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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

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

## ② 第二次現地調査

Б.	TNI.	N. d
Date	Place	Meeting
Jan 30th	Tokyo (Departure at 18:25)	
Jan 31st	Capetown (Arrive at 11:10)	0.20.10.20 DUN/TOTD A DE /DDC D
Feb 1st	Capetown	9:30-10:30 PHYTOTRADE (BDS Provider)
		11:00 CERES (Organic certificate)
	Johannesburg at 21:50)	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)
		Bry anston 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	Bryanston Organic & Natural Market
	(Departure 16:55)	WOOLWORTH
	_	Fresh Earth (store)
		Fruits & Roots
Feb 5th	Maputo	Compiling the data collected, Mr Takagi
Feb 6th	Maputo	JICA Mozambique
	and the same of th	INNOQ
		SNV
Feb 7th	Maputo	9:00 Dutch Embassy
(Tue)	1vi aputo	Custom Authority, CPI (To make appointments)
(Tuc)		Woolworth
Feb 8th	Maputo	Custom Authority, CPI (To make appointments, follow up)
reb otti	Maputo	
E-1-041-	Manager	4:30 Mr. Mohan
Feb 9th	Maputo	9:30 Custom Authority
(Thu)		11:00 UNIDO
E 1 10:1	26	14:00 DFID
Feb 10th	Maputo	9:00 ILO
(Fri)		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
Eab 15th (Wad)	Maputo- Nampula	Mr. Changemba/DDIC Facal naint)
Feb 15th (Wed)		Mr. Chacuamba(DPIC Focal point)
Feb 16th	Nampula	9:00 IPEX (Edificio Nampula)
(Thu)		10:30 Cepagri
•		14:00 SNV
Feb 17th	Nampula	11:30 DPTURISMO
(Fri)	1 ^	14:00 UCODIN
. /		15:00 Clusa
Feb 18th(Sat)	Nampula	Compiling the data
Feb 19th(Sun)	Nampula	Compiling the data
Feb 20th	Nampula	8:30 Adelna
(Mon)	- unipula	10:00 Miruku
(141011)		14:00 GAPI
E-b-21-4	N	16:00 DPDR
Feb 21st	Nampula	8:30 AGRICULTURA (Extensao Rural ) DPA
		1:00 IKURU
	1	2:30 Women's bank
Feb 22nd	Nampula	09:00-10:30Aciana/Cta/IDO
(Wed)		10:30WISSA
		13:30 DPIC
Feb 23rd	Mozambique Island	SDAE 9:30
	<u> </u>	11:00 Local Producer
Feb 24th	Nampula	9:00 Olipa
1		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 - 11:15ADEI
		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 Vilnkulos, 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, Preperation for consumer survey
Mar 6th	Maputo	11:00 UNIDO
		15:00 consumer survy
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.	,,,,,		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	<ul><li>・14:00 ナンプラ DPIC 局長表敬</li><li>・PM:DPIC 担当者との調査スケジュール等に係る打ち合わせ</li><li>・主要市場の調査</li></ul>
		25th	(Fri)	Nampula	<ul> <li>・店舗マネジャーへのアポ取り(MIAG、Super mercado ideal、FRUIT DE AFRICA)</li> <li>・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</li> <li>・JETRO カシューナッツ輸入調査団との面会</li> </ul>
		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
		our	(141011)	-	IPEME 表敬
		7.1	(TF. )		12:00 Shoprite
		7th	(Tue)		14:00 MPD   バスターミナル訪問(輸送コスト調査)
					バスターミナル訪問(輸送コスト調査)
					バスターミナル町口(制)  11:00 CARMOC
		8th	8th (Wed)		14:00 Flexo
					16:00 Arkay Plastics
					9:00 Mares LDA
		0.1	(TT)		11:00 Flemingo
		9th	(Thu)		14:00 Pick n Pay
				Maputo	16:30 Premier
					9:00 Pick n Pay
		10th	(Fri)		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)
		1011	(1,1011)	_	16:00 Woolworth (Mares LDA)
		4.43	(T. )		10:00 Polana Selena Hotel
		14th	(Tue)		13:30 IPEME
		15.1	(TV 1)	M N . 1	16:00 JICA パフターストル 計明 (本) ソーフト 記本 )
		15th	(Wed)	Maputo to Nampula	バスターミナル訪問(輸送コスト調査) バスターミナル訪問(輸送コスト調査)
		16th	(Thu)		バスターミアル前向(制送コスト詞重)   15:00 Casa Adamo
		Total	(Tilu)		17:00 Super Mercado Ideal
				Nampula	統計局ナンプラ支局
		17th	(Fri)		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
					7:00~9:30 CDN ナンプラ TrainStation
		20th	(Mon)	Ivampuia	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、
		<u> </u>		-	kITPLUS) ・包装資材調査(ARKAY Plastic)
		24th	(Fri)		・包装員M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)	rampaia to mapato	情報整理
				1	11:00 MAESTRO HOTELARIA E COMERCIO
		27th	(Mon)		包装コスト追加調査(見積書再回収)
				=	9:00 CLASSICA HAND MADE
		28th	(Tue)		14:00 The BALI Shop
			` ′		包装調査先へ電話調査
		00:1	ar s		包装コスト追加調査(見積書再回収)
		29th	(Wed)		追加市場調査(Polana Selena Hotel、CLASSICA HAND MADE)
	Mar.	1.	(TC!	Maputo	・税関(関税について情報収集)
		1st	(Thu)		・MIC(関税について情報収集)
		22.4	(Eri)		包装コスト追加調査(見積書再回収)
		2nd	(Fri)	]	マプト市統計局(INE)
		3rd	(Sat)	1	情報整理
		4th	(Sun)	1	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)
	Ì	6th	(Tue)	1	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	(Wad)		マプト市統計局(INE)
14111	(Wed)		報告書とりまとめ
15th	(Thu)		報告書とりまとめ
16th	(Fri)		9:00 IPEME 報告会
1001	(111)		16:00 JICA モザンビーク事務所報告会
17th	(Sat)		資料整理
18th	(Sun)	Departure of Maputo	
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	<ul> <li>Relevant ministries/organizations to be identified and initial meetings held with the stakeholders</li> </ul>	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 t o 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 ISNPECTION

- 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**

Nō	Course	Objective	Number of Trainees	Duration
1	Cultural & Creative Industries Management	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.	102	10 Days or 80 Hours
2	Women Entrepreneurship Development	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).	40	7 Days or 56 h
3	Women Entrepreneurs Associations (WEA)	<ul> <li>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;</li> <li>To guarantee that the WEA influence politics and decisions in their Organizations or Associations.</li> <li>To guide women in the creation and management of WEA.</li> <li>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.</li> <li>To promote linkages between the WEAs and other Regional Organizations and other key Stakeholders of the private sector.</li> </ul>	38	5 Days or 25 h
4	Qualification Carpenters Course	<ul> <li>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;</li> <li>To realize/make measurements in the work station</li> <li>Select materials, machines, tools and means according to the job to be carried out as planned.</li> </ul>	125	15 Days or 120 Hours

		- To do/carried out the tasks described in project by strictly observing		
5	Qualification Masons Course	Hygiene and Safety rules.  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> <li>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.</li> <li>To identify to tasks and critical aspects in the project.</li> <li>To improve the fulfillment deadlines that were set up as well as readjustments in case of delays.</li> <li>To elaborate budgets, to calculate the costs of services provision;</li> <li>To elaborate a financial plan of the business or budget of the Business Plan;</li> <li>To elaborate the Cash Flow;</li> <li>To apply the principles of Financial Management;</li> <li>To apply the principles of Financial management of a Work Contract.</li> <li>To carry out Procurement (How to buy for a business).</li> </ul>	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

	resources Management	principles and rules oriented to preservation as well as the rational use of the available resources from the nature.		
12	Communication Techniques	To introduce to trainees to forms and models of communication that are appropriate to their organizations.		3 Days or 15 Hours
13	Expand Your Business			
14	Business EDGE	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.		From 1 day (6 Hours) to 2 days (12 Hours) per Module
15	Concepts and Techniques Microfinance			
16	Lodging Services Marketing	To introduce methods of dissemination and presentation of Hotel Service Units that allow to the attract a considerable and increasing number of customers.		2 Dias (14 Hours)
17	Operating a business of sustainable Lodging	To introduce management models for hotel units		1,5 Days or 10,5 Hours)
18	Hosts Assistance (Basic 1)			1 Day or 7 Hours
19	Hosts Assistance (Advanced 2)			1 Day or 7 Hours
20	Generate Your Business Idea (GYBI)	The objective of this Course is to train the participant so that he/she is capable of:  - creating some business-oriented ideas;  - selecting the best ideas using the SWOT analysis method  - make the market appraisal for his/her own business  - design a action plan	3,755	4 Days or 23 Hours

21	Start Your Business (SYB)	With this Course the participant is qualified to:  - identify his/her entrepreneurial characteristics;  - describe his/her business idea;  - develop a marketing plan of his/her business;  - define his/her legal responsibilities;  - Elaborate/develop his/her business plan;  - To learn basic concepts of management	6,935	10 Days or 50 Hours
22	Improve Your Business (IYB)	To support existing entrepreneurs to improve the management of their businesses in order guarantee their continuity and sustainability.	2,341	5 Days or 25 Hours
23	23 Starts and Improve Your Construction Business (SIYCB) Composed by 12	MODULE 1: TO UNDERSTAND THE BUSINESS PRINCIPLES  To help potential Entrepreneur to understand the functioning of basic business principles	296	1 Day or 3 Hours
	Training modules/packages according to the need of specific group;	<b>MODULE 2:</b> UNDERSTAND THE PRINCIPLES OF BUSINESS CONSTRUCTION  To help to understand the processes and structures within the Constructions Industry and how it works.	296	1 Day or 3 Hours
		MODULE 3: START YOUR CONSTRUCTION BUSINESS  To support the trainees to follow the necessary steps to initiate a construction business.	296	4 Days or 20 Hours
		<ul> <li>MODULE 4: MARKETING YOUR BUSINESS</li> <li>To assist the trainees to:</li> <li>explore the role of marketing objectives in the life of a contractor.</li> <li>develop and use appropriate management tools that will help to promote their business.</li> <li>understand and to describe the importance of supplying/providing to customers good quality services and products.</li> </ul>	296	2 Days or 10 Hours
		MODULE 5: GAINS WORK - PRICE AND TENDER  To provide conditions that allow success in a construction business.	296	4 Days or 20 Hours

	MODULE 6: CONCLUDE/FINISH YOUR WORKMANSHIP This module was drawn to help Entrepreneur to terminate their Contracts on time, within or	296	5 Days or 25 Hours
	according to the agreed budget followed the specified quality standards.  MODULE 7: RESOURCE MANAGEMENT  The objective of this module is to provide to participants with capacities to	296	3 Days or 15 Hours
	manage their resources effectively .  MODULE 8: DESIGNING THE BUSINESS STRATEGY  The objective of this Module is to help the participant to design a very good Strategic Plan	296	1 Day or 5 Hours
	MODULE 9: BUSINESS MANAGEMENT  To understand some of the most important principles on how to manage with success his/her construction business.	296	1 Day or 5 Hours
	MODULE 10: FULFILLMENT OF REQUIREMENTS  To make sure that participants or entrepreneurs will follow the prescribed obligations.	296	1 Day or 5 Hours
	MODULE 11: CREATING SUPPORTING STRUCTURES  To enable the participant to create effective networks.	296	1 Day or 3 Hours
	MODULE 12: GROWING YOUR CONSTRUCTION BUSINESS  - 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)	The purpose of this training it is to:  - 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

- 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
- NM 6: 2005 Cereals Specifications for wheat and durum wheat including methods of analysis and sampling. - 340.00
- NM 7: 2000 Cereals Specification for wheat flour including methods of analysis and sampling. - 500.00
- 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
- 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
- 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

CI	B			
Shop	Premier 2012			
Date	Feb. 9th, 2012			
Q1 Profile of the Store/Shop			ı	
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 Mr. Paul Kayton, General			
Name and job title of the	Manager			
contact person	PAULCAYTON@gmail.com			
Q1-1 What is the parent	PAULCATTON@gmail.com			
company of "the store/shop"?	Premier Group			
	Mozanbiquan. Hussein Ali			
Q1-2 What is the nationality of	Ahmad (Lebanese) is the			
capital?	owner.			
Q1-3 How much is the sales of				
the store for the last year?	not available			 
	-Direct distibution of			
	leaflets to Media; radio			
Q1-4 What are the marketing	and TV CM			
concepts of the store?	-One stop solution from			
Solution of the store:	food to furniture			
	-Clean, tidy store			
O4 F M/h = t = th = 1 Pr	-Good standard of service			
	8,500 - 10,000			
consumers of the store (e.g.,	customers/month.			
age group, sex, economic class,	Broadly from the country;			
residential area, occupation,	middle and upper class. -central location			
	-easy parking			
Q1-6 What are the reasons do	-everything at one stop			
you think that the customers	-tidy			
shop at this store?	-wide range of items			
shop at this store:	-price			
	-mostly good quality			
Q1-7 What type of	-mostiv good duality			
transportation do the	taxy, bus, private car			
customers use to come to the	,, ,,			
Q2 Sales of the products that are	made in Mozambique: ver	y few in <u>Premier</u>		
Q2-1. What are the three items				
that are made in Mozambique	1.water	2.maize flour	3. nuts (cashew and etc.)	
best sold in quantity in the				
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				
,	North Mozambique	North Mozambique	North Mozambique	
produced?  Q2-4 What is the supplier of				
each item? (e.g., wholesaler /				
broker / processor / producer /	wholesaler	wholesaler	wholesaler	
manufacturer)				
Q2-5 How much does your store	6,000 - 10,000 bottles, in	8,000 - 10,000 bags	1,500 - 2,000 containers	
buy each item in amount?	all sizes	(1 kg/bag)	(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	same as bought	same as bought	same as bought	 
each item in amount?	-	Jame as bougift	Jame as bought	
Q2-8 What is the selling price of	25MT/500ml			
each item?	45MT/1L	45MT/kg	40MT/300g(cashew)	
	170MT/5L			
Q2-9 How much is each item		n a tala i	na tidaa	
produced in amount? (If the	no idea	no idea	no idea	
respondent knows)	-Quality is good, but supply	l vis unstable		
Q2-10 What are your comments	-No manufactures of proce		tools, electric annliances	
on the products that are made	apparel, so need imported		cools, cicculo appliances,	
in Mozambique in general?	apparen so neca importeu	5.165		
<u> </u>				

Q4 Logistic Channel for the Pote	ential CaDUP Products				
Q4-2 Questions are regarding					
(2) cashew nut.					
Q4-2-1 What kind of suppliers is	wholesaler				
your store buying from? (put Q4-2-2 How many suppliers do					
you buy from?	4 - 5				
	1.TROPIGALIA				
Q4-2-3 What are the names of	2.SOTICO				
top 3 main suppliers?	3. TERRAME				
Q4-2-4 What variety of cashew					
nut do you sell in the store?	Plain, Salted, Piri-piri, BBQ.				
(e.g., types, sizes, brands, etc.) Tell us the variation by each	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	same as interviewed in				
of the item?	Q.2.				
Q4-2-7 How much does your	same as interviewed in				
store sell the item in amount?  Q4-2-8 How much is the selling	Q.2. same as interviewed in				
price of the item?	Q.2.				
p. 100 0. the item	~-·				
Q4-5 Questions are regarding	(Premier had saisal basket	hefore but the supply	v stonned Willing to huy )		
(5) sisal basket.	(Freiillei Hau Saisai basket		, stopped. Willing to buy.		
Q4-5-1 What kind of suppliers is	small informal wholesaler				
your store buying from? (put Q4-5-2 How many suppliers do					
you buy from?	1				
Q4-5-3 What are the names of	de de la companya de				
top 3 main suppliers?	don't remember				
Q4-5-4 What variety of cashew					
nut do you sell in the store?	mixed				
(e.g., types, sizes, brands, etc.)					
Tell us the variation by each Q4-5-5 How much does your	400 - 500 at a time x 2				
store buy the item in amount?	times only				
Q4-5-6 What is the buying price	don't remember				
of the item?	don t remember				
Q4-5-7 How much does your	sold all				
store sell the item in amount?  Q4-5-8 How much is the selling					
price of the item?	150 - 200 MT/each				
Q5 Conditions to Accept CaDUP	Products for Sala				
	Toducts for Sale			T.	T
Q5-1 What requirements does	(1)Sesame seed oil	(2)cachow nut	(2)Coconut oil		(E) Sigal backets
your store have for accepting CaDUP products?(put ✓ in each	(1)sesame seed on	(2)cashew nut	(3)Coconut oil	(4) Cassava chips	(5) Sisal baskets
box, with information if any)					
	Certification by the	Certification by the	Certification by the	Certification by the	
a) certificate of qualification	Ministry of Health	Ministry of Health	Ministry of Health	Ministry of Health	
b) indication of raw materials	✓	<b>√</b>	<b>√</b>	<b>√</b>	
c) standards of packing d) bar code label	1	✓ ✓	<b>√</b>	<b>√</b>	/
•	validity date for food	•	validity date for food	validity date for food	<u> </u>
e) other (specify)	items	items	items	items	
OC Burketing Cale	-Gurantee of supply and 2 of -Payment: happy to pay in	•	• • • •		
Q6 Probation Sale					I
Q6-1 Are you interested in selling CaDUP items on a trial	Yes				
Sching Capor 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	,			200 bags, but need to	
quantity of trial sales item?	200 bottles	200 bottles	50 bottles	taste first	
Q6-3 Would it be possible for	In a short time, yes. After 6				A continuous di
the store to reduce profit	We are going to start "Prou				· · · · · · · · · · · · · · · · · · ·
margin to increase CaDUP trial	(TV) to support growth of dayailable, we would like to			g imports. As long as th	e supply is
sale?	Now, we are extending the			10km away from here	
	inow, we are extending the	Store as well as Collst	ructing a new one (050111)	TOKIII away ITOIII TIEFE.	

Shop	Pick'n Pay				
Date Classical Color	Feb. 10th, 2012				
Q1 Profile of the Store/Shop					
Information of Respondent	C				
Name and type of business	Supermarket				
Contact number(s) Address	21340300				
Year of establishment	2011				
Number of staff/employees	160				
Name and job title of the	Mr. Hippo Zourides, Chief				
contact person	Operating Officer				
contact person	Retail Masters Ltd., in				
Q1-1 What is the parent	South Africa (has 800				
company of "the store/shop"?	stores, run for 45 years)				
Q1-2 What is the nationality of	Mozambiquean-				
capital?	franchaised				
Q1-3 How much is the sales of					
the store for the last year?					
-	-self service supermarket				
Q1-4 What are the marketing	-"Perfect combination of				
concepts of the store?	price, quality, and service"				
O1 F M/hat in the asset!					
Q1-5 What is the quality of	All strata of society and	In Courth ACT Did I	Davida everane		
consumers of the store (e.g.,	expatriates: from lower		Pay's average customers		
age group, sex, economic class,	class people living near		class, but here we serve		
residential area, occupation,	the store to expatriates	for all classes including	ig the poor.		
etc.)?	living on the beach				
	-good price				
	-variety of items (8,000 to				
Q1-6 What are the reasons do	10,000 items)				
you think that the customers	-fresh departments				
shop at this store?	(including bakery and				
shop at this store.	delicatessen)				
	deficatesseri)				
	-service: respect				
Q1-7 What type of	-service: respect	noonlo livo in noighb	arhand same an fact	LISC12 FOO/month is on	ant for shanning
Q1-7 What type of transportation do the	cars, taxi, bus, walk. 50,900			US\$12,500/month is sp	
• • • • • • • • • • • • • • • • • • • •	cars, taxi, bus, walk. 50,900 Expatriates living on the be			in South Africa, to find	more variety of
transportation do the customers use to come to the store?	cars, taxi, bus, walk. 50,900 Expatriates living on the be African supermarket.	ach also come to shop			more variety of
transportation do the customers use to come to the store?  Q2 Sales of the products that are	cars, taxi, bus, walk. 50,900 Expatriates living on the be African supermarket.	ach also come to shop		in South Africa, to find	more variety of
transportation do the customers use to come to the store?  Q2 Sales of the products that are Q2-1. What are the three items	cars, taxi, bus, walk. 50,900 Expatriates living on the be African supermarket. • made in Mozambique: ver	y few in <u>Premier</u>	o, as Pick'n Pay is the South	in South Africa, to find	more variety of
transportation do the customers use to come to the store?  Q2 Sales of the products that are Q2-1. What are the three items that are made in Mozambique	cars, taxi, bus, walk. 50,900 Expatriates living on the be African supermarket.	ach also come to shop		in South Africa, to find	more variety of
transportation do the customers use to come to the store?  Q2 Sales of the products that are Q2-1. What are the three items that are made in Mozambique best sold in quantity in the	cars, taxi, bus, walk. 50,900 Expatriates living on the be African supermarket. • made in Mozambique: ver	y few in <u>Premier</u>	o, as Pick'n Pay is the South	in South Africa, to find	more variety of
transportation do the customers use to come to the store?  Q2 Sales of the products that are Q2-1. What are the three items that are made in Mozambique best sold in quantity in the Q2-2 What are the customers'	cars, taxi, bus, walk. 50,900 Expatriates living on the be African supermarket. • made in Mozambique: ver	y few in <u>Premier</u>	o, as Pick'n Pay is the South	in South Africa, to find	more variety of
transportation do the customers use to come to the store?  Q2 Sales of the products that are Q2-1. What are the three items that are made in Mozambique best sold in quantity in the Q2-2 What are the customers' usages of these items?(e.g.,	cars, taxi, bus, walk. 50,900 Expatriates living on the be African supermarket. • made in Mozambique: ver	y few in <u>Premier</u>	o, as Pick'n Pay is the South	in South Africa, to find	more variety of
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02 5-1	hitarra anna direka				
Q3 Sales of non made-in-Mozam	bique products				
Q3-1. What are the three items	4.5	2.5:	0.5.1.		
that are not made in	1. Frozen chicken	2. Rice	3. Fresht meat		
Mozambique best sold in					
Q3-2 What are the customers'					
usages of these items?(e.g.,	home cooking	home cooking	home cooking		
"maize powder: for making			· ·		
Nsima, and making porridge")					
Q3-3 Where are these items	Brazil, Sounth Africa	Thailand, China,	Swaziland		
produced?	,	•			
Q3-4 What is the supplier of		Importer,			
each item? (e.g., wholesaler /		wholesaler. Seeking	Producer. Would like to		
broker / processor / producer /	Importer, wholesaler	local pdroducts, but	have local producers too.		
manufacturer)		AFRICOM has the	·		
,		selection.			
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					
l' .					
respondent knows)					
Q4 Logistic Channel for the Pote	ntial CaDLIP 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?	plain, salted, piri-piri,				
(e.g., types, sizes, brands, etc.)	lemon herb. Small packs				
Tell us the variation by each	and self-weighing				
Q4-2-5 How much does your	100a v 10 15 hags/month				
store buy the item in amount?	100g x 10 - 15 bags/month				
Q4-2-6 What is the buying price	culculate with 25% profit,				
of the item?	with advertisement fee				
of the item?	10% when it is advertised				
Q4-2-7 How much does your	same as bought				
store sell the item in amount?					
	plain:125.9MT/100g	-All nuts are South Af	rican including cashew and	neanuts	
	salted:78MT/100g		r sold on the street, and un		
Q4-2-8 How much is the selling	piri-piri:99.1 MT/100g		sporting nuts than domesti		
price of the item?	pre-packed piri-piri:	· ·	y nuts go to exports, and n	•	
	140MT/100g	•		of for domestic market.	
	lemon-herb:	If the quality is good,	we would buy.		
<b>Q5 Conditions to Accept CaDUP</b>					
	(1)Sesame seed oil				
Q5-1 What requirements does	[Historically, olive oil was				(5) Sisal baskets
your store have for accepting	used, but expensive.	(2)cashew nut	(3)Coconut oil	(4) Cassava	= not interested
CaDUP products?(put ✓ in each	Sunflower oil then			chips=need to taste	– not interested
box, with information if any)	became popular, then				
	sova oil joined.]				
a) certificate of qualification	✓	✓	✓		
b) indication of raw materials	1	✓	✓	<b>✓</b>	
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	validity date for food	validity date for food	validity date for food	
-, (open, )	items	items	items	items	
	-want size variation				
	-in consumer packs that ca	n be put directly on th	e shelf		
	-keep the items on the she	lf at shortest 3 momnt	hs		
	1				

Q6 Probation Sale								
Q6-1 Are you interested in	Voc							
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	-Yes. % would depend or	the products. Can redu	uce from 25% to 20%, to 10	)% at minimum.				
the store to reduce profit	-Marketing is necessary.	Every item has its own	marketing strategy. Adver	rtisement is vital, includin	ng brainwashing-			
margin to increase CaDUP trial	like CMs and cooking der	monstrations.						
Additional information			farmers by setting up the		The state of the s			
(Mangers' comment)	South Africa, mobilizing	donor funds. Farmers a	ire supported with seeds o	or other agricultural impu	it, as well as the			
			better vegetables that me	and the second s				
	IIn Mozambique, we are p	Mozambique, we are planning to set up such trust fund in 6 months; as the local farmers sometimes grow lettus						

with sewige, 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 wating for leadership, so Japan can lead. The officer in charge: Mr. Ernest E. Mafumo, phone 82-588-0139.

Ch a ii	Ch a mate			
Shop Date	Shoprite Feb. 7th, 2012			
Q1 Profile of the Store/Shop	ן כט. / נוו, 2012			
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><li>Low price you can trust</li><li>Good quality</li></ul>			
Q1-5 What is the quality of consumers of the store (e.g., age group, sex, economic class,	All level of customers, but majority is upper- and middle-class customers. Mostly from			
residential area, occupation, etc.)?	neighborhood. However, new more stores are open, we share • Quality			
Q1-6 What are the reasons do you think that the customers shop at this store?	<ul> <li>Good price</li> <li>Continence: 95% of shopping can be done in one place</li> <li>Customer care: we do our best to help customers. They need to</li> </ul>			
Q1-7 What type of transportation do the customers use to come to the	be well received.  Roughly speaking, it seems cars, 70% come by chapa (r		mers come by private	
store?	, ,	,		
Q2 Sales of the products that are	e made in Mozambique: ver	y few in <u>Premier</u>	0. 841111	
Q2-1. What are the three items that are made in Mozambique	1. Spaghetti	2. sugar	3. Milmil (maize powder)	
best sold in quantity in the Q2-2 What are the customers' usages of these items?(e.g., "maize powder: for making			Mainly Nshima	
Nsima, and making porridge")  Q2-3 Where are these items produced?	CIM in Matola     Africone	Suger comes from local company, "Maragra" "Xinavana" in Mannica Province and maybe in other	• 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 ar "quality": e.g. less blood sta "packaging": e.g., plastic ba	ain on chicken meat	ode, poor quality of bar	

Q4 Logistic Channel for the Pot	ential CaDUP Products				
Q4-2 Questions are regarding (2)					
Q4-2-1 What kind of suppliers is	ĺ				
your store buying from? (put	wholesaler				
Q4-2-2 How many suppliers do					
you buy from?	1				
you buy from:	"Freshmark" (supplier of				
Q4-2-3 What are the names of	all fresh vegetable and				
top 3 main suppliers?	_				
	fruit. South African Flavor: plain, salted, piri-				
Q4-2-4 What variety of cashew	piri.				
nut do you sell in the store?	l'				
(e.g., types, sizes, brands, etc.)	Size: 200g, 500 g, 1kg.				
Tell us the variation by each					
supplier.	*Plain-200g, Salted-200g				
	are most popular				
Q4-2-5 How much does your	10kg				
store buy the item in amount?	5				
Q4-2-6 What is the buying price	7,500MT/100g				
of the item?	7,500WII/ 100g				
Q4-2-7 How much does your	17packages per month				
store sell the item in amount?	T/packages 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		l		l e	
your store have for accepting		(2)cashew nut	(3)Coconut oil		
CaDUP products?(put ✓ in each	(1)Sesame seed oil	(2)cashew hat	(3)00001141 011	(4) Cassava chips	(5) Sisal baskets
box, with information if any) a) certificate of qualification	<b>✓</b>	/	✓	1	
b) indication of raw materials	<b>✓</b>	/	✓ ✓	/	<b>✓</b>
c) standards of packing	<b>√</b>	<b>✓</b>	<b>√</b>	<b>✓</b>	<b>V</b>
d) bar code label	<b>√</b>	./	✓ ✓	/	1
a, sai code lasei	<b>v</b>	<i>y</i>	<u>v</u>	V	
		Contact with			
e) other (specify)	✓		✓	✓	
		Shoprite—interested			
Q6 Probation Sale		in buying.			
`		T T		T T	
Q6-1 Are you interested in	Yes				
selling CaDUP items on a trial	(1) cocomo cood e:1	(2) cach ave neet	(2) socon::+ a:!	(4) 00000000 01:50	(5) pigal hardest
OC 2 M/h a h i a hh a mai ai an	(1) sesame seed oil	(2) cashew nut	(3) coconut oil	(4) cassava chips	(5) sisal basket
Q6-2 What is the minimum		1 – 2 boxes (1 – 24			
quantity of trial sales item?	Chamita and a D. L.	bottles)	aataba a b	Dumban Harristan	ialama aman an a
Q6-3 Would it be possible for	Shoprite can do. But nego		·		
					مصامحما النبيما
the store to reduce profit margin to increase CaDUP trial	good price.	ower price to purchase	CaDUP products. If you m	iake lower price, Shopri	te wiii make a

Shop	Woolworth (for 3 stores: S	normorcado Luz Woo	lworth at Maros Woolwor	th in the Shanrite mall\	
Date	Feb. 13th, 2012	permercado Luz, vvoo	iworth at Mares, Woolwor	th in the shoprite man,	
Q1 Profile of the Store/Shop	reb. 13th, 2012				
Information of Respondent					
Name and type of business	Supermarket				
wante and type of business	Supermarket	821992324 (Mr.			
Contact number(s)	21451142 (office)	Tivane)			
Address	Office at Mares				
Year of establishment	1999				
Number of staff/employees					
Name and job title of the	Mr. Edricio M. Tivane,				
contact person	Stock Manager (Purchase				
•	Manager of three				
Q1-1 What is the parent	Alba group				
company of "the store/shop"?					
Q1-2 What is the nationality of	Mozambiquan. Franchize				
capital?	of British Woolworth.				
Q1-3 How much is the sales of	confidential				
the store for the last year?		annost to also a divisit in	والمراجع المحاجم المانية	ont Always fra de 1977	s and circle 2
Q1-4 What are the marketing	1. Quality: the customers re		' ' ' ' ' ' ' ' ' ' ' ' ' ' ' ' ' ' '	ent. Always fresh. (Vege	s are only 2
concepts of the store?	days, meat 3-4 days after s	•	•		
·	2. Good services: staff gree	t and smile. Try to me	et customers' demand eve	n minor. Have staff evalu	uation with
Q1-5 What is the quality of	Middle - Upper class.				
consumers of the store (e.g.,	Small package consumers				
age group, sex, economic class,	who buy without				
residential area, occupation, Q1-6 What are the reasons do	discount.				
you think that the customers	Good quality				
shop at this store?					
Q1-7 What type of					
transportation do the	private cars, publit transpo	rtation			
customers use to come to the					
Q2 Sales of the products that are	made in Mozambique				
Q2-1. What are the three items			3. Sugar		
that are made in Mozambique	1. Water	2. Cashew	J. Jugui		
best sold in quantity in the					
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	no answer	no answer	no answer		
produced?					
Q2-4 What is the supplier of					
each item? (e.g., wholesaler /	producers	producers	producers		
broker / processor / producer /	ľ	•	,		
manufacturer)					
Q2-5 How much does your store				supply of goods on 3 tr	ucks / week
buy each item in amount? 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	Quality is good, but it shou	ld improve: packaging	•		
•					
on the products that are made	control, lack of information	·			
on the products that are made in Mozambique in general?	control, lack of information should be printed on the ca	·			

Q4 Logistic Channel for the Pote	ential CaDUP Products				
Q4-2 Questions are regarding (2					
Q4-2-1 What kind of suppliers is	ĺ				
your store buying from? (put	manufactirer				
Q4-2-2 How many suppliers do	3				
you buy from?					
Q4-2-3 What are the names of	1. So caju				
top 3 main suppliers?	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	not available				
store sell the item in amount?	not available				
Q4-2-8 How much is the selling	not available				
price of the item?					
Q4-2 Questions are regarding (3					
Q4-3-1 What kind of suppliers is					
your store buying from? (put Q4-3-3 How many suppliers do	imported ones. )				
you buy from?	1				
Q4-3-3 What are the names of	1. Universal commercial				
top 3 main suppliers?	(Mozanbiquean)				
Q4-3-4 What variety of cashew					
nut do you sell in the store?	210 ml to 420 ml, all for				
(e.g., types, sizes, brands, etc.)	cooking. Bottles and cans.				
Tell us the variation by each					
Q4-3-5 How much does your	not available				
store buy the item in amount?	The available				
Q4-3-6 What is the buying price	not available				
of the item?	not available				
Q4-3-7 How much does your Q4-3-8 How much is the selling	not available				
price of the item?	not available				
Q4-2 Questions are regarding (4	) cassava chips.				
Q4-4-1 What kind of suppliers is	manufactuere in South				
your store buying from? (put	Africa				
Q4-4-4 How many suppliers do	3				
you buy from?					
Q4-4-4 What are the names of	1. Lay's 2. Pringles				
top 3 main suppliers?  Q4-4-4 What variety of cashew	3.Woolworths	"storango			
nut do you sell in the store?	1 flavor only. The needs is	"storange customers" who buy			
(e.g., types, sizes, brands, etc.)	small, but try to meet the	cassava chips is a			
Tell us the variation by each	consumers' demands.	minotiry of ;			
Q4-4-5 How much does your		y Oi ,			
store buy the item in amount?	not available				
Q4-4-6 What is the buying price	not available				
of the item?	not available				
Q4-4-7 How much does your	not available				
store sell the item in amount?  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	(1)Cocomo co! -!!	(2)cashew nut	(3)Coconut oil	(4) Coccess = 1: = -	(E) Cigal backet
CaDUP products?(put ✓ in each	(1)Sesame seed oil			(4) Cassava chips	(5) Sisal baskets
box, with information if any)					
a) certificate of qualification	<b>√</b>	<b>√</b>	<b>√</b>	✓	→@HOME can
b) indication of raw materials	<b>√</b>	<b>√</b>	<b>√</b>	<b>√</b>	sell in a ALBA
c) standards of packing d) bar code label	1	1	✓ ✓	✓ ✓	group.
	V	✓ ✓	V	V	1
e) other (specify)	✓	-	✓	✓	
<u> </u>	Quality certificate: MIC,		•		•
	Quality certificate. Wife,				
	sanitation certifidate and	Nutrition indication			
		Nutrition indication required.			
	sanitation certifidate and				

Q6 Probation Sale								
Q6-1 Are you interested in	Yes							
selling CaDUP items on a trial	es							
	(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	Interestea	interested. Labels look very c	???	can be sold at @HOME in Alba group			
Q6-3 Would it be possible for	All local products have low	er price already with lo	ower profit margine. It is the	ne Woolworth's policy.				
the store to reduce profit	Personally I feel very sorry to refuse accepting local products as a Mozambiquan. Quality of packaging should be							
margin to increase CaDUP trial	improved. (e.g., only 1 rem	novable paper label wi	th validity date printed, stic	cky bottle, validity date j	orint 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				
	823156001(Store				
Contact number(s)	Manager)				
	Av. Edurado				
	Mondlane, No 773				
	(in front of the				
Address Year of establishment	Central Hospital)				
Number of staff/employees	2007				
Number of starry employees	Ali Akshar, Store				
Name and job title of the	Manager				
contact person	(Moroccan. cusin of				
Q1-1 What is the parent					
company of "the store/shop"?	This is the only shop.				
Q1-2 What is the nationality of	Personally owned by				
capital?	Moroccan owner				
Q1-3 How much is the sales of					
the store for the last year?	not sure				
Q1-4 What are the marketing	-basic commodities				
concepts of the store?	with low price, along				
	with little more				
Q1-5 What is the quality of	expensive goods All people.				
consumers of the store (e.g., age	· ·				
group, sex, economic class,	who use the Central				
residential area, occupation,	Hospital and the bus				
etc.)?	stop in front of the				
	shon				
	-Good service by the				
Q1-6 What are the reasons do	friendly staff				
you think that the customers	-A little bit of				
shop at this store?	everything at one				
Q1-7 What type of					
transportation do the customers	, , ,				
use to come to the store?	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'	for cooking	for cooking	for cooking (peanuts are		
usages of these items?(e.g.,	3	0	grinded and used for		
"maize powder: for making			cooking)		
Nsima, and making porridge")			<u> </u>		
Q2-3 Where are these items					
produced?  Q2-4 What is the supplier of	no idea	no idea	no idea		
each item? (e.g., wholesaler /					
broker / processor / producer /					
manufacturer)	wholesaler	wholesaler	wholesaler		
,		5casesx5Lx4bottles,			
Q2-5 How much does your store	20packsx24bags	5casesx2Lx10bottles5	Peanuts:2bags x50kg		
buy each item in amount?	(1bag=1kg)/month	casesx1Lx12bottles	Read beans: 2bagsx50kg		
		5L:1080MT/case			
Q2-6 What is the buying price of		2L:1440MT/case	Peanuts:2850MT/bag		
each item?		1L:770MT/case	Read beans: 2800MT/bag		<b> </b>
Q2-7 How much do you sell each	30packs/month.				
item in amount?		same as bought	same as bought		
nem m amount:	or the stock.	1L:87MT/bottle	Jame as bought		
Q2-8 What is the selling price of		2L:180MT/bottle	Peanuts: 70MT/kg		
each item?	27MT/kg	5L:325MT/bottle	Read beans: 70MT/kg		
Q2-9 How much is each item	, 5	,	- 70		
produced in amount? (If the					
respondent knows)	no idea	no idea	no idea		
	-No constant supply (	e.g., brown sugar, oil,	peanuts[Jan-Feb],		
Q2-10 What are your comments	chicken[Dec.])				
on the products that are made		•	to:e.g., better package,		
in Mozambique in general?	last longer, better app	pearance.			
The second secon	1			<u> </u>	<u> </u>

Q4-2 Ushar kind of suppliers is your store buying from? (put \( \frac{1}{2} \) wholessler   Q4-2.2 How many suppliers do you buy from? (put \( \frac{1}{2} \) wholessler   Q4-2.2 How many suppliers of top 3 main suppliers?   Q4-2.4 What xirety of cashew nut do you sell in the store?   (e.g., types, sizes, brands, etc.)   Q4-2.4 What xirety of cashew nut do you sell in the store?   (e.g., types, sizes, brands, etc.)   Q4-2.4 What xirety of cashew nut do you sell in the store?   (e.g., types, sizes, brands, etc.)   Q4-2.4 What xirety of cashew nut does your store buy the item in amount?   Q4-2.5 How much does your store buy the item in amount?   Q4-2.7 How much does your store sell the Item in amount?   Q4-2.8 How much does your store sell the Item in amount?   Q4-2.9 How much does your store sell the Item in amount?   Q4-2.9 How much is the selling price of the item?   Q4-2.9 How much is the selling price of the item?   Q4-2.9 How much sees your store sell the Item in amount?   Q4-2.9 How much sees your store self the Item in amount?   Q4-2.9 How much is the selling price of the item?   Q4-2.0 How much is the selling price of the item?   Q4-2.0 How much is the selling price of the item?   Q4-2.0 How much is the selling price of the item?   Q4-2.0 How much is the selling price of the item?   Q4-2.0 How much is the selling   Q4-2.0 How much is the selling price of the item?   Q4-3.0 How much is the selling   Q4-4.0 How much is the	Q4 Logistic Channel for the Pote	ential CaDLIP Products				
20 cashew mut.   20   20 cashew mut.   20   20   20   20   20   20   20   2		intial Cabor Floudets				
Q4-2.2 How many suppliers is you buy from? [au 4.7] wholesaler Q4-2.2 How many suppliers do you buy from? [au 4.7] wholesaler Q4-2.3 What are the names of the distributor that distributor the distributor that distributor the distributor that di						
your store buying from? [aut \( \)						
Q4-2.4 What rare the names of top 3 main suppliers? Q4-2.4 What variety or cashew nut do you sell in the store? (e.g., types, sizes, brands, etc.) Fell us the variation by each supplier. 30.92. Want to have other size but cannot find. 40-2.5 How much does your store buy the Item in amount? 40-2.6 What is the buying price of the Item? 40-2.6 How much does your store sell the Item in amount? 40-2.7 How much does your store sell the Item in amount? 40-2.7 How much does your store sell the Item in amount? 40-2.8 How much is the selling price of the Item? 40-2.9 Gestions are regarding (2) cashew nut. 40-3.0 Questions are regarding (3) coconut oil. 40-3.0 Questions are regarding (3) coconut oil. 40-4.3 Questions are regarding (3) coconut oil. 40-5.1 What requirements does your store have for accepting CaDUP products for Sale (3) sisal baskets (3) sisal baskets (4) custificate of qualification of aw materials (2) standards of packing (4) custificate of qualification b) indication of raw materials (4) custificate of qualification b) indication of raw materials (4) custificate of qualification b) indication of raw materials (4) custificate of large		wholosalor				
you buy from?  A friend who knows the distributor plans, suppliers?  Q6-2-3 What are the names of top 3 main suppliers?  A friend who knows the distributor plans, salred, pirripin, 300g. Want to have other size but cannot find.  A friend who knows the distributor plans, salred, pirripin, 300g. Want to have other size but cannot find.  40-2-5 How much does your store self the Item in amount?  Q4-2-6 What is the buying price of the item?  Q4-2-2 Moven wuch does your store self the Item in amount?  Q4-2-2 How much does your store self the Item in amount?  Q4-2-2 Questions are regarding [2] cashew nut.  Q4-2 Questions are regarding [3] coconut oil.  Q4-3 Questions are regarding [3] coconut oil.  Q4-4 Questions are regarding [3] coconut oil.  Q4-5 Questions are regarding [3] coconut oil.  Q4-5 Questions are regarding [3] sisal basket.  Q5-1 What requirements does your store have for accepting CaDUP products for Sale  Q5-1 What requirements does your store have for accepting CaDUP products for Sale  Q5-1 Questions are regarding [4] cashew nut.  Q6-1 Questions are regarding [4] Cashew nut.    (3) Coconut oil.   (4) Cassava chips.  (5) Sisal basket.   (5) Sisal basket.   (6) Sisal basket.   (7)		Wildlesalei				
Q4-2 Wall it be possible for Ves. Non-food items: 30 - 40% → decrease of large with the minimum quantity of trail sales item?  A friend who knows the distributor of the sales of large with the distributor of large with the large with the distributor of large with large with the distributor of large with		1				
the distributer  (ag. types, sizes, brands, etc.)  Fell us the variation by each supplier.  (42-25 How much does your store but the file in amount?  (42-26 What is the buting size (3) Cacantum tis the selling price of the item?  (44-2 Questions are regarding (3) coconut oil. (4) Cassava chips (3) Scandifions to Accept CaDUP Products for Sale  (3) Scandifions to Accept CaDUP Products for Sale  (3) Carolina to Accept CaDUP Products for Sale  (3) Carolina to Accept CaDUP Products for Sale  (3) Indication of raw materials (3) Indication of raw materials (4) Date for saw materials (5) Sisal basket.  (6) Probation sale  (6) Cassava chips (6) Sisal paskets (7) V V V V V V V V V V V V V V V V V V V		_				
Plain_Salted_Principle   Plain_Salted_Princi	1					
piri. (e.g., types, sizes, brands, etc.) Tell us the variation by each supplier. Q4-2-5 How much does your store but the item in amount? Q4-2-6 What is the min amount? Q4-2 How much does your store sell the item in amount? Q4-2 How much does your store sell the item in amount? Q4-2 How much does your store sell the item in amount? Q4-2 How much is the selling price of the item? 160MT/bottle						
(e.g., types, sizes, brands, etc.) Tell us the variation by each supplier.  3.40.24.25 flow much does your store buy the time in amount?  3.450MT/box  4.42.2 (What is the buying price of the item?  3.450MT/box  4.42.2 (Pastions are regarding glice of the item?  4.42.4 (Pastions are regarding glic)  3.0 (2.2 (Sashew nut.)  4.43.2 (Questions are regarding glic)  3.0 (Sasava chips.)  4.44.4 (Questions are regarding glic)  3.0 (Sasava chips.)  4.45.3 (Questions are regarding glic)  3.0 (Sasava chips.)  4.46.4 (Questions are regarding glic)  3.0 (Sasava chips.)  4.5 (Questions are regarding glic)  3.0 (Sasava chips.)  4.6 (Sasava chips.)  4.7 (Sasava chips.)  4.8 (Sasava chips.)  4.9 (Sasava chips.)  4.0 (Sasava chips.)  4.1 (Sasava chips.)  4.2 (Sasava chips.)  4.3 (Sasava chips.)  4.4 (Sasava chips.)  4.5 (Sasava chips.)  4.6 (Sasava chips.)  4.7 (Sasava chips.)  4.8 (Sasava chips.)  4.9 (Sasava chips.)  4.9 (Sasava chips.)  4.0 (Sasava chips.)  4.1 (Sasava chips.)  4.2 (Sasava chips.)  4.3 (Sasava chips.)  4.4 (Sasava chips.)  4.5 (Sasava chips.)  4.6 (Sasava chips.)  4.7 (Sasava chips.)  4.8 (Sasava chips.)  4.9 (Sasava chips.)  4.9 (Sasava chips.)  4.9 (Sasava chips.)  4.1 (Sasava chips.)  4.2 (Sasava chips.)  4.3 (Sasava chips.)  4.4 (Sasava chips.)  4.5 (Sasava chips.)  4.6 (Sasava chips.)  4.7 (Sasava chips.)  4.8 (Sasava chips.)  4.9 (Sasava chips.)  4.9 (Sasava chips.)  4.0 (Sasava chips.)  4.1 (Sasava chips.)  4.2 (Sasava chips.)  4.3 (Sasava chips.)  4.4 (Sasava chips.)  4.5 (Sasava chips.)  4.6 (Sasava chips.)  4.7 (Sasava chips.)  4.8 (Sasava chips.)  4.9 (Sasava chips.)  4.0 (Sasava chips.)  4.0 (Sasava chips.)  4.0 (Sasava chips.)  4.1 (Sasava chips.)  4.2 (Sasava chips.)  4.3 (Sasava chips.)  4.4 (Sasava chips.)  4.5 (Sasava chips.)  4.5 (Sasava chips.)  4.6 (Sasava chips.)  4.7 (Sasava chips.)  4.8 (Sasava chips.)  4.9 (Sasava chips.)  4.0 (Sasava chips.)  4.0 (Sasava chips.)  4.0 (Sasava chips.)  4.0 (Sasava chips	_					
tother size but cannot find.  Q4-2-5 How much does your store but y the item in amount? Q4-2-6 What is the buying price of the item?  Q4-2-2 (Wastions are regarding gl) cashew nut.  Q4-2 Questions are regarding gl) cashew nut.  Q4-3 Questions are regarding gl) cashew nut.  Q5-3 Questions are regarding gl) cashew nut.  Q5-4 Questions are regarding gl) cashew nut.  Q5-5 Unstinct experiments does your store have for accepting cash ow, with information if any) a) certificate of qualification b) indication of raw materials of standards of packing of packing of the materials of the regarding gl) are regarding glow of the materials of the packing glow of the packing	_	l'				
supplier.    Cannot find.		•				
Store buy the item in amount?   Ge2-2-6 What is the buying price of the item?   Ge3-2-6 What is the buying price of the item?   Ge3-2-6 What is the buying price of the item?   Ge3-2-6 What is the buying price of the item?   Ge3-2-8 How much does your store self it he item?   Ge3-2-8 How much does your store self the item?   Ge3-2-8 How much is the selfling price of the item?   Ge3-2-8 How much is the selfling price of the item?   Ge3-2-8 How much is the selfling price of the item?   Ge3-2-8 How much is the selfling price of the item?   Ge3-2-8 How much is the selfling price of the item?   Ge3-2-8 How much is the selfling price of the item?   Ge3-2-8 How much is the selfling price of the item?   Ge3-2-8 How much is the selfling price of the item?   Ge3-2-8 How much is the selfling price of the item?   Ge3-2-8 How much is the selfling price of the item?   Ge3-2-8 How much is the selfling price of the item?   Ge3-2-8 How much is the selfling price of the item?   Ge3-2-8 How much is the selfling price of the item?   Ge3-2-8 How much is the selfling price of the item?   Ge3-2-8 How much is the selfling price of the item?   Ge3-2-8 How much is the selfling price of the item?   Ge3-2-8 How much is the selfling price of the item?   Ge3-2-8 How much is the gear of least price of the item?   Ge3-2-8 How much is the gear of least price of the gear of least price of least	•					
store buy the ttem in amount?  04-2-6 What is the buying price of the Item?  04-2-7 How much does your store sell the ttem in amount?  04-2-8 How much is the selling price of the item?  160MT/bottle  160MT/bottle  04-2 Questions are regarding (2) cashew nut.  04-3 Questions are regarding (3) coconut oil.  04-4 Questions are regarding (3) assoave chips.  05 Sonditions to Accept CaDUP Products for Sale  05-1 What requirements does your store have for accepting CaDUP products?(put / in each box, with information if any) a) certificate of qualification b) indication of raw materials  1/ / / / / / / / / / / / / / / / / / /						
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?  Q4-2-8 How much is the selling price of the item?  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 (3) coconut oil. Q4-5 Questions are regarding (4) cassava chips. Q4-5 Questions are regarding (5) sisal basket. Q5-1 What requirements does your store have for accepting and products? (put / in each box, with information if any) a) certificate of qualification b) indication of raw materials of your doll and products for selection of the indication of raw materials of your doll and products? (put / in each box, with information if any) a) certificate of qualification b) indication of raw materials of your doll and your do	· ·					
of the item?  3,450MT/box  42-2 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.  Q5-5 Questions are regarding (6) sisal basket.  Q5-6 Questions are regarding (7) sisal basket.  Q5-6 Questions are regarding (8) sisal basket.  Q5-6 Questions are regarding (9) sisal basket.  Q5-6 Questions are regarding (1) sesame seed oil sinterested sinte	-	bottles/months				
Q4-2-8 How much is the selling price of the item?  Q4-2 Questions are regarding (2) cashew nut.   Gassava chips   Gassava chips   Gassava chips   Gassava chips   Gassava chips   Gabbat children childre		2.450147/				
more or less 1 box   more or l		3,45UIVI I / DOX				
Q4-2 Questions are regarding (2) cashew nut. Q4-2 Questions are regarding (3) coconut oil. Q4-3 Questions are regarding (4) cassava chips. Q4-5 Questions are regarding (5) sisal basket. Q5- Questions to Accept CaDUP Products for Sale Q5-1 What requirements does your store have for accepting CaDUP products?(put \setsin each box, with information if any) a) certificate of qualification b) indication of raw materials cost of qualification b) indication of raw materials cost of potentials of the products of the product oil and the product of the product oil and the product of the product oil and the product oil and the product of the product oil and the product oil and the product of the product oil and the product oil and the product oil and the product of the product oil and the product oil and the product of the product of the product oil and the product of the product of the product oil and the product oil and the product of the product of the product of the product oil and the product of the product of the product of the product oil and the product of the product o	· ·					
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 (3) coconut oil.  Q4-5 Questions are regarding (3) cashew nut.  Q4-5 Questions are regarding (3) cashew nut.  Q5-1 What requirements does your store have for accepting (3) pound interested with information if any) and certificate of qualification bid indication of raw materials		more or less 1 box				
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) a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label e) to ther (specify)  Q6 Probation Sale Q6-1 Are you interested in selling CaDUP items on a trial  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for  Yes. Non-food items: 30 - 40% →decrease 20 - 30 %  Yes. Non-food items: 30 - 40% →decrease 20 - 30 %		4.600.477/1				
(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.  Q5-5 Questions are regarding [6] sisal basket.  Q5-6 Questions are regarding [6] sisal basket.  Q5-1 What requirements does pour store have for accepting caDUP products for Sale interested = inte	price of the item?	16UM1/bottle				
(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.  Q5-5 Questions are regarding [6] sisal basket.  Q5-6 Questions are regarding [6] sisal basket.  Q5-1 What requirements does pour store have for accepting caDUP products for Sale interested = inte						
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 (1) Sesame seed oil einterested = interested = in						
(3) coconut oil. Q4-4 Questions are regarding (4) cassava chips. Q4-5 Questions are regarding (5) sisal basket. Q5-1 What requirements does your store have for accepting (aDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c/						
Q4-4 Questions are regarding (4) cassava chips. Q4-5 Questions to Accept CaDUP Products for Sale Q5-5 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? (2) cashew nut =interested =not interested =interested =in						
(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) a) certificate of qualification b) indication of raw materials						
Q4-5 Questions are regarding (5) sisal basket. Q5 Conditions to Accept CaDUP Products for Sale Q5 Conditions to Accept Capure Products for Sale Q6 Capure Products for Sale Q6 Capure Products for Sale Q6 Probation Sale Q6 Probation Sale Q6-1 Are you interested in selling Capure Items on a trial Q6-2 What is the minimum quantity of trial sales item? Q6 Probation Sale Q6-2 What is the minimum quantity of trial sales item? Q6 Probation Sale Q6-3 Would it be possible for Yes. Non-food items: 30 - 40% → decrease 20 - 30 %						
(5) sisal basket. QS Conditions to Accept CaDUP Products for Sale QS-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) ty c) standards of packing d) by c) other (specify)  QG-1 Are you interested in selling CaDUP items on a trial  (1) sesame seed oil (2) cashew nut einterested (3) Coconut oil einterested (4) Cassava chips einterested (5) Sisal baskets einterested (5) Sisal baskets einterested (6) Sisal baskets einterested (7) V V V V V V V V V V V V V V V V V V V						
QS-1 What requirements does (1)Sesame seed oil (2)Cashew nut (3)Coconut oil (4) Cassava chips (5) Sisal baskets einterested (5) Sisal baskets (1)Sesame seed oil (2)Cashew nut (3)Coconut oil (4) Cassava chips (5) Sisal baskets einterested (5) Sisal baskets (1)Sesame seed oil (2)Cashew nut (3)Coconut oil (4)Cassava chips (5) Sisal baskets (5) Sisal baskets (5) Sisal baskets (7)						
Q5-1 What requirements does your store have for accepting and captured box, with information if any) a) certificate of qualification b) indication of raw materials c) cy c) standards of packing d) bar code label code interested code in selling CaDUP items on a trial  Q6-1 Are you interested in selling CaDUP items on a trial  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for  Q6-3 Would it be possible for  (1) Sesame seed oil (2) cashew nut (3) Coconut oil (4) Cassava chips = interested in the interested in selling as the customers buy cassava shoppers.  Q6-3 Would it be possible for  (1) Sesame seed oil (2) cashew nut (3) Coconut oil (4) Cassava chips (5) Sisal baskets = interested in the interested in the interested in selling as the customers buy cassava flour: I can recommend to have one to cassava shoppers.  Q6-3 Would it be possible for	• •					
your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓			1-1	Les	Transa and	1-1
CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓			` '	` '	1	` '
box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing d) √		=interested	=interested	=not interested	=interested	=interested
a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label e) other (specify)  Q6 Probation Sale Q6-1 Are you interested in selling CaDUP items on a trial  Q6-2 What is the minimum quantity of trial sales item?  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for  Q6-3 Would it be possible for  Q6-3 Would it be possible for  Q7  Q7  Q8  Q9  Q9  Q9  Q9  Q9  Q9  Q9  Q9  Q9						
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  (1) sesame seed oil (2) cashew nut (3) coconut oil (4) cassava chips (5) sisal basket 1 casex1Lx12 bottles 1 casex20 - 30 bottles of very little demand of very little demand Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for  Yes. Non-food items: 30 - 40% →decrease 20 - 30 %						
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  (1) sesame seed oil (2) cashew nut (3) coconut oil (4) cassava chips (5) sisal basket not interested because of very little demand quantity of trial sales item?  (5) baskets (6) baskets (7) coconut oil (8) coconut oil (9) coconut oil (1) casex48 packs never sold but interested in selling as the customers buy cassava flour: I can recommend to have one to cassava shoppers.  Q6-3 Would it be possible for	•		<b>✓</b>		<u> </u>	
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?  1 casex1Lx12 bottles 1 casex20 - 30 bottles of very little demand 1 casex48 packs never sold but interested in selling as the customers buy cassava flour: I can recommend to have one to cassava shoppers.  Q6-3 Would it be possible for  Yes. Non-food items: 30 - 40% →decrease 20 - 30 %						
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 casex1Lx12 bottles 1 casex20 - 30 bottles of very little demand of very little demand interested in selling as the customers buy cassava flour: I can recommend to have one to cassava shoppers.  Q6-3 Would it be possible for  Yes. Non-food items: 30 - 40% →decrease 20 - 30 %		<b>✓</b>			<b>√</b>	<b>✓</b>
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?  1 casex1Lx12 bottles 1 casex20 - 30 bottles of very little demand 1 casex48 packs never sold but interested in selling as the customers buy cassava flour: I can recommend to have one to cassava shoppers.  Q6-3 Would it be possible for  Yes. Non-food items: 30 - 40% →decrease 20 - 30 %	e) other (specify)		validity da	ate for food items		
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?  1 casex1Lx12 bottles 1 casex20 - 30 bottles of very little demand 1 casex48 packs never sold but interested in selling as the customers buy cassava flour: I can recommend to have one to cassava shoppers.  Q6-3 Would it be possible for  Yes. Non-food items: 30 - 40% →decrease 20 - 30 %	OC Dunkation Cala					
(1) sesame seed oil (2) cashew nut (3) coconut oil (4) cassava chips (5) sisal basket (5) sisal basket (6) paskets (6) paskets (7) paskets (8) paskets (9) paskets (1) sesame seed oil (1) sesame seed oil (2) cashew nut (3) coconut oil (4) cassava chips (5) sisal basket (6) paskets (7) paskets (8) paskets (9) paskets (1) paskets (1) paskets (1) paskets (2) paskets (3) paskets (4) paskets (5) paskets (6) paskets (6) paskets (6) paskets (7) paskets (8) paskets (8) paskets (8) paskets (9) paskets (1) paskets (1) paskets (1) paskets (1) paskets (1) paskets (2) paskets (3) paskets (4) paskets (5) paskets (6) paskets	`					
(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 casex1Lx12 bottles 1 casex20 - 30 bottles of very little demand of very little demand one to cassava flour: I can recommend to have one to cassava shoppers.  Q6-3 Would it be possible for Yes. Non-food items: 30 - 40% →decrease 20 - 30 %	_	Wa a				
Q6-2 What is the minimum quantity of trial sales item?  1 casex1Lx12 bottles   1 casex20 - 30 bottles   1 casex20 - 30 bottles   1 casex48 packs never sold but interested in selling as the customers buy cassava flour: I can recommend to have one to cassava shoppers.  Q6-3 Would it be possible for   Yes. Non-food items: 30 - 40% → decrease 20 - 30 %	selling CaDUP items on a trial	Yes				
Q6-2 What is the minimum quantity of trial sales item?  1 casex1Lx12 bottles   1 casex20 - 30 bottles   1 casex20 - 30 bottles   1 casex48 packs never sold but interested in selling as the customers buy cassava flour: I can recommend to have one to cassava shoppers.  Q6-3 Would it be possible for   Yes. Non-food items: 30 - 40% → decrease 20 - 30 %						
of very little demand never sold but interested in selling as the customers buy cassava flour: I can recommend to have one to cassava shoppers.  Q6-3 Would it be possible for  Of very little demand never sold but interested in selling as the customers buy cassava flour: I can recommend to have one to cassava shoppers.  Yes. Non-food items: 30 - 40% →decrease 20 - 30 %			,	` '		(5) sisal basket
interested in selling as the customers buy cassava flour: I can recommend to have one to cassava shoppers.  Q6-3 Would it be possible for  Yes. Non-food items: 30 - 40% →decrease 20 - 30 %	Q6-2 What is the minimum	1casex1Lx12 bottles	1 casex20 - 30 bottles		•	6 baskets
the customers buy cassava flour: I can recommend to have one to cassava shoppers.  Q6-3 Would it be possible for  Yes. Non-food items: 30 - 40% →decrease 20 - 30 %	quantity of trial sales item?			of very little demand		
cassava flour: I can recommend to have one to cassava shoppers.  Q6-3 Would it be possible for  Yes. Non-food items: 30 - 40% →decrease 20 - 30 %						
recommend to have one to cassava shoppers.  Q6-3 Would it be possible for  Yes. Non-food items: 30 - 40% →decrease 20 - 30 %					-	
one to cassava shoppers.  Q6-3 Would it be possible for  Yes. Non-food items: 30 - 40% → decrease 20 - 30 %						
Shoppers.  Q6-3 Would it be possible for  Yes. Non-food items: 30 - 40% → decrease 20 - 30 %						
Q6-3 Would it be possible for Yes. Non-food items: 30 - 40% → decrease 20 - 30 %						
	Q6-3 Would it be possible for		Yes. Non-foo	d items: 30 - 40% →decrea		
, , , , , , , , , , , , , , , , , , , ,	_					
margin to increase CaDUP trial	margin to increase CaDUP trial					

[_·	In		1.01		
Shop	Flemingo (Duty-free Shop i	n iviaputo internation	ai Airport)		
Date	Feb. 9th, 2012				
Q1 Profile of the Store/Shop	1				
Information of Respondent					
	Flemingo (Duty-free Shop				
Name and type of business	in Maputo International				
	Airport)				
Contact number(s)	824620893				
	Maputo International				
Address	Airport				
Year of establishment	April, 2011				
Number of staff/employees					
Name and job title of the	Mr. Awinash Noel, Retail				
contact person	•				
Q1-1 What is the parent	Manager   Manage				
1 ·		anaran Amca, mciuum	ig shops at ON, seaport, bo	arders. Dipiornatic	shops in buruhui,
company of "the store/shop"?	Kinshasa, and Pretoria.				
	UAE.				
Q1-2 What is the nationality of	【Purchasing System】				
	*Purchasing for entire Flem	ingo shops is centraliz	ed at the office in Dubai.		
capital?	*Decision maker: Mr. Jayan	th Kikla, -Director/H.O	.Purchase. One of the four	nders of the compa	ny.
	*Mr. Noel will tell our visit t	to the Purchase Manag	ger in Dubai (cannot give hi	s 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					
'	Duty Free Shop				
concepts of the store?	, ,				
Q1-5 What is the quality of					
consumers of the store (e.g.,	Traveler				
age group, sex, economic class,	11.010.0				
residential area, occupation,					
Q1-6 What are the reasons do					
you think that the customers	When they travel				
shop at this store?					
Q1-7 What type of					
transportation do the	Airplane				
customers use to come to the	Airpiane				
store?					
Q3 Sales of non made-in-Mozam	bique 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					
1					
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)					
- Sponsone Knows					
<u> </u>					

Q4 Logistic Channel for the Pote	ential CaDLIP Products					
Q4-2 Questions are regarding (2						
Q4-2-1 What kind of suppliers is	, cashew hat.					
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 I	Products for Sale					
Q5-1 What requirements does						
your store have for accepting	/4)Casamas == = = = = !	(2)cashew nut	(3)Coconut oil	(4) Coossis also	/F) Cigal la a aleman	
CaDUP products?(put ✓ in each	(1)Sesame seed oil			(4) Cassava chips	(5) Sisal baskets	
box, with information if any)						
a) certificate of qualification	✓	✓	✓	✓	✓	
b) indication of raw materials						
c) standards of packing	1	✓	✓	✓		
d) bar code label	✓	✓	1	✓		
e) other (specify)		Expiration date	e necessary			
	*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						
QUI TODUCION SUIC	Yes.					
Q6-1 Are you interested in	*Definitely interested in, as	s would like to have lo	ral products			
selling CaDUP items on a trial	*Have just started thinking		•	is for the snack shel	f are necessary as	
base?	they are sold well.	and activity local cas	idat montin 1 dou item	the shack she	a. c necessary, as	
	* Need to know how much	sunnly				
	(1) sesame seed oil	(2) cashew nut	(3) coconut oil	(4) cassava chips	(5) sigal hacket	
	(+) sesame seed on	(2) Cashew Hut	(5) Coconat on		•	
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		like to have handicraft section in this shop like other shopsfootwear, -accessories (e.g.,	
			can be sold in Flemingo's supply chain out of Mozambique		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 fo	orward this informatio	n to the Purchase Manager	in Dubai.		

Shon Nama	Classica			1
Shop Name Date	Feb.28th, 2012			
Q1 Profile of the Store/Shop	Feb.28th, 2012			
Information of Respondent				
information of Respondent	Classica (linked to Duty Free			
Name and type of business	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	Filomena Maria C. Amorin			
contact person	Owner			
-	1 May, 25 December and 1			
Closed day(s) of the store/shop	January			
Q1-1 What is the parent				
	Duty Free (Airport)			
Q1-2 What is the nationality of				
capital?	Mozambicam			
Q1-3 How much is the sales of	She will send an email to			
the store for the last year?	Wakako			
Q1-4 What are the marketing	She tries to imitate what			
concepts of the store?	other shops do in terms of			
	items and location around			
O1 E What is the avertise of	the world.			
Q1-5 What is the quality of	People are bet 30-35 to up,			
consumers of the store (e.g., age				
group, sex, economic class,	They come from all over the			
residential area, occupation,	country. They are			
etc.)?	professionals from many			
	companies, business men.			
	Also people who work in the			
Q1-6 How many customers visit				
to your shop(per day or per				
Q1-7 In average, how much does	From 200 Mt to 50.000 Mt			
a customerbuy? (average				
sales/customer)				
	They prefere this shope for			
Q1-8 What are the reasons do	the quality and prices. They			
you think that the customers	know the shop from many			
shop at this store?	years so there is trust			
Q1-9 What type of				
transportation do the customers				
use to come to the store?	Private car			
O2 Salas af the same durate that are				
Q2 Sales of the products that are				
made in Mozambique Q2-1. What are the three items				
that are made in Mozambique		Sculptures made of		
best sold in quantity in the		wood	Bracelets made of horn	
Q2-2 What are the customers'		Some of them are for		
usages of these items?(e.g.,		presents others just	presents others just for	
"maize powder: for making		for themselves	themselves	
Nsima, and making porridge")				
Q2-3 Where are these items				
produced?	Pemba	Nampula	Maputo	
Q2-4 What is the supplier of				
each item? (e.g., wholesaler /		· ·	Producer. I buy from a	
broker / processor / producer /	′	a man who makes	man who makes things by	
manufacturer)	who makes things by hand	things by hand	hand	
Q2-5 How much does your store	FOO itoms nor year	700 item per year	800 itams non user	
buy each item in amount?  Q2-6 What is the buying price of	500 items per year		800 items per year It varies very much she so	
each item?		75 Mt for each item	cannot say	
Q2-7 How much do you sell each		. J Tor Cucil Itelli		
item in amount?		700 item per year	800 items per year	
Q2-8 What is the selling price of		she does not	1 1	
each item?		remember	600 mt each item	
Q2-9 How much is each item				
produced in amount? (If the				
respondent knows)	' '	700 item per year	600 mt each item	
Q2-10 What are your comments	Mozambican products are god		' '	
on the products that are made	the ebany is high and competi	itive. There is good rela	ation between quality and	
in Mozambique in general?	prices.			
IIII Mozambidae ili generali				<u>I</u>

Q4 Logistic Channel for the Pote	ential CaDUP Products				
Q4-2 Questions are regarding	Titial Capor Froducts				
(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.					
105 Conditions to Accept CaDUP F	Products for Sale				
Q5 Conditions to Accept CaDUP F Q5-1 What requirements does		Cashew nuts	Cocunut oil	Cassava chins	Sisal haskets
Q5-1 What requirements does	Sesame oil	Cashew nuts	Cocunut oil	Cassava chips	Sisal baskets
Q5-1 What requirements does your store have for accepting		Cashew nuts	Cocunut oil	Cassava chips	Sisal baskets
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each		Cashew nuts	Cocunut oil	Cassava chips	Sisal baskets
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any)		Cashew nuts	Cocunut oil	Cassava chips	Sisal baskets
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each	Sesame oil  ✓			·	
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification	Sesame oil	✓	✓	✓	x
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials	Sesame oil  ✓ x	✓ x	✓ x	✓ ×	× ✓
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing	Sesame oil	✓ x	У х У	✓ ×	x ✓
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label e) other (specify: eg., expiration date)	Sesame oil	У х У	✓ × ✓ x	x x x	x <b>x</b> x
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label e) other (specify: eg., expiration date) Q6 Probation Sale	Sesame oil	У х У	✓ × ✓ x	x x x	x <b>x</b> x
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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	Sesame oil	У х У	✓ × ✓ x	x x x	x <b>x</b> x
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label e) other (specify: eg., expiration date) Q6 Probation Sale	Sesame oil	x x x	x x x	x x x	x x x
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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	X X YES (1) sesame seed oil	x x x x (2) cashew nut	x x x x (3) coconut oil	x x x x (4) cassava chips	x x x x x (5) sisal basket
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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	Sesame oil	x x x x (2) cashew nut	x x x x (3) coconut oil	x x x x (4) cassava chips	x x x x x (5) sisal basket
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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	X X YES (1) sesame seed oil	x x x x (2) cashew nut	x x x x (3) coconut oil	x x x x (4) cassava chips	x x x x x (5) sisal basket
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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	X X YES (1) sesame seed oil	x x x x (2) cashew nut	x x x x (3) coconut oil	x x x x (4) cassava chips	x x x x x (5) sisal basket
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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 Q6-2 What is the minimum quantity of trial sales item?	X X X YES (1) sesame seed oil	x x x (2) cashew nut	x x x x (3) coconut oil	x x x x (4) cassava chips	x x x x x (5) sisal basket
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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 Q6-2 What is the minimum quantity of trial sales item?	YES (1) sesame seed oil  50-100% but it depends on the	x x x (2) cashew nut	x x x x (3) coconut oil	x x x x (4) cassava chips	x x x x x (5) sisal basket
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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 Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin	YES (1) sesame seed oil  50-100% but it depends on the	x x x (2) cashew nut	x x x x (3) coconut oil	x x x x (4) cassava chips	x x x x x (5) sisal basket
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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 Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial sale?	X X X YES (1) sesame seed oil 50-100% but it depends on the	x x x (2) cashew nut	x x x x (3) coconut oil	x x x x (4) cassava chips	x x x x x (5) sisal basket
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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 Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial sale? Q6-4 Would it be possible to	YES (1) sesame seed oil  50-100% but it depends on the	x x x (2) cashew nut	x x x x (3) coconut oil	x x x x (4) cassava chips	x x x x x (5) sisal basket
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial sale? Q6-4 Would it be possible to place a POP(Point of Purchase	X X X YES (1) sesame seed oil 50-100% but it depends on the	x x x (2) cashew nut	x x x x (3) coconut oil	x x x x (4) cassava chips	x x x x x (5) sisal basket
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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 Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial sale? Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP	X X X YES (1) sesame seed oil 50-100% but it depends on the	x x x (2) cashew nut	x x x x (3) coconut oil	x x x x (4) cassava chips	x x x x x (5) sisal basket
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial sale? Q6-4 Would it be possible to place a POP(Point of Purchase	YES  (1) sesame seed oil  50-100% but it depends on the	x x x (2) cashew nut	x x x x (3) coconut oil	x x x x (4) cassava chips	x x x x x (5) sisal basket
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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 Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial sale? Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP product in your shop? Q6-5 How much does your store	YES  (1) sesame seed oil  50-100% but it depends on the	x x x (2) cashew nut	x x x x (3) coconut oil	x x x x (4) cassava chips	x x x x x (5) sisal basket
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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 Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial sale? Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP product in your shop?	YES  (1) sesame seed oil  50-100% but it depends on the	x x x (2) cashew nut	x x x x (3) coconut oil	x x x x (4) cassava chips	x x x x (5) sisal basket

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

Q4 Logistic Channel for the Pote	ential CaDUP Products				
Q4-2 Questions are regarding					
(2) Cashew Nut					
Q4-2-1 What kind of suppliers is	My shop buys from a				
your store buying from? (put ✓)					
Q4-2-2 How many suppliers do					
you buy from?	1				
Q4-2-3 What are the names of					
top 3 main suppliers?	SOCAJU				
	nnree types.saryu, pin pin and natural. Different				
O4 2 4 M/bet veriety of each over	packaging:1 kg, 500 gr, 300				
	gr, 250 gr and 100 gr. They				
nut do you sell in the store? (e.g., types, sizes, brands, etc.)	are in a vacum bag or in jars made of plastic or glass.				
Tell us the variation by each	Also, we have got mixture				
supplier.	cashew with risen and				
Q4-2-5 How much does your	cashew with risen and				
store buy the item in amount?	He does not know				
Q4-2-6 What is the buying price	S S S S S S S S S S S S S S S S S S			<u> </u>	
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.					
	Products for Sale				
Q5 Conditions to Accept CaDUP I Q5-1 What requirements does	Products for Sale Sesame Seed Oil	Cashew Nuts	Cocnut Oil	Cassava Chips	Sisal Baskets
Q5 Conditions to Accept CaDUP I	1	Cashew Nuts	Cocnut Oil	Cassava Chips	Sisal Baskets
Q5 Conditions to Accept CaDUP I Q5-1 What requirements does	1	Cashew Nuts	Cocnut Oil	Cassava Chips	Sisal Baskets
Q5 Conditions to Accept CaDUP I Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any)	1	Cashew Nuts		Cassava Chips	Sisal Baskets
Q5 Conditions to Accept CaDUP I Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification	1	Cashew Nuts	Cocnut Oil	Cassava Chips	Sisal Baskets
Q5 Conditions to Accept CaDUP I Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials	Sesame Seed Oil	Cashew Nuts	✓ ✓	✓ ✓	✓ ✓
Q5 Conditions to Accept CaDUP I Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing	Sesame Seed Oil	✓ ✓ ✓	✓ ✓ ✓	✓ ✓ ✓	✓ ✓ ✓
Q5 Conditions to Accept CaDUP I Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label	Sesame Seed Oil	Cashew Nuts  ✓ ✓ ✓ ✓	✓ ✓	✓ ✓	✓ ✓
Q5 Conditions to Accept CaDUP I Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label e) other (specify: eg., expiration	Sesame Seed Oil	✓ ✓ ✓	✓ ✓ ✓	✓ ✓ ✓	У У У X
Q5 Conditions to Accept CaDUP I Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label e) other (specify: eg., expiration date)	Sesame Seed Oil	У У У Х	<i>J J J</i>	✓ ✓ ✓	✓ ✓ ✓
Q5 Conditions to Accept CaDUP I Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label e) other (specify: eg., expiration date) Q6 Probation Sale	Sesame Seed Oil	У У У Х	<i>J J J</i>	✓ ✓ ✓	У У У X
Q5 Conditions to Accept CaDUP I Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label e) other (specify: eg., expiration date)	Sesame Seed Oil	У У У Х	<i>J J J</i>	✓ ✓ ✓	✓ ✓ ✓ X
Q5 Conditions to Accept CaDUP I Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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	Sesame Seed Oil	У У У Х	✓ ✓ ✓ ✓ (3) coconut oil	✓ ✓ ✓	✓ ✓ ✓ X
Q5 Conditions to Accept CaDUP I Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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	Sesame Seed Oil	✓ ✓ ✓ X ✓	(3) coconut oil it depends of many	✓ ✓ ✓ ✓	У У Х X
Q5 Conditions to Accept CaDUP I Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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	Sesame Seed Oil	✓ ✓ ✓ X ✓ (2) cashew nut	(3) coconut oil It depends of many factors. The packaging	✓ ✓ ✓ ✓	У У Х X
Q5 Conditions to Accept CaDUP I Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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	Sesame Seed Oil	✓ ✓ ✓ X ✓ (2) cashew nut  12 items for each	(3) coconut oil It depends of many factors. The packaging factor is the most	✓ ✓ ✓ ✓ (4) cassava chips	У У Х X
Q5 Conditions to Accept CaDUP I Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?	Sesame Seed Oil	✓ ✓ ✓ X ✓ (2) cashew nut	(3) coconut oil It depends of many factors. The packaging	✓ ✓ ✓ ✓	У У Х X
Q5 Conditions to Accept CaDUP I Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?	Sesame Seed Oil	✓ ✓ ✓ X ✓ (2) cashew nut  12 items for each	(3) coconut oil It depends of many factors. The packaging factor is the most	✓ ✓ ✓ ✓ (4) cassava chips	У У Х X
Q5 Conditions to Accept CaDUP I Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit	Sesame Seed Oil	✓ ✓ ✓ X ✓ (2) cashew nut  12 items for each	(3) coconut oil It depends of many factors. The packaging factor is the most	✓ ✓ ✓ ✓ (4) cassava chips	У У Х X
Q5-Conditions to Accept CaDUP I Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial	Sesame Seed Oil	✓ ✓ ✓ X ✓ (2) cashew nut  12 items for each	(3) coconut oil It depends of many factors. The packaging factor is the most	✓ ✓ ✓ ✓ (4) cassava chips	У У Х X
Q5-Conditions to Accept CaDUP I Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to	Sesame Seed Oil	✓ ✓ ✓ X ✓ (2) cashew nut  12 items for each	(3) coconut oil It depends of many factors. The packaging factor is the most	✓ ✓ ✓ ✓ (4) cassava chips	У У Х X
Q5-Conditions to Accept CaDUP I Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to place a POP(Point of Purchase	Sesame Seed Oil	✓ ✓ ✓ X ✓ (2) cashew nut  12 items for each	(3) coconut oil It depends of many factors. The packaging factor is the most	✓ ✓ ✓ ✓ (4) cassava chips	У У Х X
Q5-Conditions to Accept CaDUP I Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP	Sesame Seed Oil	✓ ✓ ✓ X ✓ (2) cashew nut  12 items for each	(3) coconut oil It depends of many factors. The packaging factor is the most	✓ ✓ ✓ ✓ (4) cassava chips	У У Х X
Q5-Conditions to Accept CaDUP I Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to place a POP(Point of Purchase	Sesame Seed Oil	✓ ✓ ✓ X ✓ (2) cashew nut  12 items for each	(3) coconut oil It depends of many factors. The packaging factor is the most	✓ ✓ ✓ ✓ (4) cassava chips	У У Х X
Q5-Conditions to Accept CaDUP I Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP product in your shop?	Sesame Seed Oil	✓ ✓ ✓ X ✓ (2) cashew nut  12 items for each	(3) coconut oil It depends of many factors. The packaging factor is the most	✓ ✓ ✓ ✓ (4) cassava chips	У У Х X
Q5-Conditions to Accept CaDUP I Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP product in your shop? Q6-5 How much does your store	Sesame Seed Oil	✓ ✓ ✓ X ✓ (2) cashew nut  12 items for each	(3) coconut oil It depends of many factors. The packaging factor is the most	✓ ✓ ✓ ✓ (4) cassava chips	У У Х X

Shop Name	Bali (Retail shop)			1
Date	Feb.28th, 2012			 
Q1 Profile of the Store/Shop				
Information of Respondent				
Name and type of business	Bali (Retail shop)			
Contact number(s) Address	258 8439 82148			
Year of establishment	Maputo City 2006			
Number of staff/employees	11			
Name and job title of the	Theion Theunissen Owner			
contact person	and Manager			
Closed day(s) of the store/shop	Sundays and public holidays			
Q1-1 What is the parent				
company of "the store/shop"? Q1-2 What is the nationality of	None			
capital?	South African			
Q1-3 How much is the sales of	He cannot provide this			
the store for the last year?	information			
Q1-4 What are the marketing	None			
concepts of the store?				
Q1-5 What is the quality of	Evnerts Business needs			
1	Experts, Business people, people who work in			
	embassies and ngos from			
residential area, occupation,	the age of 40 to plus. Both			
etc.)?	sex who live all over the			
Q1-6 How many customers visit				
to your shop(per day or per	per month approx From 50 mt to 20.000 mt			
Q1-7 In average, how much does a customerbuy? (average	From 50 mt to 20.000 mt			
sales/customer)				
Julies, Gusterner,	Good quality and service.			
Q1-8 What are the reasons do	We do deliveries			
you think that the customers				
shop at this store?				
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				
-	jewellery made of different			
best sold in quantity in the Q2-2 What are the customers'		capolanas		
usages of these items?(e.g.,	presents	presents		
"maize powder: for making				
Nsima, and making porridge")				 
Q2-3 Where are these items				
produced?  Q2-4 What is the supplier of	Belavista (Maputo province)	Xai Xai		
each item? (e.g., wholesaler /				
broker / processor / producer /		Producer and		
		Manifacturer		
Q2-5 How much does your store		10.000 mt for 120		
buy each item in amount?		items		
Q2-6 What is the buying price of each item?		about 200/		
Q2-7 How much do you sell	about 30% He cannot provide this	about 30% He cannot provide		
each item in amount?		this information		
	Roughly from 100 to 1000.			
Q2-8 What is the selling price of	_			
each item?	this information specifically			
Q2-9 How much is each item				
produced in amount? (If the respondent knows)	He does not know			
<u>'</u>	"I think the quality is really go	ood. It's high but the si	upply is really poor. You	
Q2-10 What are your comments	can get a product now and th	-		
on the products that are made				
in Mozambique in general?				

OA Laciatia Champal far the Date	antial CaDIID Duaduate				
Q4 Logistic Channel for the Pote Q4-2 Questions are regarding	ential Cadup Products				
(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?	1				
Q4-2-3 What are the names of					
top 3 main suppliers?	He does not know				
	varieties:lemon grass, musk,				
	frangipani, champaka,				
	coconut, vanilla, rose, lotus,				
Q4-2-4 What variety of coconut	eucalipto, jasmin.We got				
oil do you sell in the store? (e.g.,					
types, sizes, brands, etc.) Tell	smaller ones of 50 ml. The				
us the variation by each	big ones have inside small				
supplier.	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	413 mt for 175 ml. And 165				
price of the item?  Q4-2 Questions are regarding	mt for 50 ml.				
(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			_		
Q5-1 What requirements does	Sesame seed oil	Cashew nuts	Coconut oil	Cassava chips	Sisal Basket
your store have for accepting					
CaDUP products?(put ✓ in each					
box, with information if any)					<u> </u>
a) certificate of qualification b) indication of raw materials					×
c) standards of packing					×
d) bar code label					x
e) other (specify: eg., expiration					<u> </u>
date)					x
Q6 Probation Sale					
Q6-1 Are you interested in					
selling CaDUP items on a trial	yes, only sisal baskets	(0)	(0)	(4)	(5)
	(1) sesame seed oil	(2) cashew nut	(3) coconut oil	(4) cassava chips	(5) sisal basket
Q6-2 What is the minimum					20 or 30 items
quantity of trial sales item?					
Q6-3 Would it be possible for	Not less then 30%				1
the store to reduce profit					
margin to increase CaDUP trial					
Q6-4 Would it be possible to	Yes				
place a POP(Point of Purchase					
Advertisement) for CaDUP					
product in your shop?	In a control of the c				
Q6-5 How much does your store	it would not charge anything				
charge to put a booth for					
campaign of CaDUP products?	<u>l</u>				

	5 6				1
Shop Name	Prestigio Supermarket (Individ	dual type of business)			
Date Classic Color	Feb.21th, 2012				
Q1 Profile of the Store/Shop					
Information of Respondent	Drostigio Supormarkot				
Name and type of hyginess	Prestigio Supermarket				
Name and type of business Contact number(s)	(Individual type of business) 25826 21 57 07				
Address	Nampula City				
Year of establishment	April, 2011				
Number of staff/employees	4 April, 2011				
Name and job title of the	7				
contact person	Nayla Ismail (manager)				
	Every Sunday and public				
Closed day(s) of the store/shop	holidays				
	SOSIM LTA (Limitada =				
Q1-1 What is the parent	Limited) (Share- Holder				
company of "the store/shop"?	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	1) Quality 2) Prices				7
concepts of the store?	3)Promotion 4) Location				
Q1-5 What is the quality of	"People who come to buy he	~		•	
consumers of the store (e.g., age		y live around the area i	in which the supermarket is	located". The manager of	loes not know
group, sex, economic class,	what their occupation is.				
residential area, occupation,					
Q1-6 How many customers visit	Customers per day 50-55				
to your shop(per day or per	Customers per month 1.500				
Q1-7 In average, how much	"I do not know it varies a lot.				
does a customerbuy? (average	It goes from 500.00 Mt to				
sales/customer)	8.000 Mt. It depends".  1) Good quality of the				
	products				
Q1-8 What are the reasons do	2) Good service, attendance.				
you think that the customers	•				
shop at this store?	The employees are fast and				
Q1-9 What type of	// II				
transportation do the customers	· ·				
use to come to the store?	motorcycles or cars".				
O2 Calaa af tha maduata that					
Q2 Sales of the products that are made in Mozambique					
Q2-1. What are the three items					
that are made in Mozambique	Maize Fluor 1 Kg. Name's	Water 1 lt. or ½ lt.			
best sold in quantity in the	brand: Tops Corn	Name's brand: Oasis	Coca Cola 330 ml each can		
Q2-2 What are the customers'	Xima or porridge	Drinking	Drinking		
usages of these items?(e.g.,	Allila of portiuge	Dilikilig	Drinking		
"maize powder: for making					
Nsima, and making porridge")					
Q2-3 Where are these items		Rimabue (small town			
produced?	Maputo	close to Niassa)	Nampula		
Q2-4 What is the supplier of	-	,			
each item? (e.g., wholesaler /					
broker / processor / producer /	SOSIM (wholesaler based in	SOSIM (wholesaler	SOSIM (wholesaler based		
manufacturer)	Nampula)	based in Nampula)	in Nampula)		
		60 boxes per week.			
		Each box has 12			
Q2-5 How much does your store	·	DOTTICS OF IC. 1,5 OF 2 I			
buy each item in amount?	has 10 pieces of 1 kg.	bottles of It½	Each box has 24 cans.		
Q2-6 What is the buying price of	22 50 14:	220.00 Mt for 1 box	420.00 Mt for a box of 24		
each item?  Q2-7 How much do you sell each	33.50 Mt per kg.	of 12 bottles	cans		
item in amount?	The manager does not know				
item in amount!	The manager does not know	1.5 lt. 30.00 Mt			
Q2-8 What is the selling price of		½ lt. 15.00 Mt			
each item?	38.00 Mt per kg.	72 IC. 13.00 IVIL	25.00 Mt each can		
Q2-9 How much is each item	JO.OO IVIL PEI Ng.		23.00 IVIL EACH CAH		
produced in amount? (If the					
respondent knows)	The manager does not know				
	"I think there are products of	good quality and they	be competitive on the		
Q2-10 What are your comments	market".	o in quantity	7. p. 2		
on the products that are made					
in Mozambique in general?					

Q4 Logistic Channel for the Pote	ential 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				
	"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.				
Q4-2-4 What variety of coconut	There is no brand, no bar				
<u>-</u>					
oil do you sell in the store? (e.g.,	•				
types, sizes, brands, etc.) Tell us	· ·				
the variation by each supplier.	made of plastic".				
Q4-2-5 How much does your	1 box of 24 pieces every month				
store buy the item in amount?	153.36 Mt for the normal				
Q4-2-6 What is the buying price	nuts, while those with hot				
of the item?	chilly cost 107.00 Mt				
Q4-2-7 How much does your	Cilling Cost 107.00 Ivit				
store sell the item in amount?	24 pieces every month				
store sen the item in amount:	206.00 Mt for the simple				
Q4-2-8 How much is the selling	type while for the hot chilly				
price of the item?	it is 145.00 Mt				
Q5 Conditions to Accept CaDUP I					
Q5-1 What requirements does	Sesame seed oil		Construction	Cassava chips	Sisal Basket
	TYPECATIVE CPPO OII	I ( ashew nuts	IL OCODIII OII		
your store have for accepting	Sesame seed on	Cashew nuts	Coconut oil	Cassava Cilips	Sisai Basket
your store have for accepting	Sesame seed on	Cashew nuts	Coconut oii	Cassava Cilips	Jisai Basket
your store have for accepting CaDUP products?(put ✓ in each	Sesame seed on	Cashew nuts	Coconut oii	Cassava Cilips	Sisui Busket
your store have for accepting CaDUP products?(put √ in each box, with information if any)	Sesame seed on		Coconut oii	Cassava Cilips	
your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification		x x		✓ X	x x
your store have for accepting CaDUP products?(put √ in each box, with information if any)	✓	x	✓	X	x
your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials	✓ ×	x	✓ ×	X  ✓	x x
your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label	✓ × ✓	x x ✓	✓ × ✓	X  ✓	x x x
your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label e) other (specify: eg., expiration	✓ × ✓	x x ✓	✓ × ✓	X  ✓	x x x
your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label	x √	x x ✓	✓ × ✓	X  ✓	x x x
your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label e) other (specify: eg., expiration date)  Q6 Probation Sale	x √	x x ✓	✓ × ✓	X  ✓  ✓	x x x
your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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	x √	x x ✓	✓ × ✓	X  ✓  ✓	x x x
your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label e) other (specify: eg., expiration date)  Q6 Probation Sale	x x  ✓  Yes	x x ✓	✓ × ✓ ✓	✓ × ✓ ✓	x x x x
your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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	✓ × ✓ ✓	x x ✓	x  √  √  √  √  (3) coconut oil	x  √  √  √  (4) cassava chips	x x x x x (5) sisal basket
your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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	x x  ✓  Yes	x x √	✓ × ✓ ✓	✓ × ✓ ✓	x x x x
your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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	×  ✓  ✓  ✓  ✓  ✓  ✓  ✓  ✓  ✓  (1) sesame seed oil	x x  ✓ ✓ ✓ ✓ (2) cashew nut	x  √  √  √  √  (3) coconut oil	x  √  √  √  (4) cassava chips	x x x x x (5) sisal basket
your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum	×  ✓  ✓  ✓  ✓  ✓  ✓  ✓  ✓  ✓  (1) sesame seed oil	x x  ✓ ✓ ✓ ✓ (2) cashew nut	x  √  √  √  √  (3) coconut oil	x  √  √  √  (4) cassava chips	x x x x x (5) sisal basket
your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?	x  /  /  /  /  /  /  /  Yes  (1) sesame seed oil  12 pieces	x x  / / / / (2) cashew nut 24 pieces	X  X  (3) coconut oil  12 pieces	x  /  /  /  /  (4) cassava chips  48 pieces	x x x x x (5) sisal basket 6 pieces
your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?	×  ✓  ✓  ✓  ✓  ✓  ✓  ✓  ✓  ✓  (1) sesame seed oil	x x  / / / / (2) cashew nut 24 pieces	X  X  (3) coconut oil  12 pieces	x  /  /  /  /  (4) cassava chips  48 pieces	x x x x x (5) sisal basket 6 pieces
your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit	x  /  /  /  /  /  /  /  Yes  (1) sesame seed oil  12 pieces	x x  / / / / (2) cashew nut 24 pieces	X  X  (3) coconut oil  12 pieces	x  /  /  /  /  (4) cassava chips  48 pieces	x x x x x (5) sisal basket 6 pieces
your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial	Yes (1) sesame seed oil 12 pieces  "Yes, in the first phase of the	x x  / / / / (2) cashew nut 24 pieces	X  X  (3) coconut oil  12 pieces	x  /  /  /  /  (4) cassava chips  48 pieces	x x x x x (5) sisal basket 6 pieces
your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to	x  /  /  /  /  /  /  /  Yes  (1) sesame seed oil  12 pieces	x x  / / / / (2) cashew nut 24 pieces	X  X  (3) coconut oil  12 pieces	x  /  /  /  /  (4) cassava chips  48 pieces	x x x x x (5) sisal basket 6 pieces
your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to place a POP(Point of Purchase	Yes (1) sesame seed oil 12 pieces  "Yes, in the first phase of the	x x  / / / / (2) cashew nut 24 pieces	X  X  (3) coconut oil  12 pieces	x  /  /  /  /  (4) cassava chips  48 pieces	x x x x x (5) sisal basket 6 pieces
your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP	Yes (1) sesame seed oil 12 pieces  "Yes, in the first phase of the	x x  / / / / (2) cashew nut 24 pieces	X  X  (3) coconut oil  12 pieces	x  /  /  /  /  (4) cassava chips  48 pieces	x x x x x (5) sisal basket 6 pieces
your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP product in your shop?	Yes (1) sesame seed oil 12 pieces  "Yes, in the first phase of the "Yes, it would be possible".	x x  / / / (2) cashew nut 24 pieces  projects it would be	X  X  (3) coconut oil  12 pieces	x  /  /  /  /  (4) cassava chips  48 pieces	x x x x x (5) sisal basket 6 pieces
your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP product in your shop? Q6-5 How much does your store	Yes (1) sesame seed oil 12 pieces  "Yes, in the first phase of the "Yes, it would be possible".	x x  / / / (2) cashew nut 24 pieces  projects it would be	X  X  (3) coconut oil  12 pieces	x  /  /  /  /  (4) cassava chips  48 pieces	x x x x x (5) sisal basket 6 pieces
your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP product in your shop?	Yes (1) sesame seed oil 12 pieces  "Yes, in the first phase of the "Yes, it would be possible".	x x  / / / (2) cashew nut 24 pieces  projects it would be	X  X  (3) coconut oil  12 pieces	x  /  /  /  /  (4) cassava chips  48 pieces	x x x x x (5) sisal basket 6 pieces

Shon Norma	Frutos do Africa (India)	usinoss\		
Shop Name Date	Frutas de Africa (Individual b	usiness)		
Q1 Profile of the Store/Shop	Feb.21th, 2012			
Information of Respondent				
,	Frutas de Africa (Individual			
Name and type of business	business)			
Contact number(s) Address	258 2621 6774 Nampula City			
Year of establishment	1st June 2005			
Number of staff/employees	29			
Name and job title of the	Manuel(Owner and			
contact person	Manager)			
Closed day(s) of the store/shop Q1-1 What is the parent	2 days per year			
_ ·	None			
Q1-2 What is the nationality of	ivone			
capital?	Portuguese			
Q1-3 How much is the sales of	Approximately 130 Million			
the store for the last year?	Mt			
Q1-4 What are the marketing	"Buy cheap and sell cheap.			
concepts of the store?	Buy good quality and sell good quality".			
Q1-5 What is the quality of	"People of all ages come to			
consumers of the store (e.g.,	buy here. 60% of them are			
age group, sex, economic class,	female. All customers			
residential area, occupation,	belong to every economic			
etc.)?	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 Q1-7 In average, how much	1400. It depends. It starts from			
does a customerbuy? (average	38.00 to 38.000			
sales/customer)	Mt/consumer			
	"There are three reasons.			
04 0 14/4 - 4 4	The first is the quality.			
Q1-8 What are the reasons do you think that the customers	Second, is based on prices			
shop at this store?	and third, the nice environment".			
Q1-9 What type of	"Customers use all means of			
transportation do the	transport. Car, bike,			
customers use to come to the	motorbike, train. They also			
store?	come on foot.			
Q2 Sales of the products that				
are made in Mozambique				
Q2-1. What are the three items		Biscuits Maria and		
that are made in Mozambique	,	Agua e Sal. 12 boxes		
best sold in quantity in the	Name's brand: Abilio	. Each box has 200	Beer CDM. 300 boxes.	
store? Q2-2 What are the customers'	Antunus The owner does not know	items	Each box has 12 bottles	
usages of these items?(e.g.,	THE OWNER GOES HOLKHOW			
"maize powder: for making				
Nsima, and making porridge")				
Q2-3 Where are these items produced?	Chimoio	Manuto	Nampula	
Q2-4 What is the supplier of	Chimoio	Maputo	Nampula	
each item? (e.g., wholesaler /	Wholesaler	Wholesaler		
	Atlantic	Atlantic		
manufacturer)			CDM	
Q2-5 How much does your store	832 hoves with 360 itoms	300 boxes. Each box	300 boxes per week. Each	
buy each item in amount?	per week	has 12 pieces every 10 days	box has 12 items	
Q2-6 What is the buying price of	1.	το μαγς	2,311,23,22,10,110	
each item?	answer			
Q2-7 How much do you sell	The owner does not know			
each item in amount?	this information precisely The owner is reticent to give			
	this information because he			
Q2-8 What is the selling price of				
each item?	money			
Q2-9 How much is each item				
produced in amount? (If the	The owner does not be see			
respondent knows)	The owner does not know "Mozambican products are g	ood and they can be o	competitive on the market	<del>                                     </del>
Q2-10 What are your comments	with both South African products	•	·	
on the products that are made	John Journ Amedin proc	. 2000 and mozambical	. 220 1	
in Mozambique in general?				

Q4 Logistic Channel for the Pote	ential CaDUP Products				
Q4-2 Questions are regarding	The caper Froducts				
(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? Q4-2-3 What are the names of	some				
top 3 main suppliers?	He does not know				
top 3 main suppliers:					
	"We have got only one type				
	of cashew nut. It is a				
	mixture of nuts. There is no brand on the packaging, no				
Q4-2-4 What variety of coconut	bar code, no expire data.				
oil do you sell in the store? (e.g.,					
types, sizes, brands, etc.) Tell	transparent and simple. We				
us the variation by each	have one pack of 1 kg. and				
supplier.	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	The owner does not want to				
of the item?  Q4-2-7 How much does your	give this information				
store sell the item in amount?	400 kg. per month				
Q4-2-8 How much is the selling	290.00 Mt for 1kg. 155.00				
price of the item?	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	Sesame seed oil	Cashew nuts	Coconut oil	Cassava chips	Sisal Basket
your store have for accepting	Sesame seed on	Cashew hats	Coconation	Cassava Cilips	Sisai basket
CaDUP products?(put ✓ in each					
box, with information if any)					
a) certificate of qualification	1	✓	✓	The owner is not	The owner is
b) indication of raw materials	1	√ ✓	<b>√</b>	interested in this	not interested
b) indication of raw materials c) standards of packing	✓ ✓	<i>J J</i>	✓ ✓		
b) indication of raw materials c) standards of packing d) bar code label	√ √ √	\(  \)	<b>√</b>	interested in this	not interested
<ul><li>b) indication of raw materials</li><li>c) standards of packing</li><li>d) bar code label</li><li>e) other (specify: eg., expiration</li></ul>	✓ ✓ ✓		✓ ✓	interested in this	not interested
b) indication of raw materials c) standards of packing d) bar code label	√ √ √	√ √ √	✓ ✓	interested in this	not interested
b) indication of raw materials c) standards of packing d) bar code label e) other (specify: eg., expiration date)  Q6 Probation Sale	✓ ✓ ✓		✓ ✓	interested in this	not interested
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	\frac{1}{\sqrt{1}}		✓ ✓	interested in this	not interested
b) indication of raw materials c) standards of packing d) bar code label e) other (specify: eg., expiration date)  Q6 Probation Sale	yes	✓ ✓	\frac{1}{\sqrt{1}}	interested in this product	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	interested in this product  (4) cassava chips	not interested in this product  (5) sisal basket
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  Q6-2 What is the minimum	yes	✓ ✓	\frac{1}{\sqrt{1}}	interested in this product	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	interested in this product  (4) cassava chips The owner is not	not interested in this product  (5) sisal basket The owner is
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  Q6-2 What is the minimum quantity of trial sales item?	yes (1) sesame seed oil 20 items	(2) cashew nut 20 items	(3) coconut oil 20 items	interested in this product  (4) cassava chips The owner is not interested in this	not interested in this product  (5) sisal basket The owner is not interested
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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for	yes (1) sesame seed oil	(2) cashew nut 20 items	(3) coconut oil 20 items	interested in this product  (4) cassava chips The owner is not interested in this	not interested in this product  (5) sisal basket The owner is not interested
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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit	yes (1) sesame seed oil 20 items	(2) cashew nut 20 items	(3) coconut oil 20 items	interested in this product  (4) cassava chips The owner is not interested in this	not interested in this product  (5) sisal basket The owner is not interested
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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial	yes (1) sesame seed oil 20 items	(2) cashew nut 20 items	(3) coconut oil 20 items	interested in this product  (4) cassava chips The owner is not interested in this	not interested in this product  (5) sisal basket The owner is not interested
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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit	yes (1) sesame seed oil 20 items  "yes, it would be possible to	(2) cashew nut 20 items	(3) coconut oil 20 items	interested in this product  (4) cassava chips The owner is not interested in this	not interested in this product  (5) sisal basket The owner is not interested
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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to	yes (1) sesame seed oil 20 items  "yes, it would be possible to	(2) cashew nut 20 items	(3) coconut oil 20 items	interested in this product  (4) cassava chips The owner is not interested in this	not interested in this product  (5) sisal basket The owner is not interested
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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP product in your shop?	yes (1) sesame seed oil 20 items  "yes, it would be possible to	(2) cashew nut 20 items reduce it of the 159	(3) coconut oil 20 items	interested in this product  (4) cassava chips The owner is not interested in this product	not interested in this product  (5) sisal basket The owner is not interested
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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP product in your shop? Q6-5 How much does your store	yes (1) sesame seed oil 20 items  "yes, it would be possible to	(2) cashew nut 20 items reduce it of the 159	(3) coconut oil 20 items	interested in this product  (4) cassava chips The owner is not interested in this product	not interested in this product  (5) sisal basket The owner is not interested
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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP product in your shop?	yes (1) sesame seed oil 20 items  "yes, it would be possible to	(2) cashew nut 20 items reduce it of the 159	(3) coconut oil 20 items	interested in this product  (4) cassava chips The owner is not interested in this product	not interested in this product  (5) sisal basket The owner is not interested

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 Number of staff/employees	1997				
Name and job title of the	6				
contact person	Momade Secur/ Partner				
-	This econic activity is closed				
Closed day(s) of the store/shop	about 44 days per year				
Q1-1 What is the parent	Sole Proprietor				
company of "the store/shop"?	(Independent Store)				
Q1-2 What is the nationality of					
capital?	Mozambican				
Q1-3 How much is the sales of	T The second Marking				
the store for the last year?	Two Thousand Metical The store does not follow				
Q1-4 What are the marketing concepts of the store?	any marketing strategy				
Q1-5 What is the quality of	The age of people who go bu	v in the shop is betwe	en 30-40 vears old. Most o	them are women. They	belong to the
consumers of the store (e.g.,	middle class who live in the a	•	•	,,	
age group, sex, economic class,			•		
residential area, occupation,					
etc.)?					
Q1-6 How many customers visit	Customers per day about 30				
to your shop(per day or per	Customers per year about				
month)?	750				
Q1-7 In average, how much does a customerbuy? (average	1000Mt/consumer				
sales/customer)					
	"I think I run a good business	because my shop is in	a good location. It is locat	ed in one of the main ro	ad of Nampula,
Q1-8 What are the reasons do you think that the customers	consequently it is permits pe	ople to have easy acce	ess. The location of the sho	p is fundamental for the	success of the
shop at this store?	business".				
Q1-9 What type of	"Customers, usually, come				
transportation do the	here on foot. They live				
customers use to come to the	around this area so they do				
store?	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			Milk in powder "Blue		
best sold in quantity in the		Soap SAN 500 gr.	Crown" 380 gr.		
Q2-2 What are the customers'	Cooking	Washing cloths	Feeding children		
usages of these items?(e.g.,		personal igene and			
"maize powder: for making Nsima, and making porridge")		selling			
resima, and making pormage 7	Namiolo (a small town close				
Q2-3 Where are these items	to Nampula). Company				
produced?	group's name Issufo	Nampula	Maputo		
Q2-4 What is the supplier of					
each item? (e.g., wholesaler / broker / processor / producer /					
manufacturer)					
manufacturery	"It is a small factory in	"It is a small factory	"I buy this milk from a		
Q2-5 How much does your store	Nampula but I do not	in Nampula but I do	shop that is called		
buy each item in amount?	remember its name".	not remember its	Almazen Zia".		
02 (14)	20 boxes	20 5	20 h		
Q2-6 What is the buying price of each item?		20 boxes with 20	20 boxes with 24 pieces inside		
Q2-7 How much do you sell	of 5 lt. each	pieces inside About 40 boxes in a	About 10 boxes in a		
each item in amount?	About 20 boxes in a month	month	month		
Q2-8 What is the selling price of					
each item?		12.50 Mt.	40 Mt		
03 0 How much in and "	The owner of the shop				
Q2-9 How much is each item	Does not know this information				
produced in amount? (If the respondent knows)	mnormation				
. coponacii kilowaj	"I believe that quality of the	L products in Mozambio	Lue is not good hecause is r	I not refined. The quality is	s low manly due
	to this aspect. Good quality r				· ·
Q2-10 What are your comments	have lots of money and cann			• •	·
on the products that are made	depends on the product, som			-	
in Mozambique in general?			-		

Q4 Logistic Channel for the Pote	ential 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.					
• •	Duaduata fan Cala				
Q5 Conditions to Accept CaDUP			[C		Six I De de d
Q5 Conditions to Accept CaDUP Q5-1 What requirements does	Products for Sale Sesame seed oil	Cashew nuts	Coconut oil	Cassava chips	Sisal Basket
Q5 Conditions to Accept CaDUP Q5-1 What requirements does your store have for accepting		Cashew nuts	Coconut oil	Cassava chips	Sisal Basket
Q5 Conditions to Accept CaDUP Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each		Cashew nuts	Coconut oil	Cassava chips	Sisal Basket
Q5 Conditions to Accept CaDUP Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any)	Sesame seed oil				
Q5 Conditions to Accept CaDUP Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification	Sesame seed oil	×	x	×	Sisal Basket
Q5 Conditions to Accept CaDUP Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials	Sesame seed oil	x x	x x	x x	
Q5 Conditions to Accept CaDUP Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing	Sesame seed oil  x  x  ✓	x x ✓	x x ✓	x x	
Q5 Conditions to Accept CaDUP Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label	x x ✓	x x	x x	x x	
Q5 Conditions to Accept CaDUP Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label e) other (specify: eg., expiration	x x ✓	x x ✓	x x ✓	x x	x
Q5 Conditions to Accept CaDUP Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label	x x ✓	x x ✓	x x ✓	x x	
Q5 Conditions to Accept CaDUP Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label e) other (specify: eg., expiration date)	x x ✓	x x ✓	x x ✓	x x	x
Q5 Conditions to Accept CaDUP Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label e) other (specify: eg., expiration date) Q6 Probation Sale	x x ✓	x x ✓	x x ✓	x x	x
Q5 Conditions to Accept CaDUP Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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	x x ✓	x x ✓	x x ✓	x x	x
Q5 Conditions to Accept CaDUP Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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	x x x ✓	× × ✓ ✓ ✓ Validity da	x x ✓ ✓ y and Price	x x √	x  √  x  The Price
Q5 Conditions to Accept CaDUP Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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	X X X ✓ ✓ ✓ Yes (1) sesame seed oil	x x ✓ ✓ Validity da  (2) cashew nut	x x y and Price (3) coconut oil	x x x √ √ (4) cassava chips	x  ✓  ✓  x  The Price  (5) sisal basket
Q5 Conditions to Accept CaDUP Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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	X X X ✓ ✓ ✓ Yes (1) sesame seed oil	x x ✓ ✓ Validity da  (2) cashew nut	x x y and Price  (3) coconut oil 1 box with maybe 12	x x x √ √ 1 (4) cassava chips 1 box with 24 pieces	x  ✓  ✓  x  The Price  (5) sisal basket
Q5 Conditions to Accept CaDUP Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?	x x x ✓ ✓ ✓ Yes (1) sesame seed oil 1 box with 12 pieces	x x √ ✓ ✓ ✓  Validity da  (2) cashew nut 1 box with 10 pieces	x x y and Price  (3) coconut oil 1 box with maybe 12 pieces	x x x √ √ 1 (4) cassava chips 1 box with 24 pieces	x  ✓  ✓  x  The Price  (5) sisal basket
Q5 Conditions to Accept CaDUP Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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	X X X ✓ ✓ ✓ Yes (1) sesame seed oil	x x √ ✓ ✓ ✓  Validity da  (2) cashew nut 1 box with 10 pieces	x x y and Price  (3) coconut oil 1 box with maybe 12 pieces	x x x √ √ 1 (4) cassava chips 1 box with 24 pieces	x  ✓  ✓  x  The Price  (5) sisal basket
Q5 Conditions to Accept CaDUP Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?	x x x ✓ ✓ ✓ Yes (1) sesame seed oil 1 box with 12 pieces	x x √ ✓ ✓ ✓  Validity da  (2) cashew nut 1 box with 10 pieces	x x y and Price  (3) coconut oil 1 box with maybe 12 pieces	x x x √ √ 1 (4) cassava chips 1 box with 24 pieces	x  ✓  ✓  x  The Price  (5) sisal basket
Q5 Conditions to Accept CaDUP Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial	X X X Yes (1) sesame seed oil 1 box with 12 pieces It would be possible, for abo	x x √ ✓ ✓ ✓  Validity da  (2) cashew nut 1 box with 10 pieces	x x y and Price  (3) coconut oil 1 box with maybe 12 pieces	x x x √ √ 1 (4) cassava chips 1 box with 24 pieces	x  ✓  ✓  x  The Price  (5) sisal basket
Q5 Conditions to Accept CaDUP Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to	x x x ✓ ✓ ✓ Yes (1) sesame seed oil 1 box with 12 pieces	x x √ ✓ ✓ ✓  Validity da  (2) cashew nut 1 box with 10 pieces	x x y and Price  (3) coconut oil 1 box with maybe 12 pieces	x x x √ √ 1 (4) cassava chips 1 box with 24 pieces	x  ✓  ✓  x  The Price  (5) sisal basket
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Q5 Conditions to Accept CaDUP Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP product in your shop?	X X Yes (1) sesame seed oil 1 box with 12 pieces  It would be possible, for abo "Yes, sure, no problem"	X X Validity da  (2) cashew nut 1 box with 10 pieces  ut three months. It wo	x x y and Price  (3) coconut oil 1 box with maybe 12 pieces  ould be of 10/15%	x x x  (4) cassava chips 1 box with 24 pieces or more	x  ✓  ✓  x  The Price  (5) sisal basket
Q5 Conditions to Accept CaDUP Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP product in your shop? Q6-5 How much does your store	X X Yes (1) sesame seed oil 1 box with 12 pieces  It would be possible, for abo "Yes, sure, no problem"	X X Validity da  (2) cashew nut 1 box with 10 pieces  ut three months. It wo	x x y and Price  (3) coconut oil 1 box with maybe 12 pieces  ould be of 10/15%	x x x  (4) cassava chips 1 box with 24 pieces or more	x  ✓  ✓  x  The Price  (5) sisal basket
Q5 Conditions to Accept CaDUP Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP product in your shop?	X X Yes (1) sesame seed oil 1 box with 12 pieces  It would be possible, for abo "Yes, sure, no problem"	X X Validity da  (2) cashew nut 1 box with 10 pieces  ut three months. It wo	x x y and Price  (3) coconut oil 1 box with maybe 12 pieces  ould be of 10/15%	x x x  (4) cassava chips 1 box with 24 pieces or more	x  ✓  ✓  x  The Price  (5) sisal basket

Shon Nama	Super Marcada Idaal / Batall C	hon			1
Shop Name Date	Super Mercado Ideal/ Retail S Feb.16th, 2012	nioh			
Q1 Profile of the Store/Shop	1 CO. TOUI, ZUIZ				
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) This economic activity is				
Closed day(s) of the store/shop	closed about 2 weeks per				
Q1-1 What is the parent	closed about 2 weeks per				
company of "the store/shop"?	Independent Company				
Q1-2 What is the nationality of					
capital?	Portuguese				
Q1-3 How much is the sales of	"I cannot answer to this				
the store for the last year? Q1-4 What are the marketing	question". "We have a small marketing				
concepts of the store?	strategy but not always. It is				
concepts of the store:	designed by me sometimes".				
Q1-5 What is the quality of		ermarket are upper class mos	t of the time. I do not	their job but I am sure th	ney occupy good
consumers of the store (e.g., age		* *		-	
group, sex, economic class,	taxi to reach the shop but I an	n not sure where they live".			
residential area, occupation,					
Q1-6 How many customers visit	Customers per day 120				
to your shop(per day or per	Customers per month 3000				
Q1-7 In average, how much does	Each customer buy an amoun	t of things for the value of 200	0/300 Mt		
a customerbuy? (average					
sales/customer)	"People want to buy here for	different reasons. In first insta	ance because it is clear	and tidy. Second, beca	use there is the
	air conditioning, no many place				
	difference in terms of quality	•			
Q1-8 What are the reasons do	insert in the context of the sh	opping centre which is import	tant. Often people con	ne here to do other thing	g, nor for buying
you think that the customers	in the supermarket, but they s	see us and suddenly they thin	g about something the	ey need. The location is a	lready part of
shop at this store?	the marketing and this superr	market has a good location".			_
Q1-9 What type of transportation do the customers	People usually come to the				
use to come to the store?	or taxi				
use to come to the store:	OI taxi				
Q2 Sales of the products that are					
made in Mozambique					
Q2-1. What are the three items		2 types of sugar:			
that are made in Mozambique	Corn and wheat	White and brown	Chialan		
best sold in quantity in the Q2-2 What are the customers'	Xima and Mozambican	Sweets	Chicken Coocking		
usages of these items?(e.g.,	cusine in general	Sweets	COOCKING		
"maize powder: for making	cusine in general				
Nsima, and making porridge")					
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 /	From a wholesaler in	From a wholesaler in	From a wholesaler in		
manufacturer)		Maputo	Nampula		
·		10 boxes of white sugar.	·		
		Each box has 20 pieces each.			
02.5.11	401	5 boxes of brown sugar,	20 haves 5: 1.1		
Q2-5 How much does your store		each box has 20 pieces	20 boxes. Each box		
buy each item in amount?	box contains 10 pieces Wheat Flour 1kg. 37.00 Mt.	White sugar 1 kg. 36 Mt.	has 20 pieces		
Q2-6 What is the buying price of	· ·	Brown sugar 1kg. 30 Mt.			
each item?	<b>5</b>		60 Mt for one piece		
Q2-7 How much do you sell each			6 or 7 boxes per		
item in amount?		6 or 7 boxes per week	week		
O2 9 What is the selling with of	_	White sugar 1kg, 36			
Q2-8 What is the selling price of each item?	Corn flour 1 kg. 37 Mt	Brown sugar 1kg. 30 Mt	160 Mt each piece		
Q2-9 How much is each item			200 Mit Cacil piece		
produced in amount? (If the	The manager does not know				
respondent knows)	this information				
	"I think the production should	•		•	
	Mozambique does not diversi		_	•	·
Q2-10 What are your comments	do not change is always the sa				-
on the products that are made	independent and create our o	•			·
in Mozambique in general?	things are good, also the pack	aging is well done, good qual	ity. Certanily, not all th	e products are the same	e put at least in
	WW SUDARMARKAT ARA GOOD!"				

04. Questions are regarding (2) cashew nut. 04. Questions are regarding (2) cashew nut. 04. Questions are regarding (3) cashew nut. 04. Questions are regarding (4) cashew nut. 04. Questions are regarding (5) cashed nut his disord suppliers is your store buying from? (put 1/2) wholesaler 04. Questions are regarding (3) cashed nut his disord suppliers (3) cashed nut his disord put his disord nut his disord put his disord nut his disord put his disord put his disord nut	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?					
Q4-2.2 How many suppliers 10 your store buying from? [put \cdot \chickness or generating [content of the item?] Q4-2.3 What are the names of top 3 main suppliers? Q4-2.4 Questions are regarding [cd. Casawa chips.] Q4-2.4 Questions are regarding [cd. Casawa chips.] Q4-2.4 Questions are regarding [cd. Casawa chips.] Q4-2.4 How tard the of year of the item? Q4-3 what is the stelling from? [put \cdot \chickness or generating content of the item?] Q4-3 what is the selling of the item? Q4-4.4 Questions are regarding [cd. Casawa chips.] Q4-4.4 What variety of cocontum the store? (e.g., the selling from? [put \cdot \chickness or generating content of the item?] Q4-4.4 What variety of cocontum the store? (e.g., the selling from? [put \cdot \chickness or generating content of the item?] Q4-4.4 Questions are regarding [cd. Casawa chips.] Q4-4.4 What variety of cocontum the store? (e.g., the selling from? [put \cdot \chickness or generating content of the item?] Q4-4.4 What variety of cocontum the store? (e.g., the selling from? [put \cdot \chickness or generating content of the item?] Q4-5 What is the store? (e.g., the selling from? [put \cdot \chickness or generating content of the item?] Q4-5 What is the store? (e.g., the selling from? [put \cdot \chickness or generating content of the item?] Q4-6 Questions are regarding [cd. Casawa chips.] Q4-7 Questions are regarding [cd. Casawa chips.] Q4-8 Q	Q4-2-1 What kind of suppliers is your store buying from? (put ✓) Q4-2-2 How many suppliers do you buy from?	That capor 1 roudets				
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104 - 24 What variety of coconut oil to you sell in the store? (e.g., types, sizes, brands, etc.) Tell us the variation by each supplier.  42-25 How much does your store buy the item in amount?  42-26 What is the buying price of the item?  42-26 What is the buying price of the item?  42-26 What is the buying price of the item?  42-27 How much does your store sell the item in amount?  42-28 How much is the selling price of the item?  42-28 How much is the selling price of the item?  42-29 How much does your store sell the item in amount?  42-29 Guestions are regarding (i) essawa chips.  43-3 Questions are regarding (i) essawa chips.  43-4 Questions are regarding (i) essawa chips.  44-4 Questions are regarding (i) essawa chips.  44-4 What variety of coconut oil.  44-4 What variety of coconut oil only one  44-4 What variety of coconut oil of you sell in the store? (e.g., which is the buying price of the item?  44-4 What variety of coconut oil of you sell the store? (e.g., which is the store) (e.g., which is the sing is 50 gr. Each and the variation by each supplier.  44-4 How much does your store buy the item in amount?  44-4 How much does your store buy the item in amount?  44-4 How much does your store buy the item in amount?  44-4 How much does your store buy the item in amount?  44-4 How much does your store buy the item in amount?  44-4 How much does your store buy the item in amount?  44-4 How much does your store buy the item in amount?  44-4 How much does your store sell the item in amount?  44-4 How much does your store sell the item in amount?  44-4 How much does your store when the selling price of the item?  50.00 Mit  55 Elems were doil of Casswa chips  55 Elems were doil of Casswa c	•	1 Plu Limitada				
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types, sizes, brands, etc.) Tell us We have three variety of cashew: 1 simple, 2 hot chilly and 3 salty. They have the average size. The packaging, of 360 gr have varieties of the lem?  Q4-2-5 How much does your store buy the Item in amount? Q4-2-6 What is the buying price of the Item?  Q4-2-8 How much does your store sell the Item in amount? Q4-2-8 How much is the selling price of the Item?  Q4-2-8 How much is the selling price of the Item?  Q4-2-8 How much is the selling price of the Item?  Q4-2-8 How much is the selling price of the Item?  Q4-4-1 Questions are regarding (1) seasme seed oil.  Q4-4-4 Questions are regarding (2) coconut oil.  Q4-4-1 Questions are regarding (3) coconut oil.  Q4-4-4 Questions are regarding (4) cassava chips.  Q4-4-4 What variety of coconut oil.  Q4-4-4 What variety of coconut oil und variety of loop you buy from?  Q4-4-4 What variety of coconut oil und variety of loop you buy the Item in amount?  Q4-4-5 How much does your store buy the Item in amount?  Q4-4-5 How much does your store buy the Item in amount?  Q4-4-5 How much does your store buy the Item in amount?  Q4-4-6 What is the buying price of the Item?  25 items every three months  Q4-4-4 What ware for accepting conductions of the Item?  Q4-4-4 What ware for accepting conductions of the Item?  Q4-4-4 What ware for accepting conductions of the Item?  Q4-4-5 How much does your store buy the Item in amount?  Q4-4-6 What is the buying price of the Item?  S5 items every three months  Q4-4-8 How much does your store sell the Item in amount?  Q4-4-8 How much does your store sell the Item in amount?  Q4-4-8 How much does your store have for accepting conductions to Accept CaDUP Products for Sale  Q5-1 What requirements does  Q5-2 What requirements does  Q6-3 What requirements does  Q6-3 What requirements does  Q6-4 What requirements for sell price of the Item?  Q6-4 What requirements for sell price of the Item?  Q6-4 What requirements for sell price of the Item?  Q6-4 What requirements for sell price of the Item?  Q7-4 What require	•					
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	Q4-5 Questions are regarding (5) sisal basket.  Q5 Conditions to Accept CaDUP P Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label  Q6 Probation Sale	Sesame seed oil  x  ✓	x ✓	x ✓	x ✓	× ✓
· ·	Q4-5 Questions are regarding (5) sisal basket.  Q5 Conditions to Accept CaDUP P Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label  Q6 Probation Sale Q6-1 Are you interested in	x  ✓ ✓	x ✓	x ✓	x ✓	× ✓
Q6-2 What is the minimum 2 boxes with 10 items each 2 boxes with 10 items each 2 boxes with 10 items I am not	Q4-5 Questions are regarding (5) sisal basket.  Q5 Conditions to Accept CaDUP P Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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	x  ✓ ✓ ✓ yes	x ✓ ✓	x ✓ ✓	x	x √ √
quantity of trial sales item? items each each interested in	Q4-5 Questions are regarding (5) sisal basket.  Q5 Conditions to Accept CaDUP P Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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	x  ✓  ✓  yes (1) sesame seed oil	x  ✓  ✓  ✓  (2) cashew nut	x  √  √  (3) coconut oil	x  √  √  (4) cassava chips	x  ✓  ✓  ✓  (5) sisal basket
this product	Q4-5 Questions are regarding (5) sisal basket.  Q5 Conditions to Accept CaDUP P Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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	x  ✓  ✓  yes (1) sesame seed oil	x  ✓  ✓  ✓  (2) cashew nut	x  √  √  (3) coconut oil  2 boxes with 10	x  √  √  (4) cassava chips 2 boxes with 10 items	x  /  /  /  (5) sisal basket I am not interested in
	Q4-5 Questions are regarding (5) sisal basket.  Q5 Conditions to Accept CaDUP P Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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	x  ✓  ✓  yes (1) sesame seed oil	x  ✓  ✓  ✓  (2) cashew nut	x  √  √  (3) coconut oil  2 boxes with 10	x  √  √  (4) cassava chips 2 boxes with 10 items	x  /  /  /  (5) sisal basket I am not interested in
	Q4-5 Questions are regarding (5) sisal basket.  Q5 Conditions to Accept CaDUP P Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?	x  /  /  /  yes (1) sesame seed oil 2 boxes with 10 items each	x  /  /  /  /  (2) cashew nut  2 boxes with 10 items each	x  √  √  (3) coconut oil  2 boxes with 10 items each	x  √  √  (4) cassava chips  2 boxes with 10 items each	x  /  /  (5) sisal basket I am not interested in this product
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Advertisement) for CaDUP	Q4-5 Questions are regarding (5) sisal basket.  Q5 Conditions to Accept CaDUP P Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to	x  / / / / / / / / / / / / / / / / / /	x  / / / / (2) cashew nut 2 boxes with 10 items each	x  √  √  (3) coconut oil  2 boxes with 10 items each	x  √  √  (4) cassava chips  2 boxes with 10 items each	x  /  /  (5) sisal basket I am not interested in this product
product in your shop?	Q4-5 Questions are regarding (5) sisal basket.  Q5 Conditions to Accept CaDUP P Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to place a POP(Point of Purchase	x  / / / / yes (1) sesame seed oil 2 boxes with 10 items each  "I do not know about that. I s elements to talk about this of	x  / / / / (2) cashew nut 2 boxes with 10 items each	x  √  √  (3) coconut oil  2 boxes with 10 items each	x  √  √  (4) cassava chips  2 boxes with 10 items each	x  /  /  (5) sisal basket I am not interested in this product
Q6-5 How much does your store It would not charge anything, it would be free of charge.	Q4-5 Questions are regarding (5) sisal basket.  Q5 Conditions to Accept CaDUP P Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP	x  / / / / yes (1) sesame seed oil 2 boxes with 10 items each  "I do not know about that. I s elements to talk about this of	x  / / / / (2) cashew nut 2 boxes with 10 items each	x  √  √  (3) coconut oil  2 boxes with 10 items each	x  √  √  (4) cassava chips  2 boxes with 10 items each	x  /  /  (5) sisal basket I am not interested in this product
charge to put a booth for	Q4-5 Questions are regarding (5) sisal basket.  Q5 Conditions to Accept CaDUP P Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP product in your shop?	x  /  /  /  yes  (1) sesame seed oil 2 boxes with 10 items each  "I do not know about that. I s elements to talk about this of Yes, no problem.	x  / / / / (2) cashew nut 2 boxes with 10 items each hould think about it when I haffer".	x  √  √  (3) coconut oil  2 boxes with 10 items each	x  √  √  (4) cassava chips  2 boxes with 10 items each	x  /  /  (5) sisal basket I am not interested in this product
campaign of CaDUP products?	Q4-5 Questions are regarding (5) sisal basket.  Q5 Conditions to Accept CaDUP P Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?  Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP product in your shop? Q6-5 How much does your store charge to put a booth for	x  /  /  /  yes  (1) sesame seed oil 2 boxes with 10 items each  "I do not know about that. I s elements to talk about this of Yes, no problem.	x  / / / / (2) cashew nut 2 boxes with 10 items each hould think about it when I haffer".	x  √  √  (3) coconut oil  2 boxes with 10 items each	x  √  √  (4) cassava chips  2 boxes with 10 items each	x  /  /  (5) sisal basket I am not interested in this product

Shop Name	MIAG Corporation (wholesale	ar and retail)			
Date	Feb.20th, 2012	er and retail)			
Q1 Profile of the Store/Shop	1 CD.20(11, 2012				
Information of Respondent					
mormation of Respondent	MIAG Corporation				
Name and type of business	(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	Abdul Gani Gafar (Owner				
contact person	and Manager)				
tontact person	Every Sunday, every				
	Saturday for half day and				
Closed day(s) of the store/shop	public holidays				
Q1-1 What is the parent	passes series (c				
· ·	None				
Q1-2 What is the nationality of					
capital?	Mozambican				
	1.5/2 Million USD per				
Q1-3 How much is the sales of	month (About 20 Million				
the store for the last year?	USD per year)				
Q1-4 What are the marketing	We focus our strategy on				
concepts of the store?	quality and prices				
Q1-5 What is the quality of	"People who come to buy he	re are any age. From l	ttle boys who buy things h	ere to resell them on the	street to older
consumers of the store (e.g.,	people who own supermarke	, .			
age group, sex, economic class,	class usually is low, however	•		•	
residential area. occupation.	is all all all all in the first the			and the state of t	
Q1-6 How many customers visit	The person interviewed				
to your shop(per day or per	does not know				
Q1-7 In average, how much	"I do not know we do not hav	ve an average because	it is strongly linked to the	season of the year".	
does a customerbuy? (average		· ·	• ,	,	
sales/customer)					
Q1-8 What are the reasons do	"I think people come to buy h	nere manly for three re	easons? First hecause of lov	wnrices Second for the	high quality of
you think that the customers	our products. Third, because	•		w prices: Second, for the	mgn quanty or
shop at this store?	our products. Till a, because	Thy shop is tray and ch	can .		
Q1-9 What type of	"They usually come here by o	ar, on foot, bikes and	motorbikes. Also, I would a	add that we have our ow	n cars and we
transportation do the	deliver goods according to th				in cars and we
customers use to come to the	deliver goods according to the	e necus and quantity	our customers have to buy	•	
Q2 Sales of the products that					
are made in Mozambique					
Q2-1. What are the three items	Wheat Flour from 25 to 50	Maize Flour from 25	Frozy Juice Morango		
that are made in Mozambique	kg each sack. Brand's name:	to 10 kg each sack.	(Strawberries). Brand's		
best sold in quantity in the	Faspao	Brand's name: DECA	name: Frozy		
	People make bread, biscuits	People make xima,	People drink it		
Q2-2 What are the customers'	· ·	cooking in general.	•		
usages of these items?(e.g.,		Sometimes when			
"maize powder: for making		they buy in big			
Nsima, and making porridge")		quantities they sell 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)		
	35 tons of wheat flour. How	105 tons per week of			
		maize flour			
	because it is strongly related				
Q2-5 How much does your store	to the period of the year				
buy each item in amount?	and from the general sales		30 tons per month		
		DECA does not			
		always pay the			
	AFRICOM pays the transport				
Q2-6 What is the buying price of	'	' '	210 Mt each box which		
each item?	· ·	320 Mt 25 kg each	contains 24 bottles		
<u>-</u>	The interviewed does not				
each item in amount?	know the answer	45 . 2011	45 20 14		
		15 or 20 Mt more	15 or 20 Mt more but it		
each item?	depends	but it depends	depends		
Q2-9 How much is each item	The first of the state of the s				
produced in amount? (If the	The interviewed does not				
respondent knows)	know	<u> </u>			
Q2-10 What are your comments	"In Mozambique a lot of goo		•	, -	, -
on the products that are made	improve quality and packagir	•		t easy. Overall, I can say	that the quality
in Mozambique in general?	of Mozambican products is v	ery good, meanly beca	use of the competiotion".		
Q4 Logistic Channel for the Pote	ential 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					
1					
you buy from? Q4-2-3 What are the names of					
1 '					
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	<u> </u>		1		
(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.					
1					
	Dua diveta fan Cala				
Q5 Conditions to Accept CaDUP					
Q5-1 What requirements does	Products for Sale Sesame seed oil	Cashew nuts	Coconut oil	Cassava chips	Sisal Basket
Q5-1 What requirements does your store have for accepting		Cashew nuts	Coconut oil	Cassava chips	Sisal Basket
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each		Cashew nuts	Coconut oil	Cassava chips	Sisal Basket
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any)		Cashew nuts	Coconut oil	Cassava chips	Sisal Basket
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each		Cashew nuts	Coconut oil	Cassava chips	Sisal Basket
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any)	Sesame seed oil				
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification	Sesame seed oil  ✓		✓	√	х
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials	Sesame seed oil  ✓		√ √	✓ ✓	x x
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label	Sesame seed oil	✓ ✓ ✓	✓ ✓ ✓	√ √ √	x x x
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label e) other (specify: eg., expiration	Sesame seed oil	✓ ✓ ✓	√ √	√ √ √	x x x
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label	Sesame seed oil	✓ ✓ ✓	✓ ✓ ✓	√ √ √	x x x
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label e) other (specify: eg., expiration	Sesame seed oil	✓ ✓ ✓	✓ ✓ ✓	√ √ √	x x x
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label e) other (specify: eg., expiration date)  Q6 Probation Sale	Sesame seed oil	✓ ✓ ✓	✓ ✓ ✓	√ √ √	x x x
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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	Sesame seed oil	✓ ✓ ✓	✓ ✓ ✓	√ √ √	x x x
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification b) indication of raw materials c) standards of packing d) bar code label e) other (specify: eg., expiration date)  Q6 Probation Sale	Sesame seed oil	✓ ✓ ✓ expiration date	✓ ✓ ✓ is very important	✓ ✓ ✓	x x x x
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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	Sesame seed oil	✓ ✓ ✓ expiration date  (2) cashew nut	is very important  (3) coconut oil	✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓	x x x x x
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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	Sesame seed oil	✓ ✓ ✓ expiration date	✓ ✓ ✓ is very important	✓ ✓ ✓	x x x x
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item?	yes (1) sesame seed oil  Maybe	expiration date  (2) cashew nut  Maybe	✓ ✓ ✓ ✓ is very important  (3) coconut oil  Maybe	(4) cassava chips Maybe	x x x x (5) sisal basket Maybe
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item? Q6-3 Would it be possible for	yes (1) sesame seed oil  Maybe  It would depends a lot on the	expiration date  (2) cashew nut  Maybe	✓ ✓ ✓ ✓ is very important  (3) coconut oil  Maybe	(4) cassava chips Maybe	x x x x (5) sisal basket Maybe
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Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item? Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial	yes (1) sesame seed oil Maybe It would depends a lot on the is negotiable".	expiration date  (2) cashew nut  Maybe	✓ ✓ ✓ ✓ is very important  (3) coconut oil  Maybe	(4) cassava chips Maybe	x x x x (5) sisal basket Maybe
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item? Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to	yes (1) sesame seed oil  Maybe  It would depends a lot on the	expiration date  (2) cashew nut  Maybe	✓ ✓ ✓ ✓ is very important  (3) coconut oil  Maybe	(4) cassava chips Maybe	x x x x (5) sisal basket Maybe
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item? Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial	yes (1) sesame seed oil Maybe It would depends a lot on the is negotiable".	expiration date  (2) cashew nut  Maybe	✓ ✓ ✓ ✓ is very important  (3) coconut oil  Maybe	(4) cassava chips Maybe	x x x x (5) sisal basket Maybe
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Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item? Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to place a POP(Point of Purchase	yes (1) sesame seed oil Maybe  It would depends a lot on the is negotiable".  Yes, it would be possible	expiration date  (2) cashew nut  Maybe e general situation the	(3) coconut oil Maybe e prices and on other aspect	(4) cassava chips Maybe cs. We should discuss ab	x x x x (5) sisal basket Maybe out it. Everything
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item? Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP	yes (1) sesame seed oil Maybe It would depends a lot on the is negotiable".  Yes, it would be possible	expiration date  (2) cashew nut  Maybe e general situation the	(3) coconut oil Maybe e prices and on other aspect	(4) cassava chips Maybe cs. We should discuss ab	x x x x (5) sisal basket Maybe out it. Everything
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item? Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP product in your shop?	yes (1) sesame seed oil Maybe  It would depends a lot on the is negotiable".  Yes, it would be possible	expiration date  (2) cashew nut  Maybe e general situation the	(3) coconut oil Maybe e prices and on other aspect	(4) cassava chips Maybe cs. We should discuss ab	x x x x (5) sisal basket Maybe out it. Everything
Q5-1 What requirements does your store have for accepting CaDUP products?(put ✓ in each box, with information if any) a) certificate of qualification 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  Q6-2 What is the minimum quantity of trial sales item? Q6-3 Would it be possible for the store to reduce profit margin to increase CaDUP trial Q6-4 Would it be possible to place a POP(Point of Purchase Advertisement) for CaDUP product in your shop? Q6-5 How much does your store	yes (1) sesame seed oil Maybe  It would depends a lot on the is negotiable".  Yes, it would be possible	expiration date  (2) cashew nut  Maybe e general situation the	(3) coconut oil Maybe e prices and on other aspect	(4) cassava chips Maybe cs. We should discuss ab	x x x x (5) sisal basket Maybe out it. Everything

	PROVINCIA	CITY	⇒	PROVINCIA	CITY	COMPANY	METHOD OF	TIME(day)	DISTANCE (KM/APPRO	COST	Special instruction
,							TRANSPOR		X)		US\$20/Box : 1~4Boxes
1-A	MAPUTO	Suburban MAPUTO*	⇒	MAPUTO	MAPUTO CITY		LAND	1	30	US\$20	US\$21.25/Box: 5~20Box (それ以上は21~40Boxes,41~ 100Boxes,101~200Boxes の区切りで
1.0							ATD	NT/A	27/4	27/4	重量が増えるほど割安となる)
1-B 1-C							AIR SEA	N/A N/A	N/A N/A	N/A N/A	N/A N/A
2-A							LAND	1	220	US\$45	US\$45/Box : 1~4Boxes
2-B	GAZA	XAI-XAI	⇒	MAPUTO	MAPUTO CITY		AIR	N/A	N/A	N/A	US\$46.25/Box : 5~20Box N/A
2-C							SEA	N/A	N/A	N/A	N/A US\$100/Box : 1~4Boxes
3-A							LAND	1	550	US\$100	US\$116.25/Box : 5~20Box
3-B	INHAMBANE	INHAMBANE CITY	⇒	MAPUTO	MAPUTO CITY		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 4-B	NAMPULA	Suburban NAMPULA*  *A case of the most	⇒	NAMPULA	NAMPULA CITY		LAND AIR	N/A N/A	N/A N/A	N/A N/A	N/A N/A
4-C	TVI HVII OLIT	distant village from the		TWINIT CLEA			SEA	N/A	N/A	N/A	N/A
5-A 5-B	NIASSA	LICHINGA	⇒	NAMPULA	NAMPULA CITY	MPD	LAND AIR	N/A N/A	N/A N/A	N/A N/A	N/A N/A
5-C	111110011	Zierm (Gri		TVI IIVII GELI			SEA	N/A	N/A	N/A	N/A
6-A 6-B	CABO	PEMBA	⇒	NAMPULA	NAMPULA CITY		LAND AIR	N/A N/A	N/A N/A	N/A N/A	N/A N/A
6-C	DELGADO	1 211211		TVI IIVII GELI			SEA	N/A	N/A	N/A	N/A
7-A							LAND	3	1983	US\$150	US\$150/Box : 1~4Boxes US\$167.5/Box : 5~20Box
7-B	NAMPULA	NAMPULA CITY	⇒	MAPUTO	MAPUTO CITY		AIR	3	1983	US\$150	US\$150/Box : 1~4Boxes
7-C							SEA	N/A	N/A	N/A	US\$146.25/Box : 5~20Box N/A
8-A							LAND	3	2523	US\$250	US\$250/Box : 1~4Boxes
	NAMPULA	NAMPULA CITY	⇒	South-Africa	JOHANNESBURG			3	2323		US\$283.75/Box : 5~20Box US\$250/Box : 1~4Boxes
8-B	NAMI OLA	NAWII OLA CITT		South-Africa	JOHANNESBURG		AIR	3	2523	US\$250	US\$283.75/Box : 5~20Box
8-C							SEA	N/A	N/A	N/A	N/A US\$100/Box : 1~4Boxes
9-A							LAND	2	540	US\$100	US\$116.25/Box : 5~20Box
9-B	MAPUTO	MAPUTO CITY	⇒	South-Africa	JOHANNESBURG		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 1-B	MAPUTO	Suburban MAPUTO*	⇒	MAPUTO	MAPUTO CITY					US\$100 N/A	
1-B 1-C	MAPUIO	Suburban MAPOTO		MAPUIO	MAPOTOCITI					N/A N/A	
2-A	$C\Lambda T\Lambda$	VALVAL		MADITO	MADUTO CITY					US\$250	
2-B 2-C	GAZA	XAI-XAI	⇒	MAPUTO	MAPUTO CITY					US\$200 N/A	
3-A		DULLAND AND CUTY		NA DI VEC	MADIUTO CITEX					US\$350	
3-B 3C	INHAMBANE	INHAMBANE CITY	⇒	MAPUTO	MAPUTO CITY					US\$250 N/A	
4-A										US\$150	
4-B 4-C	NAMPULA	Suburban NAMPULA*	⇒	NAMPULA	NAMPULA CITY					N/A N/A	
5-A										US\$250	
5-B 5-C	NIASSA	LICHINGA	⇒	NAMPULA	NAMPULA CITY	CTZ				US\$200 N/A	
6-A	CABO									US\$300	
6-B 6-C	DELGADO	PEMBA	⇒	NAMPULA	NAMPULA CITY					US\$200 N/A	
7-A										US\$300	
7-B 7-C	NAMPULA	NAMPULA CITY	⇒	MAPUTO	MAPUTO CITY					US\$300 N/A	
8-A										US\$600	
8-B 8-C	NAMPULA	NAMPULA CITY	⇒	South-Africa	JOHANNESBURG					US\$550 N/A	
9-A										US\$400	
9-B 9-C	MAPUTO	MAPUTO CITY	⇒	South-Africa	JOHANNESBURG					US\$350 N/A	
1	MAPUTO	MAPUTO CITY	⇒	GAZA	CHIBUTO		LAND	2.5hour		108MT/1box	Owner : AÇACIO AMÉRICO MUNGUAMBE(829263230)
2 3	MAPUTO MAPUTO	MAPUTO CITY MAPUTO CITY	⇒	GAZA GAZA	MANJACAZE XaiXai	Xapa (Small bus	LAND LAND	3hour 2hour		136MT/1box 150MT/1box	Owner: AÇACIO AMÉRICO MUNGUAMBE(829263230)  Conductor: HÉLDER(825138250)
4	MAPUTO	MAPUTO CITY	⇒	GAZA	MANHIÇA	from MAPUTO	LAND	1hour		50MT/1box	Conductor: TEEDER(023130230)
5 6	MAPUTO MAPUTO	MAPUTO CITY MAPUTO CITY	⇒	GAZA GAZA	PALMEIRA CHOKWE	Terminal)	LAND LAND	1hour 3hour		65MT/1box about 100MT/1box	
7	MAPUTO MAPUTO	MAPUTO CITY	⇒	GAZA	MAWAIELA		LAND	8hour		about 100MT/1box	
2	MAPUTO MAPUTO	MAPUTO CITY MAPUTO CITY	⇒	INHAMBANE South-Africa	INHAMBANE CITY JOHANNESBURG	- 1	LAND LAND	6~7hour 6~7hour	600km	300MT/1box 550MT/1box	
	WAIGIO	MAI 010 CITT		South-Africa	JOHANNESBURG	Medium bus from	LAND	0~/Hour	OOOKIII	330W17100X	
1	MAPUTO	MAPUTO CITY	⇒	MAPUTO	NAMAACHA	MAPUTO	LAND	1.5~2hour		100MT/1box	
						International de Baixa Terminal					
1	NAMPULA	NAMPULA CITY	⇒	BEIRA	BEIRA MARITO CITY	CAVALINHO (Big	1	13hour		600MT/1box	1300MT/passenger
2	NAMPULA NAMPULA	NAMPULA CITY NAMPULA CITY	⇒	MAPUTO CABO DELGAD	MAPUTO CITY MONTEPUEZ	bus from	LAND LAND	30hour 3~5hours		600MT/1box 150~200Mt	2500MT/passenger 350MT/passenger
2	NAMPULA	NAMPULA CITY	⇒	CABO DELGAD	PEMBA	NAAMMA	LAND	3~5hours		150~200Mt	350MT/passenger
2	NAMPULA NAMPULA	NAMPULA CITY NAMPULA CITY	$\Rightarrow \Rightarrow \Rightarrow$	CABO DELGAD MAPUTO	Mocimboa Da Praia MAPUTO CITY	MANING NICE (Big bus from	LAND LAND	10~12hours 30hours		150~200Mt 150~200Mt	500MT/passenger 1日約2便
3 4		NAMPULA CITY	⇒	SOFALA	BEIRA	NAMPULA CFM	LAND	19hours		150~200Mt	1日約3便
4 5	NAMPULA	AT 1 7	1	MANICA	CHIMOIO TETE	Terminal)	LAND LAND	18hours 20hours		150~200Mt 150~200Mt	1日約3便 1日約2便
4	NAMPULA NAMPULA NAMPULA	NAMPULA CITY NAMPULA CITY	$\Rightarrow \Rightarrow \Rightarrow$	TETE	115115	,	LAND	12hours		150~200Mt	1日約7便
4 5 6	NAMPULA			TETE ZAMBEZIA	QUELIMANE		LAND				
4 5 6 7	NAMPULA NAMPULA NAMPULA	NAMPULA CITY NAMPULA CITY	⇒	ZAMBEZIA	QUELIMANE	Nampula Express (Big bus from					1300MT/passenger
4 5 6 7	NAMPULA NAMPULA	NAMPULA CITY	⇒			(Big bus from NAMPULA CFM	LAND	15hours		400Mt	1300MT/passenger 1~4便/週
4 5 6 7	NAMPULA NAMPULA NAMPULA	NAMPULA CITY NAMPULA CITY	⇒	ZAMBEZIA	QUELIMANE	(Big bus from				400Mt	1~4便/週
4 5 6 7	NAMPULA NAMPULA NAMPULA NAMPULA	NAMPULA CITY NAMPULA CITY NAMPULA CITY	⇒⇒	ZAMBEZIA SOFALA	QUELIMANE BEIRA	(Big bus from NAMPULA CFM Terminal)	LAND	15hours			1~4便/週 Driver:Mateus(843860434) 乗客80Mt/人
4 5 6 7	NAMPULA NAMPULA NAMPULA	NAMPULA CITY NAMPULA CITY	⇒	ZAMBEZIA	QUELIMANE	(Big bus from NAMPULA CFM Terminal)  Xapa (Small bus from NAMPULA				400Mt 100MT/1box	1~4便/週 Driver:Mateus(843860434) 乗客80Mt/人 ※物の輸送はAdditional responsibility
4 5 6 7 8	NAMPULA NAMPULA NAMPULA NAMPULA	NAMPULA CITY NAMPULA CITY NAMPULA CITY NAMPULA CITY	⇒ ⇒ ⇒ ⇒ ⇒ ⇒ ⇒ ⇒ ⇒ ⇒ ⇒ ⇒ ⇒ ⇒ ⇒ ⇒ ⇒ ⇒ ⇒	ZAMBEZIA  SOFALA  NAMPULA	QUELIMANE  BEIRA  MECUBURI	(Big bus from NAMPULA CFM Terminal)  Xapa (Small bus	LAND	15hours 2h		100MT/1box	1~4便/週 Driver:Mateus(843860434) 乗客80Mt/人 ※物の輸送はAdditional responsibility なので高め Driver:Mateus(843860434)
4 5 6 7	NAMPULA NAMPULA NAMPULA NAMPULA	NAMPULA CITY NAMPULA CITY NAMPULA CITY	⇒⇒	ZAMBEZIA SOFALA	QUELIMANE BEIRA	(Big bus from NAMPULA CFM Terminal)  Xapa (Small bus from NAMPULA	LAND	15hours			1~4便/週 Driver:Mateus(843860434) 乗客80Mt/人 ※物の輸送はAdditional responsibility なので高め Driver:Mateus(843860434) 乗客70Mt/人
4 5 6 7 8	NAMPULA NAMPULA NAMPULA NAMPULA	NAMPULA CITY NAMPULA CITY NAMPULA CITY NAMPULA CITY	⇒ ⇒ ⇒ ⇒ ⇒ ⇒ ⇒ ⇒ ⇒ ⇒ ⇒ ⇒ ⇒ ⇒ ⇒ ⇒ ⇒ ⇒ ⇒	ZAMBEZIA  SOFALA  NAMPULA	QUELIMANE  BEIRA  MECUBURI	(Big bus from NAMPULA CFM Terminal)  Xapa (Small bus from NAMPULA FAINA Terminal)	LAND	15hours 2h		100MT/1box	1~4便/週 Driver:Mateus(843860434) 乗客80Mt/人 ※物の輸送はAdditional responsibility なので高め Driver:Mateus(843860434) 乗客70Mt/人 *3便/週 *値段は重さで決定し30Mt/kg。積載
4 5 6 7 8 1	NAMPULA NAMPULA NAMPULA NAMPULA NAMPULA	NAMPULA CITY NAMPULA CITY NAMPULA CITY NAMPULA CITY NAMPULA CITY		SOFALA  NAMPULA  NAMPULA	QUELIMANE  BEIRA  MECUBURI  MORRUPULA	(Big bus from NAMPULA CFM Terminal)  Xapa (Small bus from NAMPULA FAINA Terminal)  Transportes Carlos Oliveira	LAND  LAND	15hours  2h  1h  12hour		100MT/1box 100MT/1box	1~4便/週 Driver:Mateus(843860434) 乗客80Mt/人 ※物の輸送はAdditional responsibility なので高め Driver:Mateus(843860434) 乗客70Mt/人 *3便/週
4 5 6 7 8 1	NAMPULA NAMPULA NAMPULA NAMPULA NAMPULA	NAMPULA CITY NAMPULA CITY NAMPULA CITY NAMPULA CITY NAMPULA CITY		SOFALA  NAMPULA  NAMPULA	QUELIMANE  BEIRA  MECUBURI  MORRUPULA	(Big bus from NAMPULA CFM Terminal)  Xapa (Small bus from NAMPULA FAINA Terminal)  Transportes Carlos	LAND  LAND	15hours 2h 1h		100MT/1box 100MT/1box	1~4便/週 Driver:Mateus(843860434) 乗客80Mt/人 ※物の輸送はAdditional responsibility なので高め Driver:Mateus(843860434) 乗客70Mt/人 *3便/週 *値段は重さで決定し30Mt/kg。積載
4 5 6 7 8 1 1	NAMPULA NAMPULA NAMPULA NAMPULA NAMPULA NAMPULA NAMPULA	NAMPULA CITY NAMPULA CITY NAMPULA CITY NAMPULA CITY NAMPULA CITY NAMPULA CITY		SOFALA  NAMPULA  NAMPULA  BEIRA	QUELIMANE  BEIRA  MECUBURI  MORRUPULA  BEIRA	(Big bus from NAMPULA CFM Terminal)  Xapa (Small bus from NAMPULA FAINA Terminal)  Transportes Carlos Oliveira	LAND  LAND  LAND	15hours  2h  1h  12hour  32hour		100MT/1box 100MT/1box 600Mt	1~4便/週 Driver:Mateus(843860434) 乗客80Mt/人 ※物の輸送はAdditional responsibility なので高め Driver:Mateus(843860434) 乗客70Mt/人 *3便/週 *値段は重さで決定し30Mt/kg。積載 依頼上限は30kgまで

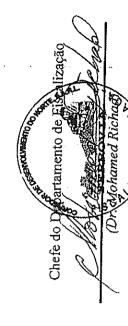
【トラック1台ハイヤーする際のコスト(搭載物:食品・雑貨)】

	PROVINCIA	ーする際のコス CITY		PROVINCIA	CITY	COMPANY	METHOD OF TRANSPORT	TIME(hour)	DISTANCE	COST	Contact Address
1	NAMPULA	NAMPULA CITY	⇒	NIASSA	Cuamba		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
2	NAMPULA	NAMPULA CITY	⇒	NIASSA	Mandimba	BABA TEMBO TRUCKS (Truck	LAND	2days		30,000MT/1track	(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
3	NAMPULA	NAMPULA CITY	⇒	NIASSA	Massangulo	from NAMPULA CFM Terminal)	LAND	3days		40,000MT/1track	使う方が良い場合がある *ニアサ→ナンプラ間は、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
4	NAMPULA	NAMPULA CITY	⇒	NIASSA	Lichinga		LAND	3days		40,000MT/1track	価格。往復する際は1.5倍の値段でハイヤー可能。
1	NAMPULA	NAMPULA CITY	⇒	NIASSA	LICHINGA		LAND	3-5days	700km	65,000Mt	
2	NAMPULA	NAMPULA CITY	⇒	CABO DELGADO	PEMBA	Transportes Chefe	LAND	1day	400km	35,000Mt	※10トントラックをハイヤーした場合の値段(混載はなし)
3	NAMPULA	NAMPULA CITY	⇒	MAPUTO	МАРИТО СІТҮ	(Truck)	LAND	about 3days	2300km	110,000Mt	(827976093) transporteschefe@yahoo.com. br
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 RECOVAGEÑS - EXPRESSO EM METICAIS ESTAÇÃO DE NAMPULA

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001200						STANCIA	USTANCIA EMIKIEDIMETROS	ETROS				
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D.	12,00	12,00		12,00		15,00	18,00	24,00	30,00	38,00	43,00	55.00
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906	29,00	31,00			56,00	73,00	88,00	119,00	150,00	182.00	213.00	276,00
- PO	34,00	38,00		49,00	68,00	87,00	105,00	143,00		218 00	255 00	331 00
//O	43,00	44,00	47,00	56,00	79,00	100,00	123,00			254 00	208,00	286 OO
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leite e	26,00	63,00		82,00		144,00	175,00	238,00	301,00	363,00	426.00	551 00
	01,00	00,07		98,00				285,00	361,00	436,00	511,00	661 00
	00/8/	86,00		113,00			273,00	333,00	421,00	508,00	596.00	724 00
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	00,001	11/,00	123,00	145,00		258,00	314,00	427,00	540,00	653.00	765 00	851 00
Z000	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
<u> กุลที่</u> ดูกล 200	0.57	11.00	1,00	1,00	4.00	1.00	2.00	2.00		\$ 0.0 P	SOUR	E. NO.
eada Kg*		RAPANE		METIVAZE	SNAMNA	RIBABE	STAPAGA	MAI WITE	S ENAPMENDE CONTAINED			
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					Murrula	Outeiro	Riane I	Namecuna	Lúrio II Cr.	50 68 1 i	<b></b>	riculuga
					Rente	Cruz	Riane II	Nacata I Ap.	Murissa			
					Miolene	Caiaia	Parane	Nacata II Cr.				
					amele	Pacuaria	Poiane	Nataleia				



Nacarroane

04 de Abril de 2011

Exemplo de uma remessa com 275kgs percorrendo até 200 km 200Kgs

NOTA:

351,00 150,00 **501,00** 

Total 75\*2