APPENDIX

Questionaries

Date : S.R. No.-

Topic: PRODUCTION AND MARKETING OF ARECANUT IN SOUTH CANARA OF KARNATAKA STATE.

Research under taken by : 

Research guide :

A) Schedule for Farmer

I) General:

1. Name of the Farmer:

2. Address:

3. Age:

4. Family members:
   a) Children Male: Female:
   b) Male:
   c) Female:

5. Level of education: Non-matric, PUC, Graduation, P.G., Diploma in training, Any of the Qualification.

6. Number of family members engaged in areca farming:

7. Number of family members engaged in: Services, Business, Profession, Social Service, Politics.

8. Area of land holdings:

9. Area of holdings under arecanut cultivation:
   a. Yield bearing palms:
   b. Non-yield bearing palms:

10. Other sub crops grown with areca:

11. Approximate yield:
    a. Arecaanut mono crop
    b. Arecaanut with other crop

12. Approximate income:
    a. Arecaanut mono crop
    b. Arecaanut with other crop

II) Production Cost:

1. Natures and Ownership of areca nut farming:
   a) Hereditary, b) Established, c) Newly prepared, d) Purchased, e) Planned.

2. Seed nuts:
   a) Owned, b) Local, c) Private Nurseries, d) Research Station.

3. Type of seeds:
   a) Local, b) High quality varieties of seeds.

4. Manures:
a) Owned, b) Local, c) Outside taluk.

5. Soiling –
   a) Annual, b) Perennial.

6. Fertilizers –
   a) Cowdung, b) Chemicals-fertilizers.
     1. Quarterly.
     2. Once in Six month.
     3. Yearly.

7. Expenses on Cow shed :-

8. Number of Cattles :-

9. Reason for having Cattles:-
   a) Manuring, b) Dairy, c) Home consumption.

10. Food for Cattles :-
    a) Pasture, b) Fodder, c) Cattle feed.


11. Types of irrigation:-
    a) Dams, b) Canals, c) Wells, d) Rivers, e) Bore wells.

12. Instruments of irrigation :-
    a) Lift, b) Sprinkler, c) Drip, d) Ordinary pipes.

13. Period of water supply :-
    a) Nov - May, b) Dec - April.

14. Spraying cost :-
    Number of times – a) 2, b) 3, c) 4.

15. Expenses on harvesting:-
    Number of times – a) 3, b) 4, c) 5.

16. Dehusking cost :-
    Method of dehusking – a) Personal, b) Labourer, c) Machines.

17. Protection of Areca gardens and yard :-
    a) Fencing, b) Dog.

18. Value of fixed cost :-

19. Depreciation cost of instruments and assets :

20. Total value of Family labour :

21. Rate of wages paid :

   | Unskilled | Skilled | Semi-Skilled | Seasonal | Regular |
   | Male/Female | Male/Female | Male/Female | Male/Female | Male/Female |

22. Do you have any labour Problems? Yes / No. If yes, give reasons.

23. Processing cost of Supari :-
    1) Drying, 2) Dehusking, 3) Grading, 4) Packing, 5) Storing.

24. Total production cost :-
    From 1 year to 10 year including fixed and variable cost.
III) **Marketing:**

I. (A) Selling Pattern :-
   1. I sell tendered nuts : (Raw)
   2. I sell dried nuts.
(B) Nature of dispose :-
   1. At the doorstep whoever comes to purchase.
   2. Rural Traders.
   3. Itinerant Traders.
   6. Forced Sales.
   7. Outside the Traders (wholesalers).
   8. Opportune Sales.
(C) When do you sell the produce? (Selling Behaviour).
   1. I sell my all produce at once.
   2. I sell whenever / wherever there is good rate.
   3. Soon after harvest, whatever rate I get.
   4. Whenever I need money.
   5. I sell soon after harvest.
   6. Reasons:
      a) To meet the cost of production.
      b) Lack of storage facility.
      c) To meet present consumption.
      d) To clean off loans.
(D) Whether payment is made :-
   1. On the spot : Yes / No.
   2. Delayed one : Yes / No.
(E) Marketing Cost:-
   1) Packing, 2) Loading, 3) Unloading, 4) Weighing 5) Knitting, 6) Transport.
(F) Road conditions :-
   1) Good, 2) Satisfactory, 3) Not-Satisfactory, 4) Bad:
(G) Distance from Production to Selling point :-
   1) To 10 Km, 2) 10 to 15 Km, 3) 15 to 20 Km, 4) 20 to 25 Km, 5) 25 to 30 Km, 6) 30 and above.
(H) Mode of transport :
   1) Own, 2) Rented (hired), 3) Co-Societies vehicle, 4) KSRTC Bus, 5) Private Bus.
(I) During which months of the year, you sell more of arecanut?.
   1) Jan - April, 2) May - Aug, 3) Sep - Dec 4) Others.
(J) 1) Do you process and grading the arecanut before selling it?
    If Yes, which type it is?
2) Do you aware of commercial grade of arecanut? :
Yes / No, If Yes, How?

(K) Price behaviour:
1. Do you think there is stability in price from 1995 to 1999 ?
   Yes / No.
2. Reasons for fluctuations:
3. Does grading help in getting higher price or income?
   If Yes, How much?
4. How do you come to know about day-to-day peculiar market prices of arecanut in
   local, wholesale and other near by market?
   5) Telephone 6) Trader 7) Discussion.
5. At what average prices you have sold arecanut?

(L) Financing ;-
(1) Sources:
1. Land development Bank.
2. Primary Co-operative Societies
4. Nationalised Bank / Finance (Specify name of the Bank).
5. Private Bank / Finance.
6. Money landers.
7. Relative and friends.

(2) Extent of loan :
1) Short, 2) Medium, 3) Long term loan.

II. 1. How do you store your arecanut produce? How long?
2. Have you noticed any defects like Weights and measures are not standard etc.
3. Does trader deduct for quality? How much?
4. Do you take your produce to regulated market? Where? If not why?
5. Are you satisfied with the performance of cooperative societies particularly
   SKACMS and CAMPCO?
   If your answer is No, give reasons.
1. ______ 2. ______ 3. ______ 4. ______
6. What do you expect from the cooperative societies?
1. ______ 2. ______ 3. ______ 4. ______
7. Do you know anything about areca market and marketing?
8. Do you know where your produce is sold after you dispose?
9. Do you know how it is used?
10. Do you know where Chali Supari is traded more?
    Name the places:
1. ______ 2. ______ 3. ______ 4. ______
    5. ______ 6. ______ 7. ______ 8. ______
11. Are you interested to know the reasons for price fluctuations?
12. Do you know the ultimate consumers expectations?
13. Do you keep accounting or dairy system for the estimation of cost and marketing of arecanut?

14. Have you visited your Regional Research Station of arecanut?
   Yes / No – If Yes, How many times in a Year
   a) 1, b) 2, c) 3.

15. What is your opinion on chewing of areca?

16. Have you identified the crucial problems of arecanut sector? Specify.
    1. _______ 2. _______ 3. _______ 4. _______.

17. Are you happy being an areca farmer?
   Yes / No – Give reasons.

18. Do you feel young generation of your family are attracted towards areca farming?

19. Your feeling about the futures of arecanut and suggestions.
    1. _______ 2. _______ 3. _______ 4. _______.

B) Arecanut Market Profile:

1. Name of the market:
   1. Primary, 2. Secondary, 3. Terminal
   a) If it is primary, Name of the village, taluk.
   b) If it is secondary, Name of the district.
   c) If it is terminal, Name of the consumption centre.

2. Year of establishment of the market:

3. Days of operation in the market:

4. Number of market functionaries:
   a) Retail traders.
   b) Itinerant trader.
   c) Wholesalers.
   d) Commission agents.
   e) Selling representatives
   f) Brokers.
   g) Processing units
   h) Panshops.
   i) Others

5. Name and address of above mediums

6. Distance from:
   a) The village panchayat.
   b) The pacca road.
   c) District road.
   d) State Highway.
   e) National Highway
   f) Bus station.
   g) Railway station.
7. How long you have been in arecanut trade?
8. How much total capital you invested in arecanut trade?
9. What are the conditions of entry in to arecanut marketing?
10. What is the method of arecanut purchasing?:
11. At what price you have purchased?
    1. Month __________
    2. Year __________
12. At what price you have sold?
    1. Month __________
    2. Year __________
13. Do you sell arecanut to a particular agency?
14. What are the market costs you incur?
15. Do you feel transport cost are heavy?
16. What are the storing facilities you have? How many quintals you can store at a time?
17. Does regulated markets function properly?
   Yes / No, If No, what are the reasons?
18. Which variety of arecanut do you prefer?
19. Types of commercial graded arecanut in the market:
    1. __________ 2. __________ 3. __________ 4. __________ 5. __________ 6. __________
20. Do you retain quantity of arecanut during current year to sell it in the year to sell it in the subsequent year to obtain more profit?
21. Market charges at the market place
    1. Payable by the buyer
    2. Payable by the seller
    3. Ground rent
    4. Others
22. Types of areca verities handled in the market
   (a). Peak seasons:
       Months __________
       1. _______ 2. _______ 3. _______ 4. _______
       5. _______ 6. _______ 7. _______ 8. _______
   (b). Lean season:
       Months __________
       1. _______ 2. _______ 3. _______ 4. _______
       5. _______ 6. _______ 7. _______ 8. _______
23. How do you assess the production trend in the farming sector?
   1. Telephone 4. Production survey
   2. Network 5. Rumors
24. How do you fix the price of produce?
   1. ________ 3. ________
   2. ________ 4. ________

25. Reasons for increase in the price
   1. ________ 3. ________
   2. ________ 4. ________

26. How do you react for the fall in the price?
   1. ________ 3. ________
   2. ________ 4. ________

27. Do you export the arecanut?
   Yes/No. If Yes, How much in a month?

28. Is there any scope for higher exporting of arecanut and its based products?
   If No, What would be the difficulties?

29. Do you handle the importing of arecanut?
   Yes/No.
   If Yes,
      a. Name the countries:
         1. ________ 3. ________
         2. ________ 4. ________
         5. ________ 6. ________
      b. Whether type of arecanut is: Raw nut/ Dried?
      c. Quality conditions:
         1. Good 2. Satisfactory
         3. Poor 4. Bad
      d. Do you get imported arecanut sufficiently?
         1. Less 2. More
         3. Restricted 4. Others
      e. Why does import take place?
         4. To meet the supply gap 5. Other

30. Do you trade arecanut in the cooperative sectors?
   More/Less
   If Less, Give reasons.

31. How do you feel about “taxation Structure”
   a. Disturbing sign b. Should be liberalised
   c. Healthy sign d. Should be banned

32. Problems:
    a. ________ b. ________
    c. ________ d. ________

33. Suggestions:
    a. ________ b. ________
    c. ________ d. ________
34. **Processing Units** (Cutting Center)

1. Name of the units:
2. Area of the consumption Center:
3. Physical facilities available in the unit:
   a) Area operation:
   b) Ownership:
4. Nature of the work managed in the unit:
5. Types of varieties of arecanut preferred and handled by unit:
   a. 
   b. 
   c. 
   d. 
   e. 
   f. 
6. How do you perform the cutting activities of arecanut?
   1. Manual labour
   2. Machinery
      If manual labour, total Kg's of arecanut processed –
      If machinery, total kg's of arecanut processed-
7. Name the different sliced types of arecanut
   1. 
   2. 
   3. 
   4. 
   5. 
   6. 
   7. 
   8. 
8. Mode of selling:
   a. Bicycle
   b. Auto
   c. Head Loads
   d. Others
9. How do you get the arecanut
   a. Producer
   b. Cooperative Societies
   c. Traders
   d. Commission agents
10. At what price you have purchased:
11. Total expenses increased:
12. Income & share of the trade:

35. **Pan Shop Owners**

1. Name of the panwala:
   Age: 
   Education: 
   Location of unit: 
   State: 
2. Type of ownership:
   a) Owned
   b) Rent
   c) Leasing
   d) Others
3. Nature of purchasing arecanut are
   a) Raw-nut
   b) Dried
   c) Sliced
   d) Others
4. At what price you are purchasing arecanut:
5. Whether payment is made:
   Spot/Delayed.
6. Mention the different names of the arecanut-based items of consumer preferred are:
   a) _______________  c) _______________  e) _______________
   b) _______________  d) _______________  f) _______________
7. What are the basic ingredients added?
   a) _______________  c) _______________  e) _______________
   b) _______________  d) _______________  f) _______________
8. You are engaged in which activities of trade?
   1) Pan-beedas  4) Pan beedas as both sweet and non-
   2) Pan-Masalas    Sweet, Gutkhas etc.
   3) Gutkhas
9. Which type of the consumption item is more in demand?
   Name of the Center  Items (Pan beeda/Gutkha)
   a) _______________          _______________
   b) _______________          _______________
   c) _______________          _______________
   d) _______________          _______________
   e) _______________          _______________
10. Total sales of the item per day:
11. Total expenses on the maintains and others:
12. The price of zardha of panbeeda ranges From Rs_________ to Rs_________
13. Is there any threat to the normal functioning of trade
   Yes/No.
   If yes, how
   1 _______________  2 _______________  3 _______________
14. What are other major problems of pan shops?
   a) _______________  d) _______________
   b) _______________  e) _______________
   c) _______________  f) _______________
15. Do you feel you have a benefit:
   Yes/No  (Net share of profit or gain).