much she so cannot say		
Q2-7 How much do you sell each item in amount?	500 items per year	700 item per year	800 items per year		
Q2-8 What is the selling price of each item?	600 mt each item	she does not remember	600 mt each item		
Q2-9 How much is each item produced in amount? (If the respondnt knows)	500 items per year	700 item per year	600 mt each item		
Q2-10 What are your comments on the products that are made in Mozambique in general?	Mozambican products are good quality and enough diversified. The quality of the ebany is high and competitive. There is good relation between quality and prices.				

Q4 Logistic Channel for the Potential CaDUP Products					
Q4-2 Questions are regarding (1) sesame seed oil					
Q4-2-1 What kind of suppliers is your store buying from? (put ✓)					
Q4-2-2 How many suppliers do you buy from?					
Q4-2-3 What are the names of top 3 main suppliers?					
Q4-2-4 What variety of cashew nut do you sell in the store? (e.g., types, sizes, brands, etc.) Tell us the variation by each					
Q4-2-5 How much does your store buy the item in amount?					
Q4-2-6 What is the buying price of the item?					
Q4-2-7 How much does your store sell the item in amount?					
Q4-2-8 How much is the selling price of the item?					
Q4-2 Questions are regarding (2) cashew nut.					
Q4-3 Questions are regarding (3) coconut oil.					
Q4-4 Questions are regarding (4) cassava chips.					
Q4-5 Questions are regarding (5) sisal basket.					
Q5 Conditions to Accept CaDUP Products for Sale					
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any)	Sesame oil	Cashew nuts	Cocunut oil	Cassava chips	Sisal baskets
a) certificate of qualification	✓	✓	✓	✓	x
b) indication of raw materials	x	x	x	x	✓
c) standards of packing	✓	✓	✓	✓	x
d) bar code label	x	x	x	x	x
e) other (specify: eg., expiration date)	✓	✓	✓	✓	x
Q6 Probation Sale					
Q6-1 Are you interested in selling CaDUP items on a trial	YES				
	(1) sesame seed oil	(2) cashew nut	(3) coconut oil	(4) cassava chips	(5) sisal basket
Q6-2 What is the minimum quantity of trial sales item?	50	200	50	100	50
Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial sale?	50-100% but it depends on the sell				
Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP product in your shop?	YES				
Q6-5 How much does your store charge to put a booth for campaign of CaDUP products?	It would not charge anything				

Shop Name	Maestro Polana Gift shop				
Date	Feb.27th, 2012				
Q1 Profile of the Store/Shop					
Information of Respondent					
Name and type of business	Maestro Polana Gift shop is in company with othe 2 shops M hoteleria and Maestro Butique				
Contact number(s)	25821401336				
Address					
Year of establishment	2007				
Number of staff/employees	6				
Name and job title of the contact person	Samira Khoja Owner				
Closed day(s) of the store/shop	Only 25 December and 1 January				
Q1-1 What is the parent company of “the store/shop”?	Maestro and Hoteleria and Maestro Butique				
Q1-2 What is the nationality of capital?	Mozambican				
Q1-3 How much is the sales of the store for the last year?	1.000.000				
Q1-4 What are the marketing concepts of the store?	He does not know				
Q1-5 What is the quality of consumers of the store (e.g., age group, sex, economic class, residential area, occupation.	Any age, fobh sex, upper class, business men, they live all over the world				
Q1-6 How many customers visit to your shop(per day or per	He does not know				
Q1-7 In average, how much does a customerbuy? (average sales/customer)	He does not know				
Q1-8 What are the reasons do you think that the customers shop at this store?	First because the shop satisfy the basic needs of people who are in the hotel, second because it is a nice				
Q1-9 What type of transportation do the customers use to come to the	Car or taxi				
Q2 Sales of the products that are made in Mozambique	Postcards from Mozambique. The classic	Jewelry	Artcraft		
Q2-1. What are the three items that are made in Mozambique best sold in quantity in the	Souvenirs	Presents	Presents		
Q2-2 What are the customers’ usages of these items?(e.g., “maize powder: for making Nsima, and making porridge”)	Maputo	Ibu (Island close to Pemba)	Maputo		
Q2-3 Where are these items produced?	Wholesaler:MAGMA	Manufacturer	Manufacturer		
Q2-4 What is the supplier of each item? (e.g., wholesaler / broker / processor / producer / manufacturer)	He does not know				
Q2-5 How much does your store buy each item in amount?	He does not know				
Q2-6 What is the buying price of each item?	He does not know				
Q2-7 How much do you sell each item in amount?	He does not know				
Q2-8 What is the selling price of each item?	He does not know				
Q2-9 How much is each item produced in amount? (If the respondent knows)	He does not know	Few items	Few items		
Q2-10 What are your comments on the products that are made in Mozambique in general?	"I can tell that Mozambiquen products are good quality because made by hand".				

Q4 Logistic Channel for the Potential CaDUP Products					
Q4-2 Questions are regarding (2) Cashew Nut					
Q4-2-1 What kind of suppliers is your store buying from? (put ✓)	My shop buys from a processor				
Q4-2-2 How many suppliers do you buy from?	1				
Q4-2-3 What are the names of top 3 main suppliers?	SOCAJU				
Q4-2-4 What variety of cashew nut do you sell in the store? (e.g., types, sizes, brands, etc.) Tell us the variation by each supplier.	Three types:saryu, piri piri and natural. Different packaging:1 kg, 500 gr, 300 gr, 250 gr and 100 gr. They are in a vacum bag or in jars made of plastic or glass. Also, we have got mixture cashew with risen and				
Q4-2-5 How much does your store buy the item in amount?	He does not know				
Q4-2-6 What is the buying price of the item?	He does not know				
Q4-2-7 How much does your store sell the item in amount?	He does not know				
Q4-2-8 How much is the selling price of the item?	He does not know				
Q4-2 Questions are regarding (2) cashew nut.					
Q4-3 Questions are regarding (3) coconut oil.					
Q4-4 Questions are regarding (4) cassava chips.					
Q4-5 Questions are regarding (5) sisal basket.					
Q5 Conditions to Accept CaDUP Products for Sale					
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any)	Sesame Seed Oil	Cashew Nuts	Cocnut Oil	Cassava Chips	Sisal Baskets
a) certificate of qualification	✓	✓	✓	✓	✓
b) indication of raw materials	✓	✓	✓	✓	✓
c) standards of packing	✓	✓	✓	✓	✓
d) bar code label	X	X	✓	✓	X
e) other (specify: eg., expiration date)	✓	✓	✓	✓	X
Q6 Probation Sale					
Q6-1 Are you interested in selling CaDUP items on a trial					
	(1) sesame seed oil	(2) cashew nut	(3) coconut oil	(4) cassava chips	(5) sisal basket
Q6-2 What is the minimum quantity of trial sales item?	6 or 12	12 items for each type of cashew	it depends of many factors. The packaging factor is the most important one.	24 or 25	6
Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial	It depends on different factors, we should discuss about that				
Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP product in your shop?	Yes				
Q6-5 How much does your store charge to put a booth for campaign of CaDUP products?	No charge				

Shop Name	Bali (Retail shop)				
Date	Feb.28th, 2012				
Q1 Profile of the Store/Shop					
Information of Respondent					
Name and type of business	Bali (Retail shop)				
Contact number(s)	258 8439 82148				
Address	Maputo City				
Year of establishment	2006				
Number of staff/employees	11				
Name and job title of the contact person	Theion Theunissen Owner and Manager				
Closed day(s) of the store/shop	Sundays and public holidays				
Q1-1 What is the parent company of “the store/shop”?	None				
Q1-2 What is the nationality of capital?	South African				
Q1-3 How much is the sales of the store for the last year?	He cannot provide this information				
Q1-4 What are the marketing concepts of the store?	None				
Q1-5 What is the quality of consumers of the store (e.g., age group, sex, economic class, residential area, occupation, etc.)?	Experts, Business people, people who work in embassies and ngos from the age of 40 to plus. Both sex who live all over the				
Q1-6 How many customers visit to your shop(per day or per	20 to 50 per day approx. 600 per month approx				
Q1-7 In average, how much does a customerbuy? (average sales/customer)	From 50 mt to 20.000 mt				
Q1-8 What are the reasons do you think that the customers shop at this store?	Good quality and service. We do deliveries				
Q1-9 What type of transportation do the customers use to come to the	own transport				
Q2 Sales of the products that are made in Mozambique					
Q2-1. What are the three items that are made in Mozambique best sold in quantity in the	jewellery made of different natural materials	capolanas			
Q2-2 What are the customers’ usages of these items?(e.g., “maize powder: for making Nsima, and making porridge”)	presents	presents			
Q2-3 Where are these items produced?	Belavista (Maputo province)	Xai Xai			
Q2-4 What is the supplier of each item? (e.g., wholesaler / broker / processor / producer / manufacturer)	Producer and Manufacturer	Producer and Manufacturer			
Q2-5 How much does your store buy each item in amount?	10.000 mt for 120 items	10.000 mt for 120 items			
Q2-6 What is the buying price of each item?	about 30%	about 30%			
Q2-7 How much do you sell each item in amount?	He cannot provide this information	He cannot provide this information			
Q2-8 What is the selling price of each item?	Roughly from 100 to 1000. he was a bit reticent to give this information specifically				
Q2-9 How much is each item produced in amount? (If the respondent knows)	He does not know				
Q2-10 What are your comments on the products that are made in Mozambique in general?	"I think the quality is really good. It's high but the supply is really poor. You can get a product now and then you cannot get it for three months".				

Q4 Logistic Channel for the Potential CaDUP Products					
Q4-2 Questions are regarding (3) coconut oil					
Q4-2-1 What kind of suppliers is your store buying from? (put ✓)	Wholesaler				
Q4-2-2 How many suppliers do you buy from?	1				
Q4-2-3 What are the names of top 3 main suppliers?	He does not know				
Q4-2-4 What variety of coconut oil do you sell in the store? (e.g., types, sizes, brands, etc.) Tell us the variation by each supplier.	There are 10 varieties:lemon grass, musk, frangipani, champaka, coconut, vanilla, rose, lotus, eucalipto, jasmin.We got bottles of 175 ml and smaller ones of 50 ml. The big ones have inside small coconut roots and litte				
Q4-2-5 How much does your store buy the item in amount?	500 items per year				
Q4-2-6 What is the buying price of the item?	200 mt each item				
Q4-2-7 How much does your store sell the item in amount?	20 items per month				
Q4-2-8 How much is the selling price of the item?	413 mt for 175 ml. And 165 mt for 50 ml.				
Q4-2 Questions are regarding (2) cashew nut.					
Q4-3 Questions are regarding (3) coconut oil.					
Q4-4 Questions are regarding (4) cassava chips.					
Q4-5 Questions are regarding (5) sisal basket.					
Q5 Conditions to Accept CaDUP Products for Sale					
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any)	Sesame seed oil	Cashew nuts	Coconut oil	Cassava chips	Sisal Basket
a) certificate of qualification					x
b) indication of raw materials					✓
c) standards of packing					x
d) bar code label					x
e) other (specify: eg., expiration date)					x
Q6 Probation Sale					
Q6-1 Are you interested in selling CaDUP items on a trial	yes, only sisal baskets				
	(1) sesame seed oil	(2) cashew nut	(3) coconut oil	(4) cassava chips	(5) sisal basket
Q6-2 What is the minimum quantity of trial sales item?					20 or 30 items
Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial	Not less then 30%				
Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP product in your shop?	Yes				
Q6-5 How much does your store charge to put a booth for campaign of CaDUP products?	It would not charge anything				

Shop Name	Prestigio Supermarket (Individual type of business)				
Date	Feb.21th, 2012				
Q1 Profile of the Store/Shop					
Information of Respondent					
Name and type of business	Prestigio Supermarket (Individual type of business)				
Contact number(s)	25826 21 57 07				
Address	Nampula City				
Year of establishment	April, 2011				
Number of staff/employees	4				
Name and job title of the contact person	Nayla Ismail (manager)				
Closed day(s) of the store/shop	Every Sunday and public holidays				
Q1-1 What is the parent company of “the store/shop”?	SOSIM LTA (Limitada = Limited) (Share- Holder company and wholesaler)				
Q1-2 What is the nationality of capital?	Mozambican				
Q1-3 How much is the sales of the store for the last year?	About 4000 Million Mt				
Q1-4 What are the marketing concepts of the store?	1) Quality 2) Prices 3)Promotion 4) Location				
Q1-5 What is the quality of consumers of the store (e.g., age group, sex, economic class, residential area, occupation.	“People who come to buy here are all ages. Most of them are females and house-keepers who belong to the middle class in Nampula. Usually they live around the area in which the supermarket is located”. The manager does not know what their occupation is.				
Q1-6 How many customers visit to your shop(per day or per	Customers per day 50-55 Customers per month 1.500				
Q1-7 In average, how much does a customerbuy? (average sales/customer)	“I do not know it varies a lot. It goes from 500.00 Mt to 8.000 Mt. It depends”.				
Q1-8 What are the reasons do you think that the customers shop at this store?	1) Good quality of the products 2) Good service, attendance. The employees are fast and				
Q1-9 What type of transportation do the customers use to come to the store?	“Usually they use motorcycles or cars”.				
Q2 Sales of the products that are made in Mozambique					
Q2-1. What are the three items that are made in Mozambique best sold in quantity in the	Maize Fluor 1 Kg. Name’s brand: Tops Corn	Water 1 lt. or ½ lt. Name’s brand: Oasis	Coca Cola 330 ml each can		
Q2-2 What are the customers’ usages of these items?(e.g., “maize powder: for making Nsima, and making porridge”)	Xima or porridge	Drinking	Drinking		
Q2-3 Where are these items produced?	Maputo	Rimabue (small town close to Niassa)	Nampula		
Q2-4 What is the supplier of each item? (e.g., wholesaler / broker / processor / producer / manufacturer)	SOSIM (wholesaler based in Nampula)	SOSIM (wholesaler based in Nampula)	SOSIM (wholesaler based in Nampula)		
Q2-5 How much does your store buy each item in amount?	15 boxes per week. Each box has 10 pieces of 1 kg.	60 boxes per week. Each box has 12 bottles of lt. 1,5 or 24 bottles of lt½	3 or 4 boxes per week. Each box has 24 cans.		
Q2-6 What is the buying price of each item?	33.50 Mt per kg.	220.00 Mt for 1 box of 12 bottles	420.00 Mt for a box of 24 cans		
Q2-7 How much do you sell each item in amount?	The manager does not know				
Q2-8 What is the selling price of each item?	38.00 Mt per kg.	1.5 lt. 30.00 Mt ½ lt. 15.00 Mt	25.00 Mt each can		
Q2-9 How much is each item produced in amount? (If the respondent knows)	The manager does not know				
Q2-10 What are your comments on the products that are made in Mozambique in general?	“I think there are products of good quality and they be competitive on the market”.				

Q4 Logistic Channel for the Potential CaDUP Products					
Q4-2 Questions are regarding (2) cashew nut.					
Q4-2-1 What kind of suppliers is your store buying from? (put ✓)	wholesaler				
Q4-2-2 How many suppliers do you buy from?	1				
Q4-2-3 What are the names of top 3 main suppliers?	1. SOSIM				
Q4-2-4 What variety of coconut oil do you sell in the store? (e.g., types, sizes, brands, etc.) Tell us the variation by each supplier.	“The packaging contains nuts of normal size and they are the classic type of 500 gr. Also we have another type with hot chilly of 250 gr. but now it has run out. There is no brand, no bar code, no expire date. It is the classic transparent container made of plastic”.				
Q4-2-5 How much does your store buy the item in amount?	1 box of 24 pieces every month				
Q4-2-6 What is the buying price of the item?	153.36 Mt for the normal nuts, while those with hot chilly cost 107.00 Mt				
Q4-2-7 How much does your store sell the item in amount?	24 pieces every month				
Q4-2-8 How much is the selling price of the item?	206.00 Mt for the simple type while for the hot chilly it is 145.00 Mt				
Q5 Conditions to Accept CaDUP Products for Sale					
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any)	Sesame seed oil	Cashew nuts	Coconut oil	Cassava chips	Sisal Basket
a) certificate of qualification	✓	x	✓	✓	x
b) indication of raw materials	x	x	x	x	x
c) standards of packing	✓	✓	✓	✓	x
d) bar code label	✓	✓	✓	✓	x
e) other (specify: eg., expiration date)	✓	✓	✓	✓	x
Q6 Probation Sale					
Q6-1 Are you interested in selling CaDUP items on a trial	Yes				
	(1) sesame seed oil	(2) cashew nut	(3) coconut oil	(4) cassava chips	(5) sisal basket
Q6-2 What is the minimum quantity of trial sales item?	12 pieces	24 pieces	12 pieces	48 pieces	6 pieces
Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial	“Yes, in the first phase of the projects it would be possible to reduce the margin of the product od 10%”.				
Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP product in your shop?	“Yes, it would be possible”.				
Q6-5 How much does your store charge to put a booth for campaign of CaDUP products?	“I would not charge money”.				

Shop Name	Frutas de Africa (Individual business)				
Date	Feb.21th, 2012				
Q1 Profile of the Store/Shop					
Information of Respondent					
Name and type of business	Frutas de Africa (Individual business)				
Contact number(s)	258 2621 6774				
Address	Nampula City				
Year of establishment	1st June 2005				
Number of staff/employees	29				
Name and job title of the contact person	Manuel(Owner and Manager)				
Closed day(s) of the store/shop	2 days per year				
Q1-1 What is the parent company of “the store/shop”?	None				
Q1-2 What is the nationality of capital?	Portuguese				
Q1-3 How much is the sales of the store for the last year?	Approximately 130 Million Mt				
Q1-4 What are the marketing concepts of the store?	“Buy cheap and sell cheap. Buy good quality and sell good quality”.				
Q1-5 What is the quality of consumers of the store (e.g., age group, sex, economic class, residential area, occupation, etc.)?	“People of all ages come to buy here. 60% of them are female. All customers belong to every economic class, from everywhere in the country. I have not idea what is their job”.				
Q1-6 How many customers visit to your shop(per day or per	Customers per day about 1400.				
Q1-7 In average, how much does a customerbuy? (average sales/customer)	It depends. It starts from 38.00 to 38.000 Mt/consumer				
Q1-8 What are the reasons do you think that the customers shop at this store?	“There are three reasons. The first is the quality. Second, is based on prices and third, the nice environment”.				
Q1-9 What type of transportation do the customers use to come to the store?	“Customers use all means of transport. Car, bike, motorbike, train. They also come on foot.				
Q2 Sales of the products that are made in Mozambique					
Q2-1. What are the three items that are made in Mozambique best sold in quantity in the store?	Eggs 360 in a box per week. Name’s brand: Abilio Antunus	Biscuits Maria and Agua e Sal. 12 boxes . Each box has 200 items	Beer CDM. 300 boxes. Each box has 12 bottles		
Q2-2 What are the customers’ usages of these items?(e.g., “maize powder: for making Nsima, and making porridge”)	The owner does not know				
Q2-3 Where are these items produced?	Chimoio	Maputo	Nampula		
Q2-4 What is the supplier of each item? (e.g., wholesaler / broker / processor / producer / manufacturer)	Wholesaler Atlantic	Wholesaler Atlantic	CDM		
Q2-5 How much does your store buy each item in amount?	832 boxes with 360 items per week	300 boxes. Each box has 12 pieces every 10 days	300 boxes per week. Each box has 12 items		
Q2-6 What is the buying price of each item?	The owner does not want to answer				
Q2-7 How much do you sell each item in amount?	The owner does not know this information precisely				
Q2-8 What is the selling price of each item?	The owner is reticent to give this information because he does not want to talk about money				
Q2-9 How much is each item produced in amount? (If the respondent knows)	The owner does not know				
Q2-10 What are your comments on the products that are made in Mozambique in general?	“Mozambican products are good and they can be competitive on the market with both South African products and Mozambican ones”.				

Q4 Logistic Channel for the Potential CaDUP Products					
Q4-2 Questions are regarding (2) cashew nut.					
Q4-2-1 What kind of suppliers is your store buying from? (put	processor				
Q4-2-2 How many suppliers do you buy from?	some				
Q4-2-3 What are the names of top 3 main suppliers?	He does not know				
Q4-2-4 What variety of coconut oil do you sell in the store? (e.g., types, sizes, brands, etc.) Tell us the variation by each supplier.	“We have got only one type of cashew nut. It is a mixture of nuts. There is no brand on the packaging, no bar code, no expire data. The packaging is transparent and simple. We have one pack of 1 kg. and another of 500 gr.				
Q4-2-5 How much does your store buy the item in amount?	400 kg. per month				
Q4-2-6 What is the buying price of the item?	The owner does not want to give this information				
Q4-2-7 How much does your store sell the item in amount?	400 kg. per month				
Q4-2-8 How much is the selling price of the item?	290.00 Mt for 1kg. 155.00 for 500 gr.				
Q4-2 Questions are regarding (1) sesame seed oil.					
Q4-3 Questions are regarding (3) coconut oil.					
Q4-4 Questions are regarding (4) cassava chips.					
Q4-5 Questions are regarding (5) sisal basket.					
Q5 Conditions to Accept CaDUP Products for Sale					
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any)	Sesame seed oil	Cashew nuts	Coconut oil	Cassava chips	Sisal Basket
a) certificate of qualification	✓	✓	✓	The owner is not interested in this product	The owner is not interested in this product
b) indication of raw materials	✓	✓	✓		
c) standards of packing	✓	✓	✓		
d) bar code label	✓	✓	✓		
e) other (specify: eg., expiration date)	✓	✓	✓		
Q6 Probation Sale					
Q6-1 Are you interested in selling CaDUP items on a trial	yes				
	(1) sesame seed oil	(2) cashew nut	(3) coconut oil	(4) cassava chips	(5) sisal basket
Q6-2 What is the minimum quantity of trial sales item?	20 items	20 items	20 items	The owner is not interested in this product	The owner is not interested in this product
Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial	“yes, it would be possible to reduce it of the 15%”.				
Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP product in your shop?	Yes				
Q6-5 How much does your store charge to put a booth for campaign of CaDUP products?	“All depends on the size of the add, it is discussable. It depends anyway”.				

Shop Name	Casa Adamo/ Retail Shop				
Date	Feb.16th, 2012				
Q1 Profile of the Store/Shop					
Information of Respondent					
Name and type of business	Casa Adamo/ Retail Shop				
Contact number(s)	258 844 088 750				
Address	Nampula City				
Year of establishment	1997				
Number of staff/employees	6				
Name and job title of the contact person	Momade Secur/ Partner				
Closed day(s) of the store/shop	This econic activity is closed about 44 days per year				
Q1-1 What is the parent company of “the store/shop”?	Sole Proprietor (Independent Store)				
Q1-2 What is the nationality of capital?	Mozambican				
Q1-3 How much is the sales of the store for the last year?	Two Thousand Metical				
Q1-4 What are the marketing concepts of the store?	The store does not follow any marketing strategy				
Q1-5 What is the quality of consumers of the store (e.g., age group, sex, economic class, residential area, occupation, etc.)?	The age of people who go buy in the shop is between 30-40 years old. Most of them are women. They belong to the middle class who live in the area and work as civil servant in the government.				
Q1-6 How many customers visit to your shop(per day or per month)?	Customers per day about 30 Customers per year about 750				
Q1-7 In average, how much does a customerbuy? (average sales/customer)	1000Mt/consumer				
Q1-8 What are the reasons do you think that the customers shop at this store?	“I think I run a good business because my shop is in a good location. It is located in one of the main road of Nampula, consequently it is permits people to have easy access. The location of the shop is fundamental for the success of the business”.				
Q1-9 What type of transportation do the customers use to come to the store?	“Customers, usually, come here on foot. They live around this area so they do not use transport”.				
Q2 Sales of the products that are made in Mozambique					
Q2-1. What are the three items that are made in Mozambique best sold in quantity in the	Oil SAN 1 lt.	Soap SAN 500 gr.	Milk in powder “Blue Crown” 380 gr.		
Q2-2 What are the customers’ usages of these items?(e.g., “maize powder: for making Nsima, and making porridge”)	Cooking	Washing cloths personal igene and selling	Feeding children		
Q2-3 Where are these items produced?	Namiolo (a small town close to Nampula). Company group’s name Issufo	Nampula	Maputo		
Q2-4 What is the supplier of each item? (e.g., wholesaler / broker / processor / producer / manufacturer)					
Q2-5 How much does your store buy each item in amount?	“It is a small factory in Nampula but I do not remember its name”.	“It is a small factory in Nampula but I do not remember its	“I buy this milk from a shop that is called Almazen Zia”.		
Q2-6 What is the buying price of each item?	20 boxes Each box contains 4 bottles of 5 lt. each	20 boxes with 20 pieces inside	20 boxes with 24 pieces inside		
Q2-7 How much do you sell each item in amount?	About 20 boxes in a month	About 40 boxes in a month	About 10 boxes in a month		
Q2-8 What is the selling price of each item?	90.00 Mt.	12.50 Mt.	40 Mt		
Q2-9 How much is each item produced in amount? (If the respondent knows)	The owner of the shop Does not know this information				
Q2-10 What are your comments on the products that are made in Mozambique in general?	“I believe that quality of the products in Mozambique is not good because is not refined. The quality is low manly due to this aspect. Good quality requires higher prices and people cannot afford to pay more of what it is. People do not have lots of money and cannot afford to pay high prices. Anyway, the quality in general can be mediocre but it depends on the product, sometimes when you pay more can be good”.				

Q4 Logistic Channel for the Potential CaDUP Products					
Q4-2 Questions are regarding (3) coconut oil					
Q4-2-1 What kind of suppliers is your store buying from? (put					
Q4-2-2 How many suppliers do you buy from?					
Q4-2-3 What are the names of top 3 main suppliers?					
Q4-2-4 What variety of coconut oil do you sell in the store? (e.g., types, sizes, brands, etc.) Tell us the variation by each					
Q4-2-5 How much does your store buy the item in amount?					
Q4-2-6 What is the buying price of the item?					
Q4-2-7 How much does your store sell the item in amount?					
Q4-2-8 How much is the selling price of the item?					
Q4-2 Questions are regarding (2) cashew nut.					
Q4-3 Questions are regarding (3) coconut oil.					
Q4-4 Questions are regarding (4) cassava chips.					
Q4-5 Questions are regarding (5) sisal basket.					
Q5 Conditions to Accept CaDUP Products for Sale					
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any)	Sesame seed oil	Cashew nuts	Coconut oil	Cassava chips	Sisal Basket
a) certificate of qualification	x	x	x	x	x
b) indication of raw materials	x	x	x	x	✓
c) standards of packing	✓	✓	✓	✓	✓
d) bar code label	✓	✓	✓	✓	x
e) other (specify: eg., expiration date)	Validity day and Price				The Price
Q6 Probation Sale					
Q6-1 Are you interested in selling CaDUP items on a trial	Yes				
	(1) sesame seed oil	(2) cashew nut	(3) coconut oil	(4) cassava chips	(5) sisal basket
Q6-2 What is the minimum quantity of trial sales item?	1 box with 12 pieces	1 box with 10 pieces	1 box with maybe 12 pieces	1 box with 24 pieces or more	6 pieces
Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial	It would be possible, for about three months. It would be of 10/15%				
Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP product in your shop?	“Yes, sure, no problem”				
Q6-5 How much does your store charge to put a booth for campaign of CaDUP products?	“I do want not money for the promotion and launching of the new products”.				

Shop Name	Super Mercado Ideal/ Retail Shop				
Date	Feb.16th, 2012				
Q1 Profile of the Store/Shop					
Information of Respondent					
Name and type of business	Super Mercado Ideal/ Retail Shop				
Contact number(s)	258 826 881 335				
Address	Nampula City				
Year of establishment	2008				
Number of staff/employees	10				
Name and job title of the contact person	Ismail (Manager)				
Closed day(s) of the store/shop	This economic activity is closed about 2 weeks per				
Q1-1 What is the parent company of “the store/shop”?	Independent Company				
Q1-2 What is the nationality of capital?	Portuguese				
Q1-3 How much is the sales of the store for the last year?	“I cannot answer to this question”.				
Q1-4 What are the marketing concepts of the store?	“We have a small marketing strategy but not always. It is designed by me sometimes”.				
Q1-5 What is the quality of consumers of the store (e.g., age group, sex, economic class, residential area, occupation,	“People who come to the supermarket are upper class most of the time. I do not their job but I am sure they occupy good positions. The age is comprehended between 35-40 years old and the majorities are women. They generally use the car or taxi to reach the shop but I am not sure where they live”.				
Q1-6 How many customers visit to your shop(per day or per	Customers per day 120 Customers per month 3000				
Q1-7 In average, how much does a customerbuy? (average sales/customer)	Each customer buy an amount of things for the value of 200/300 Mt				
Q1-8 What are the reasons do you think that the customers shop at this store?	“People want to buy here for different reasons. In first instance because it is clean and tidy. Second, because there is the air conditioning, no many places in Nampula can afford to pay high rent and high bill for the electricity; people see the difference in terms of quality and appreciate it. The third reason people come to shop in this supermarket is that it is insert in the context of the shopping centre which is important. Often people come here to do other thing, nor for buying in the supermarket, but they see us and suddenly they thing about something they need. The location is already part of the marketing and this supermarket has a good location”.				
Q1-9 What type of transportation do the customers use to come to the store?	People usually come to the supermarket by private car or taxi				
Q2 Sales of the products that are made in Mozambique					
Q2-1. What are the three items that are made in Mozambique best sold in quantity in the	2 types of flour: Corn and wheat	2 types of sugar: White and brown	Chicken		
Q2-2 What are the customers’ usages of these items?(e.g., “maize powder: for making Nsima, and making porridge”)	Xima and Mozambican cusine in general	Sweets	Coocking		
Q2-3 Where are these items produced?	Maputo	Maputo	Nampula		
Q2-4 What is the supplier of each item? (e.g., wholesaler / broker / processor / producer / manufacturer)	From a wholesaler in Nampula	From a wholesaler in Maputo	From a wholesaler in Nampula		
Q2-5 How much does your store buy each item in amount?	10 boxes of wheat flour and 10 boxes of corn flour. Each box contains 10 pieces	10 boxes of white sugar. Each box has 20 pieces each. 5 boxes of brown sugar, each box has 20 pieces	20 boxes. Each box has 20 pieces		
Q2-6 What is the buying price of each item?	Wheat Flour 1kg. 37.00 Mt. Corn Flour 1 kg. 27.00 Mt	White sugar 1 kg. 36 Mt. Brown sugar 1kg. 30 Mt.	60 Mt for one piece		
Q2-7 How much do you sell each item in amount?	6 or 7 boxes per week	6 or 7 boxes per week	6 or 7 boxes per week		
Q2-8 What is the selling price of each item?	Wheat flour 1 kg. 47 Mt. Corn flour 1 kg. 37 Mt	White sugar 1kg. 36 Brown sugar 1kg. 30 Mt	160 Mt each piece		
Q2-9 How much is each item produced in amount? (If the respondent knows)	The manager does not know this information				
Q2-10 What are your comments on the products that are made in Mozambique in general?	“I think the production should be better in terms of both quantity and quality but especially in terms of variety. Mozambique does not diversify very much its products. We have the same things after years and years and the production do not change is always the same. Also, we depend a lot on South Africa in terms of import and we should try to be more independent and create our own products. It would allow us paying so high taxes. Regarding the quality I must say that things are good, also the packaging is well done, good quality. Certanily, not all the products are the same but at least in my supermarket are good”				

Q4 Logistic Channel for the Potential CaDUP Products					
Q4-2 Questions are regarding (2) cashew nut.					
Q4-2-1 What kind of suppliers is your store buying from? (put ✓)	wholesaler				
Q4-2-2 How many suppliers do you buy from?	The manager does not remember				
Q4-2-3 What are the names of top 3 main suppliers?	1. Blu Limitada				
Q4-2-4 What variety of coconut oil do you sell in the store? (e.g., types, sizes, brands, etc.) Tell us the variation by each supplier.	We have three variety of cashew: 1 simple, 2 hot chilly and 3 salty. They have the average size. The packaging, of 360 gr. has not the bar cod. The brand is Marca Nacional.				
Q4-2-5 How much does your store buy the item in amount?	5 boxes per month. Each box has 10 pieces				
Q4-2-6 What is the buying price of the item?	100.00 Mt.				
Q4-2-7 How much does your store sell the item in amount?	1 box per week				
Q4-2-8 How much is the selling price of the item?	It depends. It varies. It can be between 100-120-135 or 140 Mt.				
Q4-2 Questions are regarding (1) sesame seed oil.					
Q4-3 Questions are regarding (3) coconut oil.					
Q4-4 Questions are regarding (4) cassava chips.					
Q4-4-1 What kind of suppliers is your store buying from? (put ✓)	manufacturer				
Q4-4-2 How many suppliers do you buy from?	Only one				
Q4-4-3 What are the names of top 3 main suppliers?	1. WISA				
Q4-4-4 What variety of coconut oil do you sell in the store? (e.g., types, sizes, brands, etc.) Tell us the variation by each supplier.	There are two varieties: one with hot chilly and one without, simple. The packaging is 50 gr. Each and they have the common				
Q4-4-5 How much does your store buy the item in amount?	25 items every three months				
Q4-4-6 What is the buying price of the item?	35.00 Mt				
Q4-4-7 How much does your store sell the item in amount?	25 item every month				
Q4-4-8 How much is the selling price of the item?	50.00 Mt				
Q4-5 Questions are regarding (5) sisal basket.					
Q5 Conditions to Accept CaDUP Products for Sale					
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any)	Sesame seed oil	Cashew nuts	Coconut oil	Cassava chips	Sisal Basket
a) certificate of qualification	x	x	x	x	x
b) indication of raw materials	✓	✓	✓	✓	✓
c) standards of packing	✓	✓	✓	✓	✓
d) bar code label	✓	✓	✓	✓	✓
Q6 Probation Sale					
Q6-1 Are you interested in selling CaDUP items on a trial	yes				
	(1) sesame seed oil	(2) cashew nut	(3) coconut oil	(4) cassava chips	(5) sisal basket
Q6-2 What is the minimum quantity of trial sales item?	2 boxes with 10 items each	2 boxes with 10 items each	2 boxes with 10 items each	2 boxes with 10 items each	I am not interested in this product
Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial	"I do not know about that. I should think about it when I have time and I do not have much time. I need more concrete elements to talk about this offer".				
Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP product in your shop?	Yes, no problem.				
Q6-5 How much does your store charge to put a booth for campaign of CaDUP products?	It would not charge anything, it would be free of charge.				

Shop Name	MIAG Corporation (wholesaler and retail)				
Date	Feb.20th, 2012				
Q1 Profile of the Store/Shop					
Information of Respondent					
Name and type of business	MIAG Corporation (wholesaler and retail)				
Contact number(s)	258 262 161 89				
Address	Nampula City				
Year of establishment	2008				
Number of staff/employees	About 100				
Name and job title of the contact person	Abdul Gani Gafar (Owner and Manager)				
Closed day(s) of the store/shop	Every Sunday, every Saturday for half day and public holidays				
Q1-1 What is the parent company of “the store/shop”?	None				
Q1-2 What is the nationality of capital?	Mozambican				
Q1-3 How much is the sales of the store for the last year?	1.5/2 Million USD per month (About 20 Million USD per year)				
Q1-4 What are the marketing concepts of the store?	We focus our strategy on quality and prices				
Q1-5 What is the quality of consumers of the store (e.g., age group, sex, economic class, residential area, occupation.	“People who come to buy here are any age. From little boys who buy things here to resell them on the street to older people who own supermarkets and shops. We have both men and women who come to shop here. The economic class usually is low, however we have sometimes some rich people and middle-class. Most of our clients are traders”.				
Q1-6 How many customers visit to your shop(per day or per	The person interviewed does not know				
Q1-7 In average, how much does a customerbuy? (average sales/customer)	“I do not know we do not have an average because it is strongly linked to the season of the year”.				
Q1-8 What are the reasons do you think that the customers shop at this store?	“I think people come to buy here manly for three reasons? First because of low prices. Second, for the high quality of our products. Third, because my shop is tidy and clean”.				
Q1-9 What type of transportation do the customers use to come to the	“They usually come here by car, on foot, bikes and motorbikes. Also, I would add that we have our own cars and we deliver goods according to the needs and quantity our customers have to buy”.				
Q2 Sales of the products that are made in Mozambique					
Q2-1. What are the three items that are made in Mozambique best sold in quantity in the	Wheat Flour from 25 to 50 kg each sack. Brand’s name: Faspao	Maize Flour from 25 to 10 kg each sack. Brand’s name: DECA	Frozy Juice Morango (Strawberries). Brand’s name: Frozy		
Q2-2 What are the customers’ usages of these items?(e.g., “maize powder: for making Nsima, and making porridge”)	People make bread, biscuits and cooking in general	People make xima, cooking in general. Sometimes when they buy in big quantities they sell it	People drink it		
Q2-3 Where are these items produced?	Beira	Chimoio	Maputo		
Q2-4 What is the supplier of each item? (e.g., wholesaler / broker / processor / producer / manufacturer)	AFRICOM (the producer)	DECA (the producer)	Yafico (the producer)		
Q2-5 How much does your store buy each item in amount?	35 tons of wheat flour. How often it is difficult to say because it is strongly related to the period of the year and from the general sales	105 tons per week of maize flour	30 tons per month		
Q2-6 What is the buying price of each item?	AFRICOM pays the transport so the price is between 470-460 Mt 25 kg each sack	DECA does not always pay the transport for us. Usually we buy it for 320 Mt 25 kg each	210 Mt each box which contains 24 bottles		
Q2-7 How much do you sell each item in amount?	The interviewed does not know the answer				
Q2-8 What is the selling price of each item?	15 or 20 Mt more but it depends	15 or 20 Mt more but it depends	15 or 20 Mt more but it depends		
Q2-9 How much is each item produced in amount? (If the respondent knows)	The interviewed does not know				
Q2-10 What are your comments on the products that are made in Mozambique in general?	“In Mozambique a lot of goods come from South Africa and the competition with them is very high. We are trying to improve quality and packaging to be the winner in our own market but it is not easy. Overall, I can say that the quality of Mozambican products is very good, meanly because of the competiotion”.				
Q4 Logistic Channel for the Potential CaDUP Products					

Q4-2 Questions are regarding (3) coconut oil					
Q4-2-1 What kind of suppliers is your store buying from? (put ✓)					
Q4-2-2 How many suppliers do you buy from?					
Q4-2-3 What are the names of top 3 main suppliers?					
Q4-2-4 What variety of coconut oil do you sell in the store? (e.g., types, sizes, brands, etc.) Tell us the variation by each					
Q4-2-5 How much does your store buy the item in amount?					
Q4-2-6 What is the buying price of the item?					
Q4-2-7 How much does your store sell the item in amount?					
Q4-2-8 How much is the selling price of the item?					
Q4-2 Questions are regarding (2) cashew nut.					
Q4-3 Questions are regarding (3) coconut oil.					
Q4-4 Questions are regarding (4) cassava chips.					
Q4-5 Questions are regarding (5) sisal basket.					
Q5 Conditions to Accept CaDUP Products for Sale					
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any)	Sesame seed oil	Cashew nuts	Coconut oil	Cassava chips	Sisal Basket
a) certificate of qualification	✓	✓	✓	✓	x
b) indication of raw materials	✓	✓	✓	✓	x
c) standards of packing	✓	✓	✓	✓	x
d) bar code label	✓	✓	✓	✓	x
e) other (specify: eg., expiration date)	expiration date is very important				x
Q6 Probation Sale					
Q6-1 Are you interested in selling CaDUP items on a trial	yes				
	(1) sesame seed oil	(2) cashew nut	(3) coconut oil	(4) cassava chips	(5) sisal basket
Q6-2 What is the minimum quantity of trial sales item?	Maybe	Maybe	Maybe	Maybe	Maybe
Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial	It would depends a lot on the general situation the prices and on other aspects. We should discuss about it. Everything is negotiable”.				
Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP product in your shop?	Yes, it would be possible				
Q6-5 How much does your store charge to put a booth for campaign of CaDUP products?	“I have never had this kind thing in my shop but it is something we can discuss about. It is negotiable”.				

【段ボール1箱を輸送する際のコスト(重量20kg、内容物:食品、雑貨)】

Area No.	PROVINCIA	CITY	⇒	PROVINCIA	CITY	COMPANY	METHOD OF TRANSPOR	TIME(day)	DISTANCE (KM/APPRO X)	COST	Special instruction
1-A	MAPUTO	Suburban MAPUTO*	⇒	MAPUTO	MAPUTO CITY	MPD	LAND	1	30	US\$20	US\$20/Box : 1~4Boxes US\$21.25/Box : 5~20Box (それ以上は21~40Boxes,41~100Boxes,101~200Boxes の区切りで重量が増えるほど割安となる)
1-B							AIR	N/A	N/A	N/A	N/A
1-C							SEA	N/A	N/A	N/A	N/A
2-A	GAZA	XAI-XAI	⇒	MAPUTO	MAPUTO CITY		LAND	1	220	US\$45	US\$45/Box : 1~4Boxes US\$46.25/Box : 5~20Box
2-B							AIR	N/A	N/A	N/A	N/A
2-C							SEA	N/A	N/A	N/A	N/A
3-A	INHAMBANE	INHAMBANE CITY	⇒	MAPUTO	MAPUTO CITY		LAND	1	550	US\$100	US\$100/Box : 1~4Boxes US\$116.25/Box : 5~20Box
3-B							AIR	1	550	US\$100	US\$100/Box : 1~4Boxes US\$116.25/Box : 5~20Box
3C							SEA	N/A	N/A	N/A	N/A
4-A	NAMPULA	Suburban NAMPULA* *A case of the most distant village from the	⇒	NAMPULA	NAMPULA CITY		LAND	N/A	N/A	N/A	N/A
4-B							AIR	N/A	N/A	N/A	N/A
4-C							SEA	N/A	N/A	N/A	N/A
5-A	NIASSA	LICHINGA	⇒	NAMPULA	NAMPULA CITY		LAND	N/A	N/A	N/A	N/A
5-B							AIR	N/A	N/A	N/A	N/A
5-C							SEA	N/A	N/A	N/A	N/A
6-A	CABO DELGADO	PEMBA	⇒	NAMPULA	NAMPULA CITY		LAND	N/A	N/A	N/A	N/A
6-B							AIR	N/A	N/A	N/A	N/A
6-C							SEA	N/A	N/A	N/A	N/A
7-A	NAMPULA	NAMPULA CITY	⇒	MAPUTO	MAPUTO CITY		LAND	3	1983	US\$150	US\$150/Box : 1~4Boxes US\$167.5/Box : 5~20Box
7-B							AIR	3	1983	US\$150	US\$150/Box : 1~4Boxes US\$146.25/Box : 5~20Box
7-C							SEA	N/A	N/A	N/A	N/A
8-A	NAMPULA	NAMPULA CITY	⇒	South-Africa	JOHANNESBURG		LAND	3	2523	US\$250	US\$250/Box : 1~4Boxes US\$283.75/Box : 5~20Box
8-B							AIR	3	2523	US\$250	US\$250/Box : 1~4Boxes US\$283.75/Box : 5~20Box
8-C							SEA	N/A	N/A	N/A	N/A
9-A	MAPUTO	MAPUTO CITY	⇒	South-Africa	JOHANNESBURG		LAND	2	540	US\$100	US\$100/Box : 1~4Boxes US\$116.25/Box : 5~20Box
9-B							AIR	2	540	US\$100	US\$100/Box : 1~4Boxes US\$137.5/Box : 5~20Box
9-C							SEA	N/A	N/A	N/A	N/A
1-A	MAPUTO	Suburban MAPUTO*	⇒	MAPUTO	MAPUTO CITY	CTZ				US\$100	
1-B										N/A	
1-C										N/A	
2-A	GAZA	XAI-XAI	⇒	MAPUTO	MAPUTO CITY					US\$250	
2-B										US\$200	
2-C										N/A	
3-A	INHAMBANE	INHAMBANE CITY	⇒	MAPUTO	MAPUTO CITY					US\$350	
3-B										US\$250	
3C										N/A	
4-A	NAMPULA	Suburban NAMPULA*	⇒	NAMPULA	NAMPULA CITY					US\$150	
4-B										N/A	
4-C										N/A	
5-A	NIASSA	LICHINGA	⇒	NAMPULA	NAMPULA CITY					US\$250	
5-B										US\$200	
5-C										N/A	
6-A	CABO DELGADO	PEMBA	⇒	NAMPULA	NAMPULA CITY					US\$300	
6-B										US\$200	
6-C										N/A	
7-A	NAMPULA	NAMPULA CITY	⇒	MAPUTO	MAPUTO CITY					US\$300	
7-B										US\$300	
7-C										N/A	
8-A	NAMPULA	NAMPULA CITY	⇒	South-Africa	JOHANNESBURG					US\$600	
8-B										US\$550	
8-C										N/A	
9-A	MAPUTO	MAPUTO CITY	⇒	South-Africa	JOHANNESBURG					US\$400	
9-B										US\$350	
9-C										N/A	
1	MAPUTO	MAPUTO CITY	⇒	GAZA	CHIBUTO	Xapa (Small bus from MAPUTO Terminal)	LAND	2.5hour		108MT/1box	Owner : AÇACIO AMÉRICO MUNGUAMBE(829263230) Owner : AÇACIO AMÉRICO MUNGUAMBE(829263230) Conductor : HÉLDER(825138250)
2	MAPUTO	MAPUTO CITY	⇒	GAZA	MANJACAZE		LAND	3hour		136MT/1box	
3	MAPUTO	MAPUTO CITY	⇒	GAZA	XaiXai		LAND	2hour		150MT/1box	
4	MAPUTO	MAPUTO CITY	⇒	GAZA	MANHIÇA		LAND	1hour		50MT/1box	
5	MAPUTO	MAPUTO CITY	⇒	GAZA	PALMEIRA		LAND	1hour		65MT/1box	
6	MAPUTO	MAPUTO CITY	⇒	GAZA	CHOKWE		LAND	3hour		about 100MT/1box	
7	MAPUTO	MAPUTO CITY	⇒	GAZA	MAWAIELA		LAND	8hour		about 100MT/1box	
1	MAPUTO	MAPUTO CITY	⇒	INHAMBANE	INHAMBANE CITY	Medium bus from	LAND	6~7hour	600km	300MT/1box	
2	MAPUTO	MAPUTO CITY	⇒	South-Africa	JOHANNESBURG	MAPUTO Junta	LAND	6~7hour	600km	550MT/1box	
1	MAPUTO	MAPUTO CITY	⇒	MAPUTO	NAMAACHA	Medium bus from MAPUTO International de Baixa Terminal	LAND	1.5~2hour		100MT/1box	
1	NAMPULA	NAMPULA CITY	⇒	BEIRA	BEIRA	CAVALINHO (Big bus from	LAND	13hour		600MT/1box	1300MT/passenger
2	NAMPULA	NAMPULA CITY	⇒	MAPUTO	MAPUTO CITY		LAND	30hour		600MT/1box	2500MT/passenger
1	NAMPULA	NAMPULA CITY	⇒	CABO DELGAD	MONTEPUEZ	MANING NICE (Big bus from NAMPULA CFM Terminal)	LAND	3~5hours		150~200Mt	350MT/passenger
2	NAMPULA	NAMPULA CITY	⇒	CABO DELGAD	PEMBA		LAND	3~5hours		150~200Mt	350MT/passenger
3	NAMPULA	NAMPULA CITY	⇒	CABO DELGAD	Mocimboa Da Praia		LAND	10~12hours		150~200Mt	500MT/passenger
4	NAMPULA	NAMPULA CITY	⇒	MAPUTO	MAPUTO CITY		LAND	30hours		150~200Mt	1日約2便
5	NAMPULA	NAMPULA CITY	⇒	SOFALA	BEIRA		LAND	19hours		150~200Mt	1日約3便
6	NAMPULA	NAMPULA CITY	⇒	MANICA	CHIMOIO		LAND	18hours		150~200Mt	1日約3便
7	NAMPULA	NAMPULA CITY	⇒	TETE	TETE		LAND	20hours		150~200Mt	1日約2便
8	NAMPULA	NAMPULA CITY	⇒	ZAMBEZIA	QUELIMANE		LAND	12hours		150~200Mt	1日約7便
1	NAMPULA	NAMPULA CITY	⇒	SOFALA	BEIRA	Nampula Express (Big bus from NAMPULA CFM Terminal)	LAND	15hours		400Mt	1300MT/passenger 1~4便/週
1	NAMPULA	NAMPULA CITY	⇒	NAMPULA	MECUBURI	Xapa (Small bus from NAMPULA FAINA Terminal)	LAND	2h		100MT/1box	Driver:Mateus(843860434) 乗客80Mt/人 ※物の輸送はAdditional responsibilityなので高め
2	NAMPULA	NAMPULA CITY	⇒	NAMPULA	MORRUPULA		LAND	1h		100MT/1box	Driver:Mateus(843860434) 乗客70Mt/人
1	NAMPULA	NAMPULA CITY	⇒	BEIRA	BEIRA	Transportes Carlos Oliveira (T.C.O:Big bus)	LAND	12hour		600Mt	*3便/週 *値段は重さで決定し30Mt/kg。積載依頼上限は30kgまで
2	NAMPULA	NAMPULA CITY	⇒	MAPUTO	MAPUTO CITY		LAND	32hour (wait 8hours @Beira)		600Mt	3便/週
1	NAMPULA	NAMPULA CITY	⇒	NIASSA	Cuamba	CDN(Train from NAMPULA TRAIN	RAIL	9~10hours	約340km	60Mt/20kg + VAT17%	Chief of the train station: Tacuane(845114013)

【トラック1台ハイヤーする際のコスト(搭載物:食品・雑貨)】

Area No.	PROVINCIA	CITY	⇒	PROVINCIA	CITY	COMPANY	METHOD OF TRANSPORT	TIME(hour)	DISTANCE	COST	Contact Address
1	NAMPULA	NAMPULA CITY	⇒	NIASSA	Cuamba	BABA TEMBO TRUCKS (Truck from NAMPULA CFM Terminal)	LAND	1.5days		25,000MT/1track	※7トンまで積載可能なトラックをハイヤーした場合の値段(混載はなし) *Maximum :7tまで積載可能 *ただし、ニアサ方面は特に雨季は道が悪く車だと1週間かかることもあるため、鉄道を使う方が良い場合がある *ニアサ→ナンブラ間は、ニアサにトラックが居る場合は、同じ値段でハイヤー可能 *費用は燃料費込みの片道価格。往復する際は1.5倍の値段でハイヤー可能。
2	NAMPULA	NAMPULA CITY	⇒	NIASSA	Mandimba		LAND	2days		30,000MT/1track	
3	NAMPULA	NAMPULA CITY	⇒	NIASSA	Massangulo		LAND	3days		40,000MT/1track	
4	NAMPULA	NAMPULA CITY	⇒	NIASSA	Lichinga		LAND	3days		40,000MT/1track	
1	NAMPULA	NAMPULA CITY	⇒	NIASSA	LICHINGA	Transportes Chefe (Truck)	LAND	3-5days	700km	65,000Mt	※10ントラックをハイヤーした場合の値段(混載はなし) Administrater:Ibraimo (827976093) transporteschefe@yahoo.com.br
2	NAMPULA	NAMPULA CITY	⇒	CABO DELGADO	PEMBA		LAND	1day	400km	35,000Mt	
3	NAMPULA	NAMPULA CITY	⇒	MAPUTO	MAPUTO CITY		LAND	about 3days	2300km	110,000Mt	
4	NAMPULA	NAMPULA CITY	⇒	South-Africa	JOHANNESBURG		LAND	7days	2800km	182,000Mt	
1	NAMPULA	NAMPULA CITY	⇒	NIASSA	LICHINGA	CDN(Train from NAMPULA TRAIN STATION)	RAIL	3days (because of bad road condition)	約650km	3,334Mt/t	Chief of the train station: Tacuane(845114013) ※運送料金は距離、重さにもとづく ※LICHINGA行きは1ワゴンハイヤーする必要あり ※料金は1t当たりの値段 ※1〜2便/月

DEPARTAMENTO DE FISCALIZAÇÃO

2 - TARIFAS DO EXCESSO DE BAGAGENS E RECOVAGENS - EXPRESSO EM METICAIS

ESTAÇÃO DE NAMPULA

Peso Excedendo Kgs.	DISTÂNCIA EM KILOMETROS												Lichinga
	1-10	11-20	21-30	31-50	51-100	101-150	151-200	201-300	301-400	401-500	501-600	601-800	
5	12,00	12,00	12,00	12,00	12,00	12,00	12,00	12,00	12,00	19,00	21,00	28,00	
10	12,00	12,00	12,00	12,00	12,00	15,00	18,00	24,00	30,00	38,00	43,00	55,00	
15	12,00	12,00	12,00	12,00	18,00	21,00	26,00	35,00	45,00	55,00	64,00	83,00	
20	12,00	12,00	15,00	16,00	23,00	29,00	35,00	47,00	60,00	73,00	85,00	110,00	
30	18,00	19,00	21,00	25,00	34,00	44,00	53,00	71,00	90,00	109,00	128,00	165,00	
40	23,00	25,00	28,00	32,00	45,00	58,00	70,00	95,00	120,00	145,00	170,00	220,00	
50	29,00	31,00	35,00	41,00	56,00	73,00	88,00	119,00	150,00	182,00	213,00	276,00	
60	34,00	38,00	41,00	49,00	68,00	87,00	105,00	143,00	180,00	218,00	255,00	331,00	
70	43,00	44,00	47,00	56,00	79,00	100,00	123,00	167,00	210,00	254,00	298,00	386,00	
80	45,00	50,00	55,00	65,00	90,00	115,00	140,00	190,00	240,00	297,00	341,00	441,00	
90	53,00	56,00	61,00	73,00	102,00	129,00	158,00	214,00	270,00	327,00	383,00	496,00	
100	56,00	63,00	69,00	82,00	113,00	144,00	175,00	238,00	301,00	363,00	426,00	551,00	
120	61,00	75,00	83,00	98,00	135,00	173,00	210,00	285,00	361,00	436,00	511,00	661,00	
140	79,00	86,00	95,00	113,00	158,00	200,00	273,00	333,00	421,00	508,00	596,00	724,00	
160	89,00	99,00	109,00	129,00	179,00	229,00	279,00	380,00	480,00	580,00	680,00	880,00	
180	100,00	117,00	123,00	145,00	202,00	258,00	314,00	427,00	540,00	653,00	765,00	851,00	
200	112,00	125,00	138,00	163,00	225,00	287,00	351,00	476,00	601,00	726,00	886,00	1.102,00	
Superior a 200 Kgs. 900 e mais Kgs.	0-57	1,00	1,00	1,00	1,00	1,00	2,00	2,00	2,00	4,00	5,00	6,00	
		RAPAU		MUTURUA		CARRAMAJA		RIAUÉ		MUSSA		TUI	

Ratane Muterua E. Lagos Lichinga

Carramaja Riandé Tui Lúrio I Ap. E. Lagos

Murrula Outeiro Namecuna Lúrio II Cr. Murissa

Rente Cruz Nacata I Ap. Murissa

Miolene Caiaia Nacata II Cr. Murissa

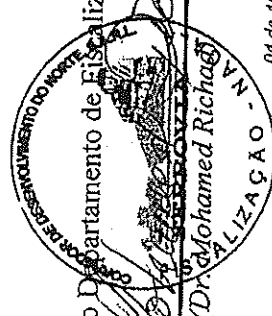
Tamele Pacuaria Nataleia Murissa

Nacarroane

NOTA:

Exemplo de uma remessa com 275kgs percorrendo até 200 km

200Kgs	351,00
75*2	150,00
Total	501,00



 Chefe do Departamento de Fiscalização

 (Dr. Mohamed Richag)