



FAO Standard Seed Security Assessment

Agro-Input Dealers (AID) Questionnaire

Note

- a. Text highlighted in YELLOW to be modified or replaced after adapting the questionnaire to local context. Amend Excel Spreadsheet for data entry as well
- b. Text in BLUE are notes to the enumerators
- c. Figures in brackets () are codes for data entry

Introduction: We are **XX** and **YY**. We work for the **United Nations' FAO/Other**. We want to understand how seed system works in this area. A number of farmers have indicated to us that they buy their seed from agro-input dealers like you. I would therefore like to request for you time if possible.

Permission granted: Thanks for agreeing to this interview. Feel free to serve your customers as we move along with the interview. The responses will be shared with organizations working on seed for any improvement required of their action.

Questionnaire number→			Data entry number→	
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Objectives:

- To identify varieties of crops being sold by the agro input dealers.
- To determine availability, access and quality related issues from agro-input business.
- To understand the demand and supply of (certified) seed.

Section 1. Details location

1.1 Name of Enumerator: _____

1.2 Organization _____

1.3 Date: _____

Location (to be modified based on the country's administrative units -biggest to lowest e.g. Ethiopia below)

1.4 Region: _____

1.5 Zone: _____

1.6 Woreda: _____

1.7 Kabele: _____

1.8 Name of the market: _____

Section 2: Agro-Input Business Information

2.1 Name of the Business: _____

2.2 Name of sales agent (respondent): _____

2.3 Age: _____

2.4 Gender (Sex): ☐ Male (1) ☐ Female (0)

2.5 Education: ☐ No formal (1) ☐ Primary school (2) ☐ Secondary (3) ☐ Tertiary (4)

2.6 Mobile #: _____

2.7 For how many years have you been in the agro-input business? _____

2.8 Do you have another branch elsewhere? ☐ Yes (1) ☐ No (0)

2.9 Which agro inputs do you deal in? (Multiple responses)

- | | | |
|---|---|--|
| <input type="checkbox"/> Crop Seed (1) | <input type="checkbox"/> Vegetable Seed (2) | <input type="checkbox"/> Pasture seed (3) |
| <input type="checkbox"/> Agro-chemicals (4) | <input type="checkbox"/> Fertilizers (5) | <input type="checkbox"/> Hand tools (6) |
| <input type="checkbox"/> Animal ploughs (7) | <input type="checkbox"/> Jab planters (8) | <input type="checkbox"/> Sprayers (9) |
| <input type="checkbox"/> Other Equipment (10) | <input type="checkbox"/> Animal drugs (11) | <input type="checkbox"/> Animal feeds (12) |
| <input type="checkbox"/> Others (specify) _____ | | |

2.10 What type of seed do you sell? Add or remove crop(s) based on most likely one to be found in local market. Adjust the codes as well)

Cereals	<input type="checkbox"/> Sorghum =1	<input type="checkbox"/> Maize=2	<input type="checkbox"/> Rice=3	
	<input type="checkbox"/> Finger millet =4	<input type="checkbox"/> bulrush (pearl) millet =5	<input type="checkbox"/> Wheat=6	<input type="checkbox"/> Teff = 7
	<input type="checkbox"/> Groundnut=8	<input type="checkbox"/> Sesame=9	<input type="checkbox"/> Sunflower =10	
	<input type="checkbox"/> Beans=11	<input type="checkbox"/> Cowpea=12	<input type="checkbox"/> Green grams =13	
Oilseed	<input type="checkbox"/> French beans = 14	<input type="checkbox"/> Pigeon peas = 15	<input type="checkbox"/> Soya = 16	<input type="checkbox"/> Dolicos = 17
	<input type="checkbox"/> Tomato =18	<input type="checkbox"/> Eggplant =19	<input type="checkbox"/> Onion =20
Pulses	<input type="checkbox"/> Green paper =21	<input type="checkbox"/> Red paper =22	<input type="checkbox"/> Radish =23
	<input type="checkbox"/> Cabbage =24	<input type="checkbox"/> Kales =25	<input type="checkbox"/> Cauliflower =26
Vegetables	<input type="checkbox"/> Lab-lab=27	<input type="checkbox"/> Elephant grass=28	<input type="checkbox"/> Alfalfa=29
Pasture				

Section 3: Crop Seed Demand and Supply

3.1 Which are the five top most selling crop seed? (The dealer can sell just 1, 2 or 3 crops only)

	Crop A	Crop B	Crop C	Crop D	Crop E
Crop Name					
Rank (1, 2....5)					
If two or more crops, then rank them 1=most important, 5=least important					

3.2. Of the above crops, which are three varieties that you sell most? (For each of the varieties mentioned, ask the questions in the table)

Crop A (Name.....)

	Variety (i)	Variety (ii)	Variety (iii)
a) Variety (name)			
b) Common packaging unit (kg)			
c) Packaging materials (make observation)			

d) Current Price (Shilling)			
e) Price (Shilling) at planting			
f) Price (Shilling) one month before planting			
g) Quantity (kg) in stock now			
h) Quantity (kg) commonly bought by famers			
i) Quantity (kg) sold during planting season			
j) Months of highest sales			
k) Ranking of varieties as per demand (1-3)			
l) Main Supplier			
m) Location of the supplier			
n) Other varieties (names)			

Crop B (Name.....)

	Variety (i)	Variety (ii)	Variety (iii)
a) Variety (name)			
b) Common packaging unit (kg)			
c) Packaging materials (make observation)			
d) Current Price (Shilling)			
e) Price (Shilling) at planting			
f) Price (Shilling) one month before planting			
g) Quantity (Kg) in stock now			
h) Quantity (kg) commonly bought by famers			
i) Quantity (kg) sold during planting season			
j) Month of highest sales			
k) Ranking of varieties as per demand (1-3). Two varieties can have the same rank			
l) Main Supplier			
m) Location of the supplier			
n) Other varieties (names)			

Crop C (Name.....)

	Variety (i)	Variety (ii)	Variety (iii)
a) Variety (name)			
b) Common packaging unit (kg)			
c) Packaging materials (make observation)			
d) Current Price (Shilling)			
e) Price (Shilling) at planting			
f) Price (Shilling) one month before planting			
g) Quantity (Kg) in stock now			
h) Quantity (kg) commonly bought by farmers			
i) Quantity (kg) sold during planting season			
j) Month of highest sales			
k) Ranking of varieties as per demand (1-3)			
l) Main Supplier			
m) Location of the supplier			
n) Other varieties (Name)			

Crop D (Name.....)

	Variety (i)	Variety (ii)	Variety (iii)
a) Variety (name)			
b) Common packaging unit (kg)			
c) Packaging materials (make observation)			
d) Current Price (Shilling)			
e) Price (Shilling) at planting			
f) Price (Shilling) one month before planting			
g) Quantity (Kg) in stock now			
h) Quantity (kg) commonly bought by farmers			
i) Quantity (kg) sold during planting season			

j) Month of highest sales			
k) Ranking of varieties as per demand (1-3)			
l) Main Supplier			
m) Location of the supplier			
n) Other varieties (Name)			

Crop E (Name.....)

	Variety (i)	Variety (ii)	Variety (iii)
a) Variety (name)			
b) Common packaging unit (kg)			
c) Packaging materials (make observation)			
d) Current Price (Shilling)			
e) Price (Shilling) at planting			
f) Price (Shilling) one month before planting			
g) Quantity (Kg) in stock now			
h) Quantity (kg) commonly bought by farmers			
i) Quantity (kg) sold during planting season			
j) Month of highest sales			
k) Ranking of varieties as per demand (1-3)			
l) Main Supplier			
m) Location of the supplier			
n) Other varieties (Name)			

3.3 Who is your MAIN customer (Note to the enumerators: Please select only one)

- ☐ Individual farmers (1)
 ☐ Farmer groups (2)
 ☐ NGOs/UN (3)
 ☐ Government (4)
 ☐ Other Agro-Input dealers (5)
 ☐ Traders (6)
 ☐ Others (specify) _____

3.4 If Yes, to which location(s) and how far is this location from here?

Name of the Location	How far? (code below)	Name of the Location	How far? (code below)
1.....	1.....
2.	2.

Distance: 1= Within the Woreda; Another Woreda within the Zone ; 3= Neighboring Zone; far away Zone; 5= outside the county
(These have to be revised based on the country's administrative zoning)

(Note to the enumerators: Multiple responses possible)

3.7 Do you sometimes provide seed on credit to farmers who want seed during planting season?

☐ Yes (1) ☐ No (0)

3.8 Of the farmers who buy seed, what proportion (%) getting it on credit? (you may ask out of 20 of those who buy seed, how many get credit?) _____

	Seed
Proportion (out of 20) get credit	

3.9 Do you sometimes exchange seed with other good from the farmers during planting time?

☐ Yes (1) ☐ No (0)

3.10 How do you handle unexpected over demand of seed?

Section 4: Seed Storage

4.1 Where do you store your seed?

Storage place Comment on what you have seen only

☐ Within the market stall (1)

☐ Store (2)

☐ Silos (3)

Others (specify)

(Note to the enumerators: Multiple responses possible for where)

4.2 In what type of bag or container do you keep bulk your seeds?

Containers

Containers

☐ Jute bags (1)

☐ Sisal bags (2)

☐ Polythene bags (3)

☐ Plastic containers (4)

☐ Metal containers (5)

☐ Boxes (6)

Others (specify).....

☐

☐

(Note to the enumerators: Multiple responses possible)

4.3 Where are the seed bags or containers placed during storage?

☐ On mud floor (1)

☐ On cemented floor (2)

☐ On pellets (3)

☐ On wooden shelves (4)

☐ On concrete shelves (5)

☐

☐

☐

☐

Section 5: Fertilizer Demand and Supply

5.1 Do you also sell fertilizers?

☐ Yes (1) ☐ No (0)

5.2 Of the farmers who buy crop and vegetable seed, what proportion (%) also buy fertilizers at the same time? (you may ask out of 20 of those who buy seed, how many buy fertilizers?)

	Crop seed	Vegetable seed
Proportion (out of 20) who buy fertilizers		

5.3 If yes, which types of fertilizers

a) Fertilize (name)	Urea	NPK	DAP
b) Current price (Shilling) per 50kg bag			
c) Current price (Shilling) per kg			
d) Quantity (Kg) in stock now			
e) Average quantity (kg) commonly bought by famers			
f) Quantity (kg) sold during planting season			
g) Month of highest sales			
h) Ranking of fertilize type as per demand			
i) Main Supplier			
j) Location of the supplier			

Section 6: After sale services and feedback

6.1 What kind of after sales services do you normally offer your customers in relation to seed and fertilizer

- a)
- b)
- c)

6.2 Do you normally get positive and negative feedback from your regular customers? ☐ Yes (1)

☐ No (0)

6.3 If yes, what are some of the common feedback you receive?

Positive	Year/Season	Negative	Year/Season
a)		a)	
b)		b)	
c)		c)	

Section 7: Challenges and Way forwards

7.1 What are the three top challenges in your seed business?

- a)
.....
- b)
.....
- c)
.....

7.2 Do you have any suggestions to improve farmers’ access – particularly poorer farmers - to seed and fertilizers?

- a)
.....
- b)
.....
- c)
.....

Thanks for giving me your time.