School of Management studies

INDIRA GANDHI NATIONAL OPEN UNIVERSIT

Assessment of the Challenges of Livestock Market Linkage between Afar Livestock Cooperatives and Export Abattoirs to Enhance Competitiveness for Greater Benefit

By

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ON

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ACRONYMS

ACDI/VOCA	Agricultural Cooperative Development International and Volunteers in Overseas Cooperative Assistance
ANRS	Afar National Regional State
APARI	Afar pastoral and Agricultural Research Institute
BOPAD	Bureau of Pastoral Agriculture and Development
EIAR	Ethiopian Institute of Agricultural Research
FAO	Food and Agriculture Organization of the United Nations
GDP	Growth domestic product
GOs	Governmental organizations
ILRI	International Livestock Research Institute
LMA	Livestock Marketing Authority
MASI	meter above sea level
NGOs	non-governmental organizations
PADO	Pastoral Agriculture Development Office (for Woreda)
PLI-LMP	Pastoralist Livelihood Initiative - Livestock Marketing Project
RMA	Rapid Market Appraisal
RVF	Rift Valley fever
SNNPR	Southern Nations, Nationalities and Peoples Region
SORDU	Southern Range Development Project
SPS–LMM	Sanitary and Phyto-Sanitary–Livestock and Meat Marketing
TAES	Texas Agricultural Experiment Station
USAID	United States Agency for International Development
USD	United States dollar

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Abstract

In the Afar region of Ethiopia livestock subsector contributed the greatest share to the agricultural regional real gross domestic product. So, improving the competitiveness of meat export chain is considered to be crucial. Therefore, this study aimed to assess the challenges of livestock market linkage between Afar livestock cooperatives and export abattoirs to enhance competitiveness for the greater benefit. Both primary and secondary data were used for the analysis. The primarily data were collected through structured questionnaire prepared for livestock cooperatives, export abattoirs, government official and traders; whereas, the secondary data obtained from reports published and unpublished documents. Cross- sectional research design was conducted on 25 livestock cooperatives officials, 39 export abattoirs managers, 13 governmental and non-governmental officials and 15 traders and collectors. Purposive sample selection method was employed to select the targeted samples. Jointly, in order to achieve the objectives of this study and thereby to give answer for its problems, quantitative research approach was used by the researcher. Both descriptive and inferential statistics were used to analyze the data. For this purpose SPSS software was used. So, the study found that, quality, market information and supply have a significant impact on competitiveness. However, efficiency market facilities, government structure, access to credit service are not determinants of competitiveness. That is if the cooperatives want to escalate up the meat export industry, they should work more on those three factors. In other word those three factors can make a better livestock market linkage between livestock cooperatives and export abattoir. But, currently the overall findings of this study indicated that the presence of big gapes on those areas.

Keywords: Competitiveness, Export abattoirs, livestock cooperatives, Livestock market linkage

CHAPTER ONE

1. INTRODUCTION

1.1 Back ground of the study

Livestock production systems in Ethiopia are generally subsistence oriented and productivity is very low (Belachew and Jemberu, 2003). The supply originates in small numbers from highly dispersed small producers that supply non-homogenous products to local markets. Presently, due to the low productivity of the animals and the absence of market-oriented production systems, the volume of marketed surplus is very low. In addition, the different live animals supplied to the market by pastoralists do not meet the quality attributes required by diverse markets.

Livestock play multiple roles in the livelihoods of people in developing communities, especially the poor section of the society. They serve as source of food and nutrition, work, economic and social status (Chris, 2001). The livestock sector supports the livelihoods of considerably large proportions of rural households in Ethiopia. It accounts for about one-third of agricultural growth domestic product, approximately the same as total cereals, and 14 present of overall GDP in 2005. Livestock products including live animals, meat, and leather goods are a major source of foreign exchange, about 1.08 billion Birr or 6.4 present of the total exports. Meat, eggs, dairy, and other livestock products together account for about 12 present of the value of the total household consumption (Gelan, A. *et al*, 2012).

There are approximately 10 million lowland pastoralists in Ethiopia that cover nomadic communities as well as sedentary agro-pastoralists. Each agro-pastoralist owns around between 10-15 cattle, 7 sheep and 36 goats, while pastoralists collectively herd about 75% of the country's goat population, i.e., approximately 17 million. Average distance to market in the lowland system is about 90 kilometres SPS-LMM, FOCUS on Ethiopia's Meat and Live Animal Export, 2011).

About 90% of the regional populations in Afar base their livelihood on livestock rearing with limited irrigation agriculture along the river basins and low-lying river in areas. A livestock census done in 2013 indicated that the livestock population in Afar region were 2.32 million cattle, 2.50 million sheep, 4.44 million goats, 0.86 million camels, 38,320 chickens, 187,450 asses, 3160 mules, 900 horses and 810 beehives (Simenew, *et al*, 2013).

But the contribution of livestock sub-sector to agricultural GDP of the pastoral region in Ethiopia generally and Afar region particularly is not significant compared to the volume of livestock they have (Tesfaye, 2008). In the case of Afar region, the livestock subsector contributed the greatest share to the agricultural regional Real Gross Domestic Product

(RGDP), which is 87.80 and 88.40 present in 2011/11 and 2010/12, respectively. Similarly, the agriculture sector contributed 58.60 and 57.30 present in the same serious (BOFED, 2013/14). Improving is the competitiveness of meat export chain is considered to be crucial. This will require not only raising the competitiveness of individual firms but also improving the efficiency of all its elements from production, to processing, handling, distribution, and marketing. Though setting the livestock value chain on a competitive course has paramount importance and is seen as a decisive marketing strategy, information on economic aspects of livestock marketing, performance and structural characteristics of the market and competitive behaviour of actors in the market chain (SPS-LMM, FOCUS on Ethiopia's Meat and Live Animal Export, 2011).

1.2 Statement of problem

The pastoralist and agro-pastoralist areas such as Afar are considered one of the traditional sources of livestock supplying 95% of livestock destined for export market (Belachew and Jemberu 2003). In other words, low land regions like Afar, are known to be endowed with high livestock potential, a number of factors are still impeding its marketability. One major factor that explains the reason for low market access of pastoralists is poor road infrastructure. Insecurity and unavailability of water and feed along trekking routes also play their part in constraining market participation of pastoralists. Even though most traders believe the price differential is rewarding for the inward movement of animals, the infrastructural problems in this region are encouraging informal cross-border animal trade movement.

Under such a situation, the current supply system is making use of traders operating in the area as agents to collect shoats for the abattoirs. However, the stated system is not smoothly functioning for shoats market due to a number of reasons. Due to the occurrence of mismatch between the expression of demand by abattoirs and the time animals are collected from the primary markets and a relatively longer time needed to transport animals to the centre, shoats from the lowlands are usually left unexploited by the export market.

There are two types of buyers in the shoats market: exporters and domestic consumers. However, competition is stronger among exporters than between domestic consumers and exporters since they are focusing on different segments of the product. This sort of competition is an advantage for pastoralists and small traders at large. Small traders that collect live animals from distant primary markets hold their animals until the competition among their potential buyers reach the maximum possible price and hand over to the one that pays them better.

Like cattle, the comparable current high price for shoats in the formal channel is an important factor for inward movement of animals and hence reducing competition between informal and formal export channel. Here, because of their demand for young shoats, competition among export abattoirs and live animal exporters is usually expected in most markets. On the other hand, the domestic and export market demand for shoats is more or less different in that domestic consumers need female shoats compared to male because of the perceived carcass

taste and higher fat accumulation needed by domestic consumers. Hotels and restaurant owners indicate that female shoats have higher meat proportion compared to male shoats. Moreover, domestic consumers demand bigger shoats (fattened matured male castrated shoats) especially during festivals.

However, due to different reasons it has been observed that in most cases the region seams that it is not in a position to fully and effectively exploit its comparative advantages as informal cross-border trade outweighs the formal channel at national level. Moreover, the traditional livestock rearing practices have exposed the producers to rangeland degradations. Thus, marketable livestock species such as cattle, shoats, and camel of Afar pastoralists might not be competitive like that of Borena and Somali in both domestic and international markets. This trend of backward production practice had been followed from generation to generation and having livestock is mostly for prestige to the producers (Getachew etl, 2008).

In an effort to bring benefits to the cooperatives through vertical integration, repeated attempts were made to link them up with a number of cooperatives. However, they have achieved little or no benefit and have not been able to lift themselves out of the cycle of commercial setbacks. There arises a strong need to investigate all these problems and most importantly those factors that negatively impact on the effectiveness of their business performance while getting involved in a certain kind of trading relationship with buyers.

It is these seemingly insurmountable problems that made the researcher concerned and prompted him to embark on a study entitled Challenges of Livestock Market Linkage between Afar Livestock Cooperatives and Export Abattoirs to Enhance Competitiveness for greater benefit. Thus, the study will concentrate on the assessment of the organizational setup and marketing endeavours of some cooperatives, the challenges facing the market linkage of those cooperatives with export abattoirs, actors in the existing livestock export value chain and their backward and forward relationships, their interactions in the supply chain, existing domestic and global opportunities for the meat export market etc. Based on this, the following research questions will be the focus of attention that need reliable and practical findings.

1.3 Research Questions

- What are the Challenges of Livestock market linkage between Afar livestock cooperatives and Export Abattoirs?
- How can their competitiveness be enhanced for greater benefit?
- What are the demand volume, price offer, logistical support and market conduct of the abattoirs in general to exploit the domestic market supply?
- How do the organizational, management and marketing capability of the livestock marketing cooperatives under research?
- What is the current status of livestock market linkage between Afar livestock cooperatives and export abattoirs?

- How can the competitiveness of Afar livestock cooperatives and the export abattoirs to which they were linked be enhanced?

1.4 Objectives of the Study

1.4.1 General Objective

The general objective of this study is to assess the challenges of livestock market linkage between Afar livestock cooperatives and export abattoirs to enhance competitiveness for the greater benefit.

1.4.2 Specific Objectives of the Study

The specific objectives of this study are stated as follows:

- To assess pre-market potentials and backward linkages of the cooperatives.
- To investigate the position of the abattoirs in the domestic livestock market landscape.
- To identify challenges of livestock market linkage between Afar livestock cooperatives and export abattoirs
- To explore the challenges of livestock market linkage between cooperatives and export abattoirs.

1.5 Significance of the Study

This research was conducted to get relevant information about livestock market linkage between Afar livestock cooperatives and export abattoirs and have to come up with a sound result and conclusion to enhance competitiveness of cooperatives and export abattoirs for greater benefit. With no doubt, this study will add and contribute some inputs to the existing empirical frameworks and will be very useful and a good asset for different stakeholders including livestock producers, market participants, exporters, governmental organizations as well as non-governmental organizations. It will emphasize the significance of the value chain based marketing approach for particularly abattoirs and livestock marketing cooperatives working under a contractual agreement.

This research will help Governmental Organizations (GOs) and Non-Governmental Organizations (NGOs) through applying and using the findings as an input to their policies formulations regarding livestock (shoats) market linkage thereby encouraging investment in the study area as long as awareness Moreover, the study may also serve as a guide and reference for future researchers who will have intentions to conduct a study related to this area.

1.6 Scope of the Study

It is difficult to cover and assess all livestock cooperatives in Afar region and all export abattoirs which have linkage with cooperatives, the study is limited to a sample of cooperatives and some export abattoirs. The export abattoirs like Organic, Luna, Mojo, Alal, and Elfora and livestock cooperatives from the districts (Woreda) such as Chifra, Amibara, Awash, Adaar and

Aysita had been taken as target population due to time and coast constraint, geographical and cultural disintegration.

1.7 Limitation of the Study

As the study is cross-sectional in design, the possibility of recall biases resulting in under or over reporting and misreporting of events was likely. Future more, most of the information was questionnaire-based; so, questions that required a good memory were vulnerable to recall bias.
Methodologically, the study had data and time coverage limitation as it is a cross sectional in designed to employ the livestock cooperatives and export abattoirs current performance without conducting additional assessment on their past business record. This method would not enable the researcher to compare past and current trends and it could have been more helpful to acquire more accurate information than the cross-sectional approach to be employed by this research.

1.8. Definition of terms :

Agricultural Marketing: is the performance of all business activities related in the flow of goods and services from the point of initial agricultural production until they are in the hands of the ultimate consumers (Kohls and Uhl, 1985).

Cooperative Marketing: is set up in order to market and sell the surplus produce of its members, being such a surplus, as they cannot consume themselves. Marketing cooperatives generally sell agricultural produce, but there are also those, which sell fish produce or handicrafts. Margaret Digby defines as a system in which a group of farmers join together in order to carry out part or all of the processes involved in bringing the produce from the producer to the consumer. The Bank of India defines a marketing cooperative as a society of farmers, organized for the purpose of helping the members to market their produce, so as to obtain higher profits than is possible by way of private marketing (Anonyms, 1990).

Marketing System: can be regarded as a multi-layered sequence of physical activities and of transfers of property rights from the farm-gate to the consumer. More concisely, marketing system is a collection of channels, middlemen and business activities, which facilitate the physical distribution, and economic exchange of goods (Kohls and Uhl, 1985). The efficiency with which a marketing system in an area or country operates can influence the living standards of people.

MARKET LINKAGES

Some general principles need to be clarified to provide a basis for understanding food-marketing systems within a envelopment context. In order to make any effective interventions in a marketing system it is necessary to define the types of marketing channels, their linkages and functions.

The term “market linkages” is often referred to in the literature on rural development. What precisely does it mean? The term linkage obviously implies a physical connection between the producer and the ultimate consumer. Linkages also involve financial transactions the selling and buying of goods - and can be broadly defined in four different ways:

- by the form of financial transactions or type of intermediaries who undertake the transactions;
- by the channels through which transactions occur and the type of facilities used for transactions;
- by how they are linked together by transport and communications networks;
- by the spatial distribution of transactions - where they occur and whether this forms a pattern.

Market efficiency: Efficiency in marketing is the most commonly used measure of market performance. There are two aspects of market efficiency mostly mentioned in agricultural marketing literatures. These are technical (operational) efficiency and pricing (a locative) efficiency. Technical efficiency is attained when goods and services are provided at a minimum average cost that is, when the least cost combination of marketing activities are employed. Technical efficiency is achieved through technical improvement. Pricing efficiency is concerned with the price making role of the market system. It concerns how accurately, how effectively, how rapidly, and how freely the marketing system makes price, which measure product values to the ultimate consumer and reflects these values through the various stages of the marketing system to the producer (Andargachew, 1990).

Competitiveness

There are many possible definitions of competitiveness while the detail and emphasis varies between different approaches; most ideas of competitiveness have two core requirements. First, an industry can only be regarded as being competitive if it can maintain, or expand, a place in international markets. Second, an industry is competitive only if it derives sufficient income from domestic and international markets to allow it to continue to grow (Petit and Gnaegy 1995)

The idea of competitiveness is related to the economic concept of comparative advantage. Comparative advantage is defined by relative resource endowments. For agriculture, land and climate are particularly important. However, competitiveness requires more than that. To be competitive in international markets any agricultural industry must also have the power to draw capital and other productive resources from domestic and international economies. In particular, continued access to new technology and new ideas and consequent productivity growth is a necessary condition for an industry's competitiveness (Arnade, etal. 1997).

Both international and domestic policies may be important to the competitiveness of an industry. International trade policies affect access to markets, the returns that are obtainable from those markets and the competitiveness of rival exporters. However, direct subsidies or trade barriers that convey price support have a once off impact on competitiveness.

1.9. Organization of the study

The report of the study has five chapters. The first chapter deals with the introduction part that is included in background of the study, statement of problem, objectives of the project, significant of the study, scope and limitation of the study, definition of terms and organization of the study. The second chapter covered review of theoretical and empirical literature related to the investigation. Chapter three covered by the researching method. The fourth chapter represented the results and discussion part of the study. In fifth chapter, the conclusion and recommendation will be given. Finally the reference and appendices will be furnished.

CHAPTER TWO

2. Review of Related Literature

The objective of this part is to review different literature in the area of the study. Therefore, this paper tries to review theoretical concepts and empirical studies on livestock marketing. The methods implemented for review of literature are by searching materials relevant to the research area which are available in books, internet, reports of different organizations and research works.

2.1. Theoretical Background

2.1.1 Improved efficiency and effectiveness in export marketing in Ethiopia

1. Demand analysis SPS-LMM gathered information on the demand for beef, sheep and goat meat in the MENA region through trade missions and a demand analysis entitled Market Opportunities for Ethiopian Meat Exports. The demand analysis report covered meat imports into potential markets in the MENA region (Gulf States, Lebanon, Jordon, Libya, among others) and West Africa as well as meat exports from Ethiopia's competitors (Australia, New Zealand, Brazil, Argentina, India, Europe, etc.). Key findings in this 2007 report are presented in the text box at right. 2007 demand analysis found Addis Ababa beef retail prices to be "on the high side" of international prices • International beef prices varied from less than US $800 to greater than $5,500/MT and sheep meat prices varied from less than $750 to greater than $3,500/MT. • International prices for fresh chilled meat were usually 50% higher than for frozen meat. • In large part because of the ETB/US$ exchange rate, domestic prices for beef in Addis Ababa and surrounding towns in June 2007: approx. $4,350/MT, were higher than international prices. • Not until 2010 after the ETB significantly devalued did Ethiopian meat products become competitively priced in international markets.

2. Supply analysis During 2005, Ethiopian export abattoirs operated at 31% capacity on average, with supply shortages continuing in 2006. SPS-LMM examined factors affecting livestock supply in collaboration with ILRI, EIAR and Amhara BoARD and ARI, and identified the need and opportunities to increase offtake as well as find additional sources of supply (such as dairy beef) in order to increase supply and improve Ethiopia's price competitiveness.

3. Assessment of marketing systems and infrastructure SPS-LMM sponsored a rapid assessment by EIAR economists of livestock markets in the areas of Bale, Borena, Central Rift Valley, Hararghe and Wollo, thereby complementing findings from the ACDI/VOCA value chain analyses in Afar and Somali regions. The assessment found that most livestock producers had limited marketing experience and access to accurate information on the value of their stock; that the absence of a uniform, generally used grading system limited marketing efficiency and fairness of pricing; and that the lack of efficient transportation, holding grounds and market facilities led to weight losses and decreases values. Another study, "Geographic Distribution of Cattle and Shoats Populations and their Market Sheds in Ethiopia", by ILRI economists with SPS-LMM funding and technical support, identified production areas, market routes and market sites.

4. Establishment of National Livestock Market Information System (NLMIS) Livestock market information systems providing accurate and timely information to the livestock actors along the value chain is important to increasing transparency, reducing non-productive transaction costs and increasing the competiveness of Ethiopian exports. In 2007, SPS-LMM supported a rapid assessment of livestock market information systems in the highlands (Tigray, Amhara, Oromia and Southern Nations regions) by CNRIT/TAMU which was implementing Livestock Early Warning and Knowledge System (LINKS) in Ethiopia with support from the USAID GL-CRSP (Global Livestock- Collaborative Research Support Program). Based on their field assessments and recommendations from an LMIS workshop, the LINKS team drafted a report covering the current status of livestock market information systems; needs for highland livestock market information systems and recommendations for a national livestock marketing information system to be managed by the Agricultural Market Information Unit within the Ministry of Agriculture.

5. Grades and standards for live animals and export meat products Recognizing that the Quality and Standards Authority of Ethiopia (QSAE)'s Grades and Standards of Live Animals and Meat were not being used in livestock marketing, SPS- LMM convened two technical consultation workshops on live animal and meat grades and standards, involving professionals from governmental and non-governmental and private sector organizations.

6. Business plan development training SPS-LMM trained 52 persons from export abattoirs, live animal exporting firms, feedlots and EMDTI in business plan development. Model business plans were developed for three firms to serve as a template for the others. With subsequent follow up and support from SPS-LMM in collaboration with EMDTI, an additional three export abattoirs and six feedlot operators and live animal exporters prepared business plans, encouraging more firms to prepare their own plans to guide their business operations.

2.1.2 Factors of competitiveness

Competitiveness pertains to the ability and performance of a firm, sub-sector or country to sell and supply goods and services in a given market, in relation to the ability and performance of other firms, sub-sectors or countries in the same market. Competitiveness captures the awareness of both the limitations and challenges posed by global competition, at a time when effective government action is constrained by budgetary constraints and the private sector faces significant barriers to competing in domestic and international markets (Stajano, 2009).

Another recognized theory on Resource Based View establishes the role of factors, internal to the firms such as firm's strategy; structures, competencies, capabilities, firm, location and other tangible & intangible resources lead to competitive success of a firm. (Barlett & Ghosal, 1989; Doz & Prahlad, 1987; Hamel & Prahlad, 1989, 1990).

Quality

Processing technologies such as aseptic processing and packaging and food irradiations that are integral to a modern processed food manufacturing plant require strong quality control. Furthermore, for a processed and packaged food product to be considered a quality product that will sell in the market place, it must cater to consumers' preferences such as those related to sensory properties (color, flavor, texture and overall appearance), nutritional value, shelf life, packaging, ease of preparation, microbiological safety etc. In essence, competitiveness of a food processing plant is determined by policies related to both internal and external quality (József Tóth, 2005). Fulfilling countries quality and sanitary and phytosanitry requirement is the first prerequisite to enter new food product destination market including meat product (Lee and Tang ,2000).

Sustainable supply

Producers are always looking for developing long-term relations with some of their suppliers in order to supply their required technologies and sources, benefit from the skills and capabilities of the suppliers, control them, and improve their products (Kalwani and Narayandas, 1995). stages of supply chain and the relation among its practitioners have important roles in the competitiveness of the final product. In each stage, some decisions are made that their results will affect the other components of the chain. In fact, competitiveness is a multi-dimensional concept in the organization level (Akimova, 2009). Having reliable and consistence supplier is one of the strategy which provide competitive and comparative advantage both at country and company level Brinkman (1987).

Livestock markets infrastructure :_Since 2006, as part of the Livestock Marketing component of the USAID-funded Pastoralist Livelihoods Initiative (PLI), ACDI/VOCA has built 25 pieces of market infrastructure in Afar, Somali and Oromiya regions, with the overall objective of improving pastoralist livestock marketing through increased sales (ACDI/VOCA, 2007). While the type of infrastructure and services varies from market to market, the majority of market yards have been equipped with a brick fence, separate compartments for shoats, cattle and camels, loading ramps, feeding and watering troughs and shaded areas. In some markets, such as Dubluk and Harobake, the small ruminant yards have also been equipped with scales for weighing shoats (ibid.; Bekele and Aklilu, 2007). For the most part, markets have been constructed near villages and towns on sites that had long been used by traders and producers. The market day, often established several years ago, has also been maintained.

Livestock market information

Poor and uneven access to market information is a well-known constraint to livestock trade in the region (Adugna, 2006; Awour, 2007; Bailey et al., 1999; Umar and Baulch, 2007). In order to make timely and well-informed decisions, sellers and buyers need access to a wide range of market information, including prices, sales volumes, disease status and the levels of national and international demand.

Producers in Borana zone and in Mandera obtain livestock price information from brokers and other producers, either at end markets or at markets in Borana zone itself. They arrive at markets with information of variable accuracy, and with no exact knowledge of the going rate on the day. Depending on the severity and urgency of household needs, producers may decide not to sell if the price offered is too low and does not meet their expectations. In other instances, household needs may be such that producers cannot afford to base their marketing decisions on prices, but must sell however low the price: access to livestock prices before trekking to the market was seen as largely irrelevant

Efficiency

The degree of efficiency is often the measure by which marketing systems are evaluated.

However, a distinction exists between technical and economic efficiency. A new machine may

allow for greater technical efficiency by using fewer inputs for the same level of output; it may

not result in economic efficiency if the cost of the machine is not compensated by the savings in inputs. Economic efficiency is more desirable because it considers the value of resources, not just their quantity. Economic efficiency occurs in marketing when market operations are carried out at the least cost, subject to the techniques and knowledge available, provided that the good is supplied at a desired quality. Economic efficiency is likely to occur in a competitive environment where traders are forced to provide good quality products and services at low prices, or be undercut by others more willing to do so. The obstacles to economic efficiency in marketing are lack of information, resistance of established institutions and monopoly or oligopoly power on the part of some market agents

(Kohls & Uhi, 1985)

Governance Structure

Transaction cost economics (TCE) suggest that a governance structure is related to the organization of inter-firm transactions and relational mechanism, which may range from spot /auction market, specification contracts, relation-based alliances, equity-based alliances, and vertical integration (Williamson, 1985; Hobbs, 2000). In a buyer supplier relationship the choice of a particular transaction method depends on economic rationality such as when transaction costs are low, use of spot or open market system rise, but when the costs are high, it is efficient to carry out the transaction by a strategic alliance through contracting or vertically integrating the firms. Transactions costs are the costs of contacting or switching to potential buyers or sellers, costs of negotiating, investing, and monitoring the terms of transactions. These costs depend on some particular characteristics SC relationships such as the presence of transaction specific assets, uncertainty or complexity surrounding the transactions, and the frequency of transactions. The costs can again be increased depending on the opportunistic behaviour and the asymmetry of product and market related information between the buyer and seller in supply chain (Williamson, 1975; 1985)

integral to a modern processed food manufacturing plant require strong quality control. Furthermore, for a processed and packaged food product to be considered a quality product that will sell in the market place, it must cater to consumers' preferences such as those related to sensory properties (color, flavor, texture and overall appearance), nutritional value, shelf life, packaging, ease of preparation, microbiological safety etc. In essence, competitiveness of a food processing plant is determined by policies related to both internal and external quality (József Tóth, 2005). Fulfilling countries quality and sanitary and phytosanitry requirement is the first prerequisite to enter new food product destination market including meat product (Lee and Tang ,2000).

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2.2. Empirical Studies

2.2.1 Livestock marketing system in Ethiopia

The livestock export value chain in Ethiopia has two basic market systems: (1) live animal and (2) meat. Animal husbandry as an economic activity and the live animal export market system contribute directly or indirectly to the livelihoods of all households in pastoral areas of Ethiopia. The informal live animal export market which represents 80% of the trade with livestock has long history in pastoral areas of Ethiopia. All domestic animal species of diversified quality age and animal category and age are traded via this channel to the gulf and other end markets through the neighbouring countries: Sudan, Djibouti, Somalia and Kenya. This chain operates through clan, sub-clan, and other kinship ties that are strongly maintained across international boundaries. The formal live animal and meat export channel f trade has flourished very recently and has grown steadily creating additional market opportunity for the livestock producing communities.

The pastoralist and agro-pastoralist areas such as Borena, Afar and Somali areas are considered the traditional source of livestock supplying more than 90 % of livestock destined for the export markets. The Eastern cluster and Somali part of southern cluster tend to supply more to the informal live animal export market while most animals coming from Southern (Borena) and Afar cluster areas are marketed through Ethiopian abattoirs and formal live animal export markets.

Despite the rise in demand for livestock and livestock products on the domestic and international markets, the livestock value chain in pastoral areas is frequently unable to exploit the growing opportunities.

Several factors contribute to the inability of the pastoralist communities to capitalize on the market opportunities. Those include: (1) production and market seasonality as well as erratic supply and poor quality animals primarily because of poor market orientation of pastoralists; (2) involvement of numerous market actors without significant value addition activities in the

trade; (3) traditional and unorganized livestock marketing system; (4) limited business skills across value chain actors; (5) inadequate export market promotion and export expansion strategies; (6) poor feed availability; (7) lack of reliable and up-to-date livestock market information; (8) lack of appropriate financial and insurance services that are well designed to benefit livestock sector; (9) poor and substandard quarantine services; (10) inefficient veterinary services and (11) inadequate policies and regulations.

2.2.2 Meat Marketing System

Livestock and livestock products are the second major foreign exchange source for Ethiopia, accounting for 12-17% of total foreign exchange earnings (Belachew H, 2005). Ethiopia's comparative advantage in export of meat lies in the large livestock population, proximity to the MENA markets and up to an extent consumers preference for the natural quality meat Ethiopian producers are offering. Currently, the major livestock suppliers for meat export and domestic consumption are small and big traders and sometimes livestock cooperatives mainly found in the pastoral region of the country. The major countries that import meat and meat by-product from Ethiopia include Kingdom of Saudi Arabia (KSA), United Arab Emirates (UAE), Egypt and Yemen.

Available figures indicate that country's performance in live animal and meat export is improving. However, the meat market remains small in volume and earning when compared to the country's resource potential, believed to be constrained by trade inefficiencies, poor animal handling and inadequate slaughtering and post slaughtering meat handling by abattoirs and exporters. These factors produce unreliable supply and comparatively low meat quality, which are the major complaints of Gulf markets importers. In addition to these internal challenges, Ethiopian livestock and meat exporters face stiff competition from other exporting countries, such as Somalia, Sudan, South America, Oceania, Eastern Europe and the European Union. However, the prices on the domestic market for livestock and meat have increased in recent years as more animals are needed to meet the rising export demand as well as the growing domestic market for meat.

2.2.3 Meat export value chains in Ethiopia: constraint and opportunities for enhancing meat export

The Ethiopian meat export marketing system is operating in an environment characterized by several constraints that needs the attention and action of the government and other non-governmental development organizations. Despite the reported high livestock population of the country, the major meat and live animal exporters are complaining of shortage of supply and inferior quality of animals (especially shoats). The problem could be because of the constraints in the marketing system of exporters themselves, the market information system, poor market infrastructures like road, seasonality in production, competition of the domestic and the export sector, problems in the production system, or a combination of several factors. Thus, it is

imperative to identify the major factors contributing to the reported supply shortage that has hindered smooth functioning of the Ethiopian meat export market and take appropriate action as much as possible.

In Ethiopia, the pastoralist and agro-pastoralist areas such as Borena, Afar and Somali are considered the traditional source of livestock, supplying 95% of livestock destined for market. Among these major supply areas, Borena Zone is the major livestock supply area where almost all live animal and meat exporters are competing. Although there is no stringent quality requirement, in general, shoat export market requires animals having the following characteristics: animals from lowland origin, male, well-fed young animals aged between 1 to 2 years and live weight of 13 to 45 kg. In all livestock markets, however, there is no objective standard for selling and buying animals, except measuring live weight of shoats in Borena area and visual observation, in most other areas. In such a situation, the price of an animal will reflect not only the bargaining skills of both buyers and sellers but also the buyer's preference for the characteristics of animal and the seller's willingness to sell, sometimes leading to transaction failure. The livestock markets in most parts of the country are characterized by seasonality in flow and prices of animals. Particularly in the pastoral lowland areas where it is considered as traditional source of animals for export, complex factors contribute to this phenomenon. Shifts in supply could occur as a result of factors including seasonality of consumption demand (fasting and other ceremonial period) in domestic Live animal and meat export value chains for selected areas in Ethiopia and export markets, drought, disease outbreak, lack of information, availability of food aid, clan conflicts and others. The incidence of more than one of these factors is considered as complex issues affecting the decision to hold on or to sell livestock by the producers.

The livestock market is structured so that the marketable livestock from the major producing areas reaches to the final consumer or end-user passing through complex channels along the supply chains involving various actors' body such as: producers, middlemen, livestock trading cooperatives, traders, live animal exporters and meat exporters. Most of the export abattoirs and live animal exporters collect animals either through their own purchasing agent assigned in major livestock markets or through other small- and large-scale traders. Sometimes livestock trading cooperatives are also directly supplying animals to the exporters. Exporters' purchasing agents will in turn collect animals either from collectors, small traders, livestock trading cooperatives, farmer groups or directly from producers. Producers have the option of selling their animals to the collectors in their village, small traders, and livestock trading cooperatives or directly to the exporters. Some farmers also form groups and supply animals to markets. Currently, almost all export abattoirs are complaining about shortage of shoat supply for export markets. Some of them were even unable to meet the already requested quantity by their customers, let alone searching new market for shoat meat. However, rather than shortage of supply of shoats for export abattoirs, matching exporters' demand with market supply is a major observed problem. A number of challenges in the structure and functioning of the livestock marketing system are associated with supply shortages of shoats due to:

- reliance on supply derived from non-market oriented livestock production system,
- lack of a well-coordinated livestock supply chain that links many producers and buyers,
- problems in the acquisition system of abattoirs,
- lack of mechanism for abattoirs to regularly monitor their purchasing system,
- problem of access to untapped areas (for instance Borena and Bale zones) which are characterized by poor road infrastructure, insecurity and frequent clan conflicts in pastoral areas,
- unavailability of water and feed resources in the trekking routes,
- lack of efficient mechanism for delivering market information to the producers and traders at local markets on issues related to seasonal prices, demand, and quality requirements in different markets, and
- lack of partnership and linkages (team working from producers to processors).
- Livestock production systems in Ethiopia are generally subsistence oriented and productivity is very low (Belachew and Jemberu 2003). The supply originates in small numbers from highly dispersed small producers that supply non-homogenous products to local markets. Presently, due to the low productivity of the animals and the absence of market-oriented production systems, the volume of marketed surplus is very low. In addition, the different live animals supplied to the market by pastoralists and farmers do not meet the quality attributes required by diverse markets. This is because of poor link of producers and other actors in the chain to the critical support services.

- Some of the problems related to the support services include:
  - absence of commercial animal health services,• non-existence of appropriate trucking equipment,
  - lack of sufficient air-cargo capacity,
  - underdeveloped feed industry, and
  - lack of commercial fattening and holding facilities (Adina and Elizabeth 2006).

It is also observed that frequent and sudden occurrences of certain diseases usually result in unstable market environment and imposition of ban on exports of livestock from the country. Livestock trade in Ethiopia is also characterized by informal cross-border trade between adjacent neighbouring countries, mainly Somalia and Kenya, where the livestock are used either for re-export or domestic consumption.

To improve the competitiveness of live animals and meat export from Ethiopia, tremendous interventions in the coordination of livestock marketing activities and in the provision of

market support services are needed. To attain efficient use of the sector, to ensure food security and to improve export performance, cost effective marketing channels and coordinated supply chains, which reduce non-value adding transaction costs among different actors along the supply chain, are crucial. In other words, if livestock producers and exporters are to be competitive in both domestic and international markets, their supply value chains need to be more efficient and more effective. This will require not only the competitiveness of individual firms but also improving the efficiency of all its elements from production to processing, handling, distribution, and marketing.

Meat export value chains

The export market is relatively old but highly variable depending on production condition of the country, change in consumer preferences and greater demand for high quality products with adequate guarantees of food safety (Ayele et al. 2003). The livestock market is structured so that the marketable livestock from the major producing areas reaches to the final consumer or end user passing through complex channels along the supply chains involving various actors including producers, middlemen, and livestock trading cooperatives, traders, live animal and meat exporters. Using exporters the initial results from rapid market survey linking meat exporters with secondary and primary markets, the generalized supply chains and market canals for meat exporters is depicted in figure 1. A Supply chain is the series interlinking that determine the nature, charterer and value of a product at a time of receipt by the consumers. The value chain analysis is very effectives in tracing product flow, showing value adding stages, identify key actors and relationships with others actors in chains (Schmitz 2005).typically, a simple agricultural supply chain might include the difference market participant and their linkages, enabling business environment and business and extension services providers (Albu and Grifft 2005). The export livestock marketing chain actors for cattle, shoats and camels are those who transact a particular product as it moves along the chain from primary producers to end users: producers, middle men, traders, live animals and meat exporters. The enabling factors for meat export market business environment are a critical factors and trends that are shaping the market chain environment and operating conditions which are generated by structures and institutions (police and regulations) that are beyond the direct control of market participant. Input and other service from others enterprise or service provider organizations are provides for all participants in chain in which will allow the actors to grow maintain their competitiveness in supply chain.

animals to the exporters. Purchasing agents of exporters in turn collect animals either from collectors, small traders, livestock trading cooperatives, farmer groups or directly from producers. Producers have the option of selling their animals to the collectors in their village, small traders, and livestock trading cooperatives. Some farmers also form groups and supply animals to the market. Other than the domestic channel, foreign national live animal exporters-importers collect animals directly from the collectors in most of the livestock markets using licensed Ethiopian traders. This channel is now considered as the most expanding and competing channel for the meat exporters. One of the special features of livestock marketing

system in most of the livestock markets is the involvement of brokers/middlemen in every segment of the marketing chain, to provide the service of matching buyers and sellers and facilitate the transaction. The volume of flows, transaction cost, price transmission, and efficiency of the different market actors in each channel requires detail study. The roles of each livestock marketing chain participants and a description of their relationship and transactions with other participants in the chain are described below.

2.2.4 Conceptual Frame work

The Independent variables in conceptual frame work were selected based on the above literature review. The following conceptual frame work depicts out of other factors that affect livestock market linkage between livestock cooperatives and export abattoirs to enhance competitiveness for greater benefit.

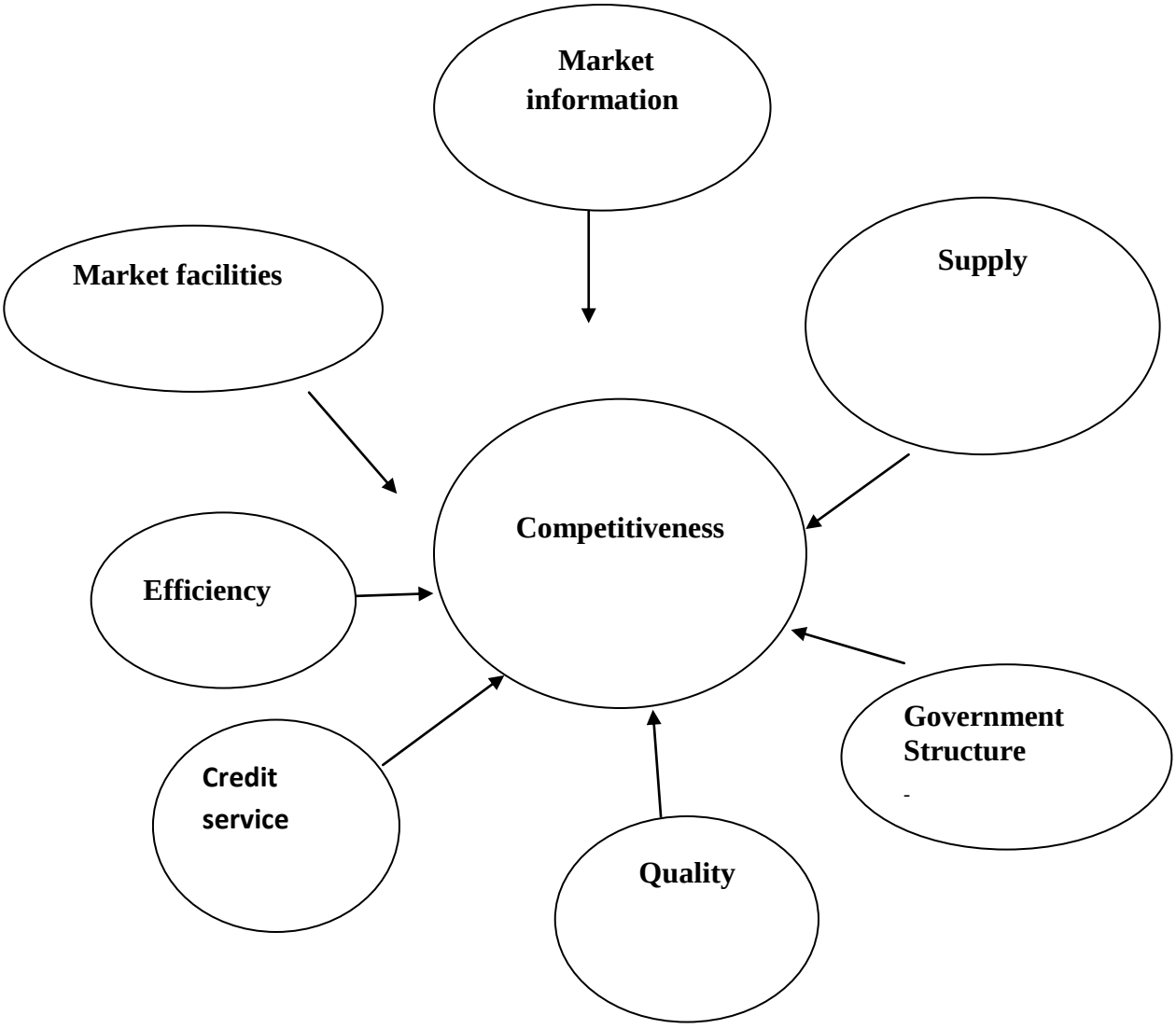


Fig-1: Conceptual Framework (own compilation & modified from (Jie & Parton, (2015) and (Uddin, Islam, &Quaddus, et al (2011)).

CHAPTER THREE

1. Method of the Research

This chapter present about the method of this research which is related with the given title. The chapter begins with research area description, research design and focus on study population, sampling, sources of data collection and data analysis, which are important to achieve the intended objectives.

3.1. Description of the Study Area

The economic system of Afar region is dominated by pastoralists; i.e., at list they estimated to be 90% of the entire population. Recently, a new economic pattern is also being witnessed emerging with the growing number of agro- pastoralists. Nowadays, the number of agro-pastoralists account for approximately 10% of the region's population. The agro-pastoralists are practicing small-scale irrigation based agriculture on the banks of the permanent and seasonally dry rivers. A recently done livestock census indicates that the livestock population in Afar region includes 2.32 million cattle, 2.50 million sheep, 4.44 million goats, 0.86 million camels, 38,320 chickens, 187,450 asses, 3160 mules, 900 horses and 810 beehives (Simenew.etl, 2013).

Regarding livestock trade, the region is generally characterised by a backward marketing system. Even though new livestock market places are spreading throughout the region covering most of the weredas market participation of pastoralists is still low. The livestock marketing landscape is dominated by individual traders, and illegal trade is rampant causing widespread market misconduct. There are a few livestock marketing cooperatives in the region, of which some were involved in market linkage activities over the past few years (Afar Cooperative Office 20015). These livestock marketing cooperatives are specially concentrated in two zones of the region (Zone1and 3) where there is high potential of livestock population. Looking from the perspective of international trade, the cooperatives can be described as having great comparative advantage due to their better access to port facilities. This is evidenced by their proximity to the export outlet and the fact that the asphalted road which is connecting Addis Ababa with Djibouti and considered the economic artery of the country passes through the towns where the cooperatives operate. Three livestock marketing cooperatives, market agents, governmental and non-governmental support service providers that are functioning around these exporters were chosen as the target population and had became under scrutiny of this research.

Amibara

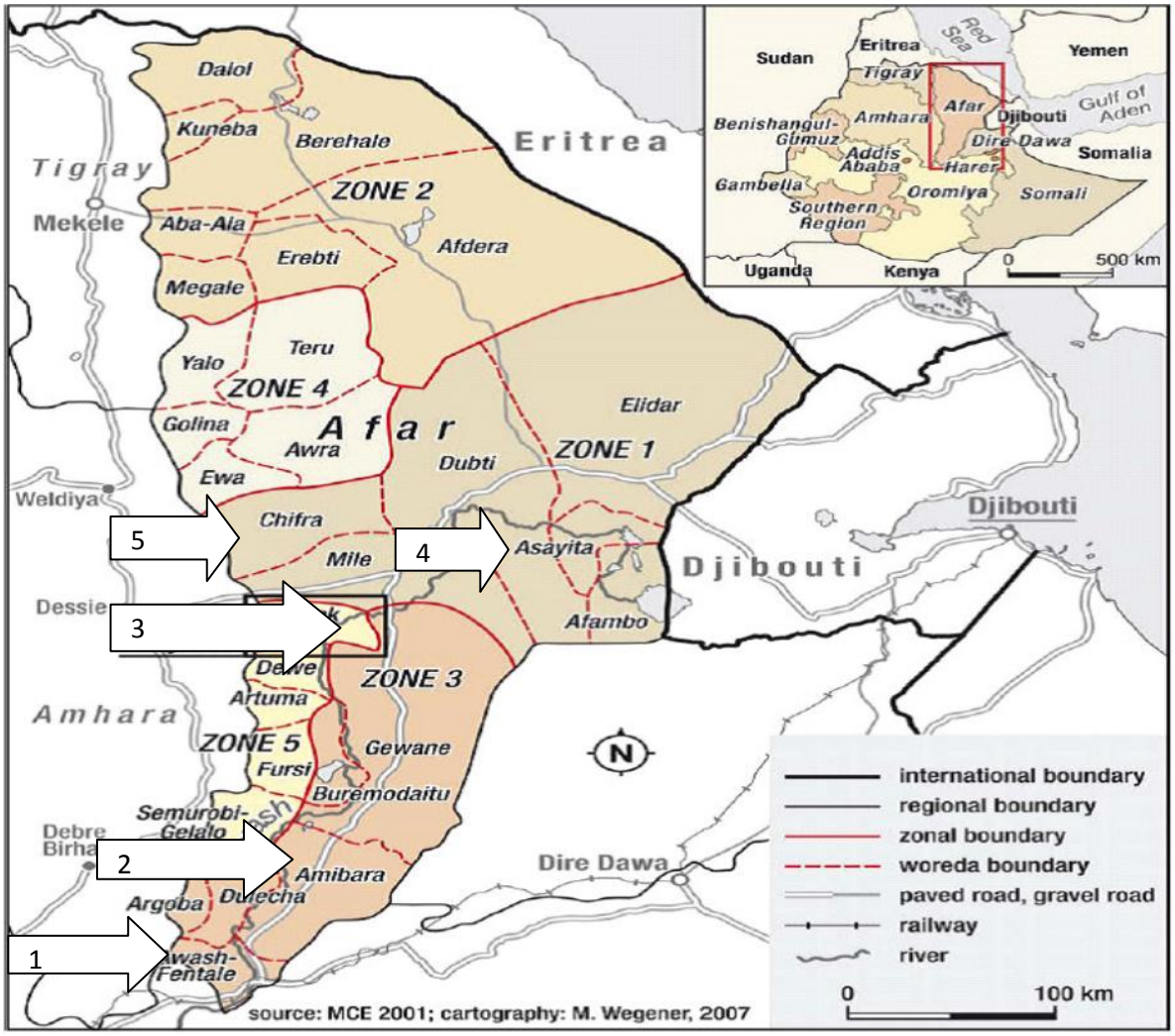
Part of administrative zone 3,which is boarded on the south by Awash fentale, on the west by Awash river which separate it from Dulecha to the southwest then on the north west by

administrative zone 5, on the by Gewane, and the east by the Oromia region. Towns in Amibara include Awash areba, Awash Sheleko, Melka sedi and meleka werer. This worda has an stimated total populationof63,280 of whom 35301 were meals and27979 were female (CSA,2007)

Awash Fentale

Part of Administrative zone 3,which is bordered on the south by the Oromia region, on the west by Amhara region, on the north by Dulcha and on the east by Amibara. Towns and cities in Awash Fenatle include Awash Sebat kilo and Sabure. this worda has an estimated total population of29775 of whom 15471 were meles and14304 were females (CSA,2007)

Figure 2: Map show the study area of the Afar Region state (specific study area, 1-Awash ,2-Amibara, 3-**Adahar, 4-Aysaita and 5- Chifra)**



Asayita

Part of administrative zone 1 which is bordered on the south by Afambo, on the west by Dubti, then on the north by the Awash river which separates it from Elidar,and on the east by Djibuti. Based on figures from central statistical agency in 2007,the town has an estimated total population of 47210, of whom25152 were males and 16048 were females, according to the 1994 national census, the town had a population of 15475. (CSA,2007)

Chifra

Part of the administrative zone 1, which is located near the base of the eastern escarpment of the Ethiopian highlands and bordered on the south by Mile, on the west by the Oromia zone in Amhara region, on the north by administrative zone 4, on the east by Dubti. This worda has an est 9 mated total population of 91078, of whom 50859 were males and 40219 were females,1209 or1.33% (CSA 2007)

Adaar

Part of administrative zone 1 which is bordered on the south by Dalifage, on the west by Oromia zone in Amhara region, then on the north by the Mille and on the east by Gewane. Based on figures from central statistical agency in 2005,the town has an estimated total population of22,718 of whom 12722 were males and996 were females. (CSA,2007)

3.2 Research Strategy

Furthermore, research strategy is a plan of action that steers the efforts of researchers. It helps for the researchers to provide data that can answer the research questions or achieve the research objectives. There are many types of research strategies, depending on the types of data that the researcher want to collect and analyze, such as experiment, survey, case study, action research and grounded theory. However, this study employed survey strategy because the strategy helps to collect data at a specific point in time with description of the nature of current conditions, or comparing principles against existing conditions, determining the relationships between specific events. In addition, the data collected from as such kinds of strategy require structured questioners which can help to get a better response.

3.3 Research Design

A research design is the arrangement of conditions for collection and analysis of data in a manner that aims to combine relevance to the research purpose with economy in procedure. In order to assess the challenges of livestock market linkage between Afar livestock cooperatives and export abattoirs to enhance competitiveness for the greater benefit, the researcher used cross-sectional design. This design is capable to handle both cause and effects of the study at the same time. Furthermore, the duration of data collection and other activities take place within a limited time.

3.4. Research Approach

There are three common approaches to conduct a research project in the area of both natural and social sciences fields of study namely: quantitative, qualitative and mixed research approaches. Quantitative method is an objective and systematic process in which pieces of

numerical data are used to obtain information about the world and which are analysed by using statistical methods. In other way direction, qualitative research designs are an integrated system of expression about the quantitative studies. The two together are call mixed approach (Creswell, 2009). Therefore, in order to achieve the objectives of this study and thereby to give answer for its problems, quantitative research approach was used by the researcher. .

3.5 Data Type and Source

3.5.1Data Type

To obtain useful research output from Assessment of the Challenges of Market Linkage between Afar Livestock Marketing Cooperatives and Export Abattoirs to Enhance Competitiveness for greater benefit, the researcher was used both qualitative and quantitative data types. In this regard, researcher's rationale for employing both data types is to meet or achieve the specific objectives designed. This is to mean that the specified objectives are not expected to be achieved in qualitative or quantitative data type alone. Rather objectives at large could be achieved through both qualitative and quantitative data types. Hence, in order to make the study more accurate and reliable, the researcher was employed both qualitative and quantitative data types.

3.5.2. Source of the data

For this study both primary and secondary data sources were used. The primary data had been collected from producers, i.e., from members of livestock trading cooperatives, market agents, technical and managerial staff of export abattoirs directly involved in the livestock market linkage activities. The information includes the overall characteristics of livestock cooperatives and export abattoirs involved in this business using structured questionnaires, observation and interview designed for this study. The study also was employed by secondary sources such as a document earned from the Ethiopian Central Statistical Authority (CSA), regional and Woreda pastoral and agriculture development offices, regional trade and investment bureau and other non-governmental organizations who are engaged in livestock production and marketing improvement interventions and their results, using interview as primary source and assessment of reports and manuals as secondary source. Data sources from reports and other supportive documents, exporter firms and other institutions on current trends in 2015 had been used as secondary source of the data.

3.5.3. **Data Collection Instruments and methods**

The methods of data collection depend upon the type (qualitative and quantitative) and sources (primary and secondary) of data collection. In this study to collect primary data, key informant interview and questionnaire had been employed; whereas, to collect the secondary data, trade journals, websites, reports and manuals as secondary sources were utilized. The purpose of applying secondary data collection tools is to supplement the data obtained from primary

resources. In addition to this, the researcher believes that, employing and using different tools would help for triangulation purpose. Each data collection tool is presented in details as follows:

I. Key Informant Interview

The researcher and one assistant expert were administered the structured and unstructured questions for primary data and key informants for interview purpose. This is because key informants interview more particularly with government officials primarily from regional pastoral and agricultural development bureau, branch Woreda offices and stakeholders for instance from NGOs engaged in livestock and regional trade and investment offices, was provide crucial information about the study area. Due to this, the researcher was conducted key informants interview after data had been collected through questionnaires. Hence, for the researcher, key informants interview is the final instrument that can help to clarify initial responds obtained from data collection using structured and unstructured questionnaire which can be used for reliable data analysis and for triangulation purposes.

II. Questionnaire

Questionnaire would be the most important instrument through which the primary data in this study had been collected from members of livestock market cooperatives, market agents, and export abattoirs. The content of the questionnaire was included structured questions to achieve the intended objective. For the sake of convenience and to make questions more clear and appropriate prior to its distribution, the researcher did the following steps:

The required information had been listed out in relation to the proposed objectives; following this, questions were framed with appropriate scale of measurement; validity and reliability of questionnaire was assessed using relevant statistical tools.

III. Export Abattoirs and Cooperatives Facility Observation

Investigator made a field observation and was discussed with livestock marketing cooperatives in District (Woreda) Chifra, Awash, Adahar, Aysita and Amibara . By the same taken, managers of Organic, Alal , Luna, Mojo and Elfora export abattoirs as well as technical workforce of these slaughterhouses operating in Metehara, Mojo and Debrezeit towns had been physically contacted in order to get broader insights into their daily activities.

3.5.4. Data Collection Methods

After the completion of the questionnaire a pilot survey was conducted in the area where livestock cooperatives and export abattoirs are found and at the regional pastoral and agricultural development bureau to estimate time taken by a respondent to complete one

questionnaire, and then to make important adjustments. The final questionnaire refined had been distributed and administered by the researcher for selected respondents in workday time.

Interview was held with regional pastoral and agriculture development and regional trade and investment bureau officers, with Woreda pastoral and agriculture officials and experts, and NGOs livestock cooperatives and export abattoirs. In case the first round interview fails, i.e., if the interviewee was not given detailed and sufficient information, the researcher tried to interview them again in order to obtain the desired data.

3.6 Sampling Design and Target Population

3.6.1 Sampling Design

The researcher was used purposive sampling as the number of exporters and cooperatives practicing collective marketing in the region are very small. This is because, the researcher was selected some prominent personalities who are expected to offer the real information.

3.6.2 Target Population

The target population of the study was livestock marketing cooperatives and export abattoirs actors including producers and market agents. However, foreign importers and their respective customer segments were not taken as sub elements of the target population due to limitation of the study.

Moreover, due to the incapability of the researcher to cover a wide range of related issues in his research, the interaction of producers with input supplier firms such as feed and drug suppliers was not touched upon by the study. These services are in large part provided by GOs and in some cases by NGOs.

3.6.3 Sample Size

Based on the above assumptions, the sample population that comprises respondents from livestock marketing cooperatives and export abattoirs were selected by using purposive sampling method.

Major livestock 5 wordas (Awash, Aysita, Chifera, Amibara and Aahare) from 32 wordas and 9 cooperatives from 50 livestock cooperative in the region were selected 25 officials (Chairman, Finance and Secretary) respondent for interviews purposively for being the best performed livestock market linkage activities with meat export abattoirs in the region .

Regarding export abattoirs in Ethiopia totally 10 export abattoirs are established and functional in different region and for this Assessment purpose 5 (Organic, Mojo, Halal, Luna and Elifora) 39 respondent (Managers of the department Marketing, Veterinary and procurement and supply 3 from each) were selected for interviews being those export abattoirs were mostly collecting animals and having a legal agreement from Afar region wordas livestock cooperatives.

In this assessment regional and worda level animal production and marketing service providers from pastoral agricultural development sector ,trade and investments biro and NGOs totally 13 respondents were selected purposely since those were appropriate officials working and supporting in market linkage livestock cooperatives with export abattoirs related activities in the region.

Finally traders and collectors working in 5 wordas actively operating 15 respondents were selected by convenient sampling being there role and interaction with livestock cooperatives members and officials and export abattoirs' were active in the region.

Table 3-1:- Population selected for study

No	Population selected from:	Total sectors	Sampled sectors	Number of sample respondents from the selected sectors	Method of selection
1	Livestock cooperatives officials	50	9	25	Purposive sampling
2	Export abattoirs managers	10	5	39	Purposive sampling
3	Government officials and NGOs	3	3	3	Purposive sampling
4	Traders and collectors	60	15	15	Convenience sampling

3.7 Data Analysis and Presentation

3.7.1. Data Processing

After the necessary raw data is collected through questionnaire and structured interview the data should be sorted, summarized, edited and coded. The process of data analysis involves stages such as editing questionnaires for completeness and consistency, and then the data coded was chicken for any errors and omissions. This is to bring similar ideas together and make data clearing in order to avoid unnecessary estimations.

3.7.2. Data Analysis

The data collected from the producers, exporters, market agents and GOs and NGOs were analyzed using statistical methods. The analysis of the data obtained through questionnaire that already started editing and coding had been supported by Statistical Packages for Social Sciences (SPSS version 20) software in order to make regression and correlation analysis in getting the level and strength of significance relationships of the dependent with each independent variables. Presentation and interpretation of the results of the questionnaire also made along with the analysis of information obtained from interview including some

demographic characteristics and analysis of variables in the conceptual framework regarding their significance relationships with the challenges of livestock market linkage between Afar livestock cooperatives and export abattoirs using statistical tools as well as review of documents to supplement primary data using graphs, tables, figures and corresponding discussions.

3.8.3. Model Specification

The following model is formulated for this research in order to test the hypothesis. The independent variables included in the model are extensively used in prior competitiveness researchers. So the reliability and validity of the model was recognized and it is used in this research to analyze and interpret the result of the study.

The following regression model was used to show prediction of the dependent variable by the independent variables.

$$Y_i = \alpha + \beta_1 x_{1i} + \beta_2 x_{2i} + \beta_3 x_{3i} + \beta_4 x_{4i} + \beta_5 x_{5i} + \beta_6 x_{6i} + \beta_7 x_{7i} + \varepsilon_i$$

Where the variables are defined as:

Y- Competitiveness (dependent variable)

α = Constant term

ßi = Coefficients

x_{1i} = quality

x_{2i} = efficiency

x_{3i} = government structure

x_{4i} = supply

x_{5i} = credit facility

x_{6i} = market information

x_{7i} = market facility

ε_i = disturbance /error term

Under the assumptions of:

I. ε_i ~N (0,1) the error term distributed with normally with mean zero and variance one

II. The independent variables couldn't correlated to each other

III. The error term and the independent variables should not related to each other

IV. The serial error terms could not correlate to each other

CHAPTER FOUR

4. RESULT AND DISCUSSION

4.1. Introduction

This chapter deals with presentation and interpretation of the data collected through questionnaire and interview. The approach for the presentation and interpretation was based on, first, the respondents' demographic profile. The second part tried to address the specific objective to assess pre – market potentials and back ward linkages of livestock cooperative. The third part also tried to address the specific objective by analysing the data obtained from export abattoirs respondent and trends of live animal quality, supply, efficiency, responsiveness, access to credit service, market facilities, market information and their respective sub-variables that affect extent of enhancing competitiveness of cooperatives and export abattoirs . The forth part had to address the specific objective to identify the challenge of livestock market linkage and the supports provided for livestock market linkage. Finally, the fifth specific objective had been addressed by analyzing the main existing challenges of livestock market linkage between Afar livestock cooperatives and export abattoirs to enhance competitiveness.

4.2. Respondents profile

Four separate questionnaires were developed and disseminated for the respondents namely: for the livestock cooperatives members and officials, export abattoirs managers, Government officials and NGOs and traders. A total of 92 questionnaires were distributed to the respondents. Out of the entire respondents, 25 of them came from livestock producers. They are members of cooperatives and officials; mainly the participants were secretary, chairman and finance, 6 from Awash, 6 from Amibara, 6 from Chifra4 from Aysita and 3 from Adhar Woredas. A total of 39 respondents were also participated from export abattoirs. The study participant members of this study were managers of procurement, marketing and veterinary department officials. The allocation is done as follows: 9 respondents from Organic, 9 participants from Mojo, 6 respondents from Alal, 9 from Luna and the rest 6 respondents chosen from Elifora. The other 11 participants were chosen from government officials; i.e., 8 from regional and district department head and experts of pastoral agricultural development sector and 3 from trade and investment biro. And 2 respondents came from NGOs. Finally, 15 study participants were from collectors and traders.

4.3 Socio Demographic characteristics of respondents

As shown in table 4.1 below represents respondents were from cooperatives members and officials, export abattoirs managers, government officials and NGOs and collectors and traders; as their sex distribution indicated 21 (84%), 36 (92.3%), 9 (69.2%) and 15 (100%) respondents are male; while, the remaining 4 (16%), 3 (7.7%) and 4 (30.8%) are female respective to the

listed sources organization. From this it can infer that female participation were low relative to male. With regard to the age category 8 (32%), 4 (10.3%), 4 (30.8%) and 2 (13.3%) respondents are in the age of ≤18 years; 12 (48%), 23 (59%) ,4 (30.8 %) and 9 (60%) are respectively between the age of 18-36 years and the remaining 5 (30%), 12 (30.8%), 5 (38.5%) and 4 (26.7%) are respectively between the age of 37-63 years. This indicate that majority of the respondents are at the age of the productive level. Likewise, as their marital status of respondents indicated that 6 (24%), 4 (10.8%) and 2 (15.4%) of them respectively are single except traders and the remaining 19 (76%), 35 (89.7 %), 11(84.6%) and 15(100%)

respectively are married. In assessing demographic variable when come to respondents education status, livestock cooperatives members or officials 8 (32.2%), 6(24%) and 11 (44%) of them are respectively illiterate, read and wright and primary school, regarding export abattoirs 36 (92.3%) graduate and post graduate, whereaslinkage and meat export industry.

Table-4.1: Demographic characters of respondents

No	variables	(N=92, where: n_1 (cooperative members)=25, n_2 (Managers of abattoirs)=39,&n_3(Government officials)=11and 2 NGOs ,n_4 (collectors and traders)=11							
	Categories	Members of cooperatives (n1)		Managers of abattoirs (n2)		Government officials (n_3)		Collectors and traders (n_4)	
		Freq.	Percentage %	Freq.	Percentage %	Freq.	Percentage %	Freq.	Percentage %
1 Sex	Male	21	84	36	92.3	9	69.2	15	100
	Female	4	16	3	7.7	4	30.8	0	0
2 Age (in terms of years)	≤18	8	32	4	10.3	4	30.8	2	13.3
	18-36	12	48	23	59	4	30.8	9	60
	37-63	5	20	12	30.8	5	38.5	4	26.7
	> 63	0	0	0	0	0	0	0	0
3 Marital status of respondent	Single	6	24	4	10.3	2	15.4	0	0
	Married	19	76	35	89.7	11	84.6	15	100
	Divorce	0	0	0	0	0	0	0	0
	Widowed	0	0	0	0	0	0	0	0
4 Education status	Illiterate	8	32	0	0	0	0	0	0
	Read and Write	6	24	0	0	0	0	0	0
	Elementary	11	44	0	0	0	0	8	53.3
	Secondary	0	0	0	0	0	0	7	46.7
	Diploma	0	0	0	0	0	0	0	0
	Graduate	0	0	36	92.3	12	92.5	0	0
	Postgraduate	0	0	3	7.7	1	7.7	0	0
	PHD	0	0	0	0	0	0	0	0

Source: Owen

12 (92.5%) government organization participants are graduate and 1(7.7%) post graduate and lastly 8

(53.3%) traders and collectors completed their elementary school and the rest 7(46.7%) secondary school. This indicate that that most of the government officials, NGOs, meat export employees in managerial position and traders are educated and have good understanding of the livestock market

4.4. Livestock cooperatives members and officials response analysis

4.4.1 Existing livestock cooperative structure and activity

As shown in table 4.2 below, 6 (24%) livestock cooperatives were established between 1-5 year, 13(52 %) of respondent stated that their cooperatives were established in between 6-10 years interval. Moreover, 6 (24%) of respondents believed that their cooperative waited in the service delivery line in between 11-16 years. This indicates that the majority of respondents have a good experience in livestock market.

Regarding legality of the cooperatives 100 % respondents stated that they have legal license to do the business. This indicates that it as easy to get the license to establish their cooperatives.

According to the types of animals that the cooperatives sold to abattoirs, 19 (76 %) of them stated that they sell sheep and goat and rest 6 (24 %) of respondents sell sheep, goat and cattle.

To assess the availability of working capital 25 (100 %) of respondents have above 100,000 Birr working capital, The 22 (88 %) respondents informed that their source of working capital were their own capital, However, the remaining 3 (12 %) cooperatives were get support from NGOs. This shows that there is less support to cooperatives to encouraging their business from government and other organization.

About working capital sufficiency the entire respondents, 25 (100 %), stated that is not sufficient to run their business. This indicated the cooperatives need more money to run their business.

To know members and officials commitment in participation with in livestock cooperatives activity the assessment result indicate that 25 (100 %) of respondents stated that members and officials are not committed to do business with cooperatives.

From those who are not committed all the entire, 25 (100 %), respondents stated that awareness problem is the best preferred reason for lack of commitments to do with in livestock Cooperative

Table 4.2: livestock cooperatives structure and activity

Sr. No	variables	Categories	frequency	Percentage (%)
1	Establishment of the cooperatives	Less than one year	0	
		1-5 year	6	24.0
		6-10 years	13	52
		11-16 years	6	24
		More than 16 years	0	0
2	License possession	Yes	25	100
		No	0	0
3	Opinion on possibility of obtaining licence	Yes	25	100
		No	0	0
4	Types of animal provide to abattoirs`	cattle only	0	0
		camel only	0	0
		goats only	0	0
		goat and sheep	19	76
		sheep only	0	0
		goat, sheep and cattle	6	24
5	Current working capital	5000-20000 birr	0	0
		21000-50000 birr	0	0
		51000-100000birr	0	0
		Above 100000 birr	25	100
6	Source of working capital	Government	0	0
		NGOs	3	12
		Owen	22	88
		Others	0	0
7	Working capital sufficiency to operate the business	Yes	3	12
		No	22	88
8	Members Commitment to operate the business	Yes	0	0
		No	25	100
9	Reasons for members un willingness to operate the business in collaborative way	Family problem	0	0
		Lack of awareness	25	100
		Financial shortage	0	0
		Lack of time	0	0

Source: Owen

4.4.2 Available facilities to engage in livestock cooperative markets in the region

4.4.2.1 Credit facility

According to the entire, 25 (100.0%), cooperatives member participants response there is no any governmental, nongovernmental micro finance, local companies, trade sectors and others credit service provider in their surroundings. As, their evaluation, the credit provision is very poor. Since, the cooperatives are poor accesses to credit and the business needs more money and it has an impact on their business.

Table 4.3 Availability of credit service in area

Sr.No	variables	Categories	frequency	Percentage (%)
1	Credit service availability	Yes	0	0
		No	25	100
2	Institution provide credit to cooperatives	Micro finance	0	0
		Government	0	0
		Local company	0	0
		Other trader	0	0
		Other lender	0	0
3	Evaluation of access to credit	Very poor	25	100
		Good	0	0
		Moderate	0	0
		Very poor	0	0

4.4.3 Existing livestock cooperatives marketing linkage performance in the region

As shown in table 4.4 below 15 (60 %) of respondents stated that they have formal legal contract between cooperatives and export abattoirs to supply livestock whereas the remaining 10 (40%) respondents stated that they do not have. In other way direction, all those 25 (100 %) respondents believed that the administration is very weak. As their opinion of the main reason why the legal contract is ineffective due to both lock of coordination and mistrust by both parties. This indicates that week contract can make a negative effect between livestock cooperatives and abattoirs.

In assessing the demand situation the entire participants, 25(100 %), confirmed that the demand side going to meat exporter. In assessing supply situation all the respondents stated that there is no consistency in supply livestock to export abattoirs this is due to price related problem said 12 (48%) participants, 6 (24%) participants said in the cause of demand related problem and the remaining 7(28%) respondents informed that due to financial shortage.Moreover, the entire respondents stated that there is intimidators in their areas and 17(68%) and 8 (32%) respondent explained brokers and collectors respectively are the intimidators.In Assessing supply interval 9 (36 %) and 16 (64%) of the respondents stated that weekly and two time per month respectively and regarding livestock meet standard weight 100 % respondent stated that the animals are not meet the standard weight. Their main reasons why not meet the standard weight due to feeding system, veterinary problem, food shortage, and trekking problem. In the case of cooperatives supplying animals to export abattoirs 17(68%) and 8 (32%) respondent stated that they supply from 101 to 300 and from 301 to 600 animals per week respectively. Regarding profit livestock cooperatives getting from supplying animals 9(36%) and

16(64%) respondents stated that they earned 3000-5000 and 5001-10000 Birr per week respectively in the area.

Generally 100 % respondent stated the linkage between livestock cooperatives and export abattoirs is not successful due to price related problem, demand problem, financial shortage, intermediaries, unlicensed traders and below standard weight and they are gating minimum profit from supplying animals to export abattoirs.

Table 4.4 Opinion on existing livestock cooperatives marketing linkage

Sr. No	variables	Categories	frequency	Percentage (%)
1	Legal contract	Yes	15	60
		No	10	40
2	Opinion on legal contract administration	Weak	25	100
		Moderate	0	0
		Strong	0	0
		Very strong	0	0
3	Reason for the ineffectiveness of legal contract	Lack of coordination	0	0
		Mistrust by both parties	0	0
		Both are the reason	25	100
4	Opinion on abattoirs demand	Yes	25	100
		No	0	0
5	Reasons for the demand inconsistency	Price problem	0	0
		Financial shortage	0	0
		transportation	0	0
		Information problem	0	0
		demand problem	0	0
				0
6	0penion on supply performance	Yes	0	0
		No	25	100
7	Reasons for the supply inconsistency	Price related problem	12	48
		Demand problem	6	24
		Transportation problem	0	0
		Information problem	0	0
		Financial shortage	7	28
8	Opinion on intermediary found in the market	Yes	25	0
		No	0	0
9	Intermediaries found in the market	Local traders	0	0
		Brokers	17	68
		Collectors	8	32
10	Interval to supply livestock	Weekly	9	36
		Two time per month	16	64
		Once per month	0	0
		Quarterly	0	0
11	cooperatives supplying animals to export abattoirs per week	≤100	0	0
		101-300	9	36
		301-600	16	64
		≥600	0	0
12	How much profit are your cooperatives getting from supplying animals per week	≤3000	0	0
		3001-5000	9	36
		5001-10000	16	64
		≥10000	0	0
13	Opinion on livestock meet standard weight	Yes	0	0
		No	25	100
14	Reasons below standard weight	Feeding system	0	0
		Veterinary problem	0	0
		Food shortage	0	0
		Trekking problem	0	0
		All	25	100
15	Opinions on the current linkage successfulness	Yes	0	0
		No	25	100

Source: Owen

4.4.4 Market information Availability

As shown in table 4.5 below, 6 (24 %) of the respondents stated that they didn't get update market information while the remaining 19 (76 %) respondents get the information. Most of the respondents, 16 (64 %), information sources are Pastoral Agricultural Dev.biro weekly and monthly marketing report and 9(36 %) of the remaining respondents indicate that the source of the information are traditional Dagu system. In other way round, as the opinion of 16 (64 %) respondents the availability of market information in the are very poor. Likewise, the remaining 9 (36 %) respondents believed that there is poor market information in their surroundings. All in all this result shows that there is very poor information system and this make impact on cooperatives marketing activities to sell bellow the current price in market place.

Table 4.5 Availability of market information

Sr. No	*variables*	*Categories*		
			frequency	*Percentage (%)*
1	*Up to date market information availability*	*Yes*	*6*	*24*
		No	*19*	*76*
2	*Source of information*	*Pastoral Agricultural Dev.berou*	*16*	*64*
		Trade and industry berou	*0*	*0*
		Radio and television	*0*	*0*
		Customer	*0*	*0*
		News paper	*0*	*0*
		Dagu	*9*	*36*
		Other trader	*0*	
4	*Response on time period information available*	*Daily*	*0*	*0*
		Weekly	*16*	*64*
		Monthly	*16*	*36*
		Quarterly	*0*	
5	*Evaluation on the availability of the information*	*Very poor*	*21*	*84*
		poor	*4*	*16*
		Moderate	*0*	*0*
		Good	*0*	*0*
		Very Good	*0*	*0*

4.4.5 Market Accessibility

As shown in table 4.6 below, 19 (76 %) respondents stated that there is livestock market centre in the area where as the remaining 6(24 %) stated that there is no livestock market centre in the area. Regarding to the distance to get the livestock markets place 6 (24 %) of respondents explained that they should travel from 1 to 2 Km to get the nearest market, the other 9 (36 %)

respondents have to travel from 3 to 5 Km, 6(24%) respondents travel 6-10 Km and the remaining 4(16%) respondents travel above 10 Km to get the market. Basically, as the entire participants response only primary markets are found in their area.

Under the consideration of market functionality 15(60 %) respondents stated that the market is functional, the other 6(24%) respondents states that the market is same functional and the reaming 4(16%) respondents informed that the market centre in their area are non functional . According to the above survey in relation to livestock market facility like veterinary service, water availability and animal shade are 2 (8%) moderate, 4(16 %) are poor and 19 (76 %) are very poor respectively.

In general in most livestock market centre where livestock cooperatives running their activity are far, not fully functional and a very poor facility like veterinary service, water availability and animal shade so the lack of availability of this facility have an impact on improvement of livestock market performance .

Table 4.6 Availability of market centre in the area

Sr.No	variables	Categories	frequency	Percentage (%)
1	Livestock market centre availability	Yes	19	76
		No	6	24
2	Distance to livestock market centre	1-2 Km	6	24
		3-5Km	9	36
		6-10 Km	6	24
		Above 10 Km	4	16
3	Types of market place in area	Primary	25	100
		Secondary	0	0
4	Functionality of market centre	Functional	15	60
		Sami functional	6	24
		Non functional	4	16
5	Opinion on facility of market centre veterinary service, water availability and animal shade	Very poor	19	76
		poor	4	16
		Moderate	2	8
		good	0	0
		Very good	0	0

Source :Owen

4.4.6 Transportation facility

As shown in table 4.7 below, 19(76%) respondents responded that there are transportation service facility; whereas the rest 6(24%) respondents stated that transportation problem is obvious in their area. When we see the affordability 9(36%) respondents stated that the

transportation cost is fair; while the remaining 16(64 %) respondents said the price of the transportation is not affordable. So they are supposing to use animals buck or on foot travel.

This indicates that the transportation in the area are poor and even if there is the access, the fee is not reasonable. In that regard the majority of cooperatives enforced to use backward transportation system.

Table 4.7 Availability of transportation service in the area

Sr. No	variables	Categories	frequency	Percentage (%)
1	Transport facility on the area	Yes	19	76
		No	6	24
2	Opinion on the price affordability	Affordable	0	0
		Partially affordable	9	36
		Non Affordable	16	64
3	Alternative transportation system used	Back Animals	0	0
		On foot	25	100
		Others	0	0

Source :Owen

4.4.7 Service availability on the area

As the below table 4-8 indicated, 25 (100 %) of the respondents are convinced animal health post found in their areas. However, the majority, 21(84 %), of the respondents informed that animal those health posts/clinics are currently functional, whereas in the rest 4(16 %) respondents area the facilities are dysfunctional. Regarding availability, 11(44%) of participants informed forage and water are available in the area, while the remaining 14(56 %) respondents said that there are no as such kinds of service in their areas. Obviously, as per the entire 25 (100 %) participants respond service availability in their area is poor. It is clear that availability of animal health post and clinics, watering and forage are poor so this have own impact on livestock market linkage created between livestock cooperatives and abattoirs.

Table 4.8 Availability of service facility in the area

Sr. No	variables	Categories	frequency	Percentage (%)
1	Availability of animal health post/clinic	Yes	25	100
		No	0	0
2	Opinion on functionality of animal health post/clinic	Functional	21	84
		Non functional	4	16
3	Availability of water and forage in the area	Yes	11	44
		No	14	56
4	Opinion on the adequacy of the service	Very good	0	0
		Good	0	0
		Moderate	0	0
		poor	25	100

Source :Owen

4.4.8 Training facility

As shown in table 4.9 below 16(64 %) respondents stated that they get professional training; but, the remaining 9(36 %) respondents informed that they did not get. From those who get training 9(56 %) of them got management training and 16 (44 %) of the remaining respondents got financial training. According to those trainers respond all of them got one times starting trainee during their establishment of the cooperatives.

From these results anyone can conclude that the training in which cooperatives members and officials have got are not enough and not continuous so without strengthen the livestock cooperative through capacity building activity there will be an effect on performance of cooperatives and the linkage with export abattoirs.

Table 4.9 Opinion on training facility

Sr. No	variables	Categories	frequency	Percentage (%)
1	Training availability	Yes	16	64
		No	9	36
2	Types of training taken	Management training	9	56
		Financial training	7	44
		Animal feeding system	0	0
		Other	0	0
3	Opinion on periodicity of taking training	One times	16	100
		annually	0	0
		Others	0	0

Source :Owen

4.4.9 Constraint in the current marketing linkage

As per the entire respondents respond there are problems in the livestock linkages between cooperatives and export abettors. According to their report price instability 4(16%), week agreement 3(12 %), inadequate infrastructure 3(12 %), demand supply problems 3(12 %), limited access to credit 3(12 %), trading practise of cooperatives 3(12 %), drought 3(12 %) and mutual understanding 3(12 %) are the common once. This indicate that when the price is instable, the agreement of market linkage between cooperatives and abattoirs are week, infrastructure facilities problem exist in the area , the limited credit availability makes financial shortage low trading practice of cooperatives in their activities, the drought occurrence in different time and lack of awareness in mutual understanding in business makes an effect on the market linkage between livestock cooperatives and export abattoirs.

Table 4.10 Problem exist in current market linkage

Sr. No	variables	Categories	frequency	Percentage (%)
1	Problem occurrence on the linkage	Yes	25	100
		No	0	0
2	Kinds of problem exist on the linkage	Price instability	4	16
		Week agreement	3	12
		Inadequate infrastructure	3	12
		Demand and supply problem	3	12
		Limited access to credit	3	12
		Lock of regulation unlicensed	0	0
		Treading practise of cooperatives	3	12
		Drought	3	12
		Mutual understanding	3	12
3	Opinions on the current linkage successfulness	Yes	0	0
		No	25	100

Source :Owen

4.5 Export abattoirs officials' response

4.5.1 Common issues in meat export business participants

Some general questions were raised to meat export businesses participants regarding their previous business endeavours, level of their initial capital to start current businesses, important skills required in their respective trade, etc. Results of issues concerned meat exporters are tabulated and presented as follow:

4.5.1.1 Previous business engagements of meat exporters

As the below table 4-11 elaborate, from the entire participants, 39 (100.0%), 9 (23.1 %) of them previously engaged in meat exporter firms agents. But, 18(46.2 %) participants were engaged in big trade, likewise, the remaining 12(30.8 %) patricians were in the medium trade work.

When respondents asked to specify their experience in meat export business endeavours, 21 (53.8 %) of them said they have 1- 4 years and 18 (46.2 %) have from five year up to nine years of experience.

Table-4.11: Previous business engagements of Meat exporters

Items	(N=39) Categories	Frequency	Percentage (%)
Type previous business engagements of respondents	Exporter's agent	9	23.1
	Small trade	0	0.0
	Big trade	18	46.2
	Medium trade	12	30.8
Experience of respondent in meat export businesses	1-4 years	21	53.8
	5-9 years	18	46.2
	> 9 years	0	0.0

(Source: Owen research result)

4.5.1.2 Source initial capital and level of current business capital of meat exporters

As the below table 4-12 elaborate According to 9 (23.1 %) respondents response, initially, for the meat export businesses got a source from their personal income savings, the other 10 (25.6 %) borrowed from their relatives or friends and the rest 20 (51.3 %) got their initial capital from financial institutions.

On the other hand, as to the current scale of business capital of firms engaged in meat export becomes 100 % large-scale business capital levels. This indicates that majority of them are running their business in large-scale of business capital. So, if some means of enough financial access is created, then there is a potential ground for expansion of meat export businesses in the area.

Table-4-12: Source initial capital and level of current business capital of meat exporters

Items	(N=39) categories	Frequency	Percentage (%)
Sources of initial capital to start meat export business	Personal savings	9	23.1
	Family support	0	0.0
	Borrowed from relatives or friends	10	25.6
	From financial institutions	20	51.3
Respondents business capital they deal with in their meat export firms	Small-scale	0	0.0
	Medium-scale	0	0.0
	Large-scale	39	100

(Source: Owen)

4.5.1.3 Skills learnt by respondents and important skills needed in business

Livestock markets were the major skill learning grounds; in that regard the study want how the respondents improve their skills, as a result 27 (69.2 %) of respondents get knowledge from apprenticed meat exporters. However, the remaining 12 (30.8 %) respondents were got the skills from their market interaction. Jointly, the study asked the respondents according to their opinion what is the important skills required to being effective meat export, as a result 12 (30.8 %) respondents said interpersonal skills is crucial, 6(15.4 %) said social knowledge. But the majority, 21 (53.8 %), respondents said knowledge of business management is the beast one to being effective meat exporter (Table 4.13).

Table: 4.13: Skills learnt by respondents and important skills needed in business

Items	(N=39) Categories	Frequency	Percentage (%)
Source of learnt skills by respondents	From family or relatives	0	0.0
	Apprenticed to experienced exporter	27	69.2
	Learnt from market	12	30.8
Important skills needed to be effective meat exporter	Interpersonal skills	12	30.8
	Social knowledge	6	15.4
	Business Mgt knowledge	21	53.8

(Source: Owen research result)

4.5.1.4 Major purchase markets, suppliers, and problems encountered by meat exporters

As illustrated in table 4.14, below, all meat exporters, 39 (100.0%), in Mojo and Dberzit are purchase animals from primary markets. Hence, primary markets near to local producers are major purchasing markets of respondents. The major problems in animal purchasing markets of those respondents, 15(38.5%), are price disputes. The other largest problem is fluctuations in livestock supply at high demands animal quantity 12 (30.8 %) , the problem is quality problem 9 (23.1 %), and 3 (7.7 %) is problem related to health and inspection. Respondents were requested to identify their major livestock suppliers and their responses indicate that, 12 (30.8 %) said nearby producers, 6 (15.3 %) purchase animals from other woredas of the region, 3(7.7 %) said neighbouring regions markets, and 18(46.2 %) said all are their suppliers.The researcher tried to investigate existing problems that discouraged them to purchase animals from nearby producers in their surroundings and their responses indicated, that 11 (61.1 %) due to nearby producers unreasonable price increases, 3 (16.7 %) said livestock health problems and 4 (22.2 %) said due to quality problems.

Thus, this result reveals the fact that lack of cooperation between producers and their trading partners is the major problem that did not get due attention by pastoral and agricultural sectors of the district. But, traditional production system of pastoralists in the vicinities of the districts has 18 (46%) very much hinders, 12 (30.8 %) less hindrance and 9 (23%) did not hinder performance that effects to livestock marketing participants. However, livestock quality related problems are common to local and neighbouring regions herders and marketers as well.

Table-4-14: Major purchase markets, suppliers, and problems encountered by meat exporters

List of items	Categories	(N=39) Frequency	Percentage (%)
Major purchasing markets of meat exporters	Primary markets	39	100.0
	Secondary markets	0	0.0
Major problems encountered in purchasing markets	Price disputes	15	38.5
	Quality problems	9	23.1
	Quantity problems	12	30.8
	Health and inspection	3	7.7
Major animal suppliers of meat exporters	Nearby producers cooperative members	12	30.8
	Other Woredas in Afar	6	15.3
	Neighbouring regions' markets	3	7.7
	All are our sources	18	46.2
Respondents major reasons not to buy animals from nearby producers	Price hicks	11	61.1
	Health problems	3	16.7
	Quality problems	4	22.2
	Lack of cooperation	0	0.0
	Traditional production practices	0	0.0
	Very much hinders performance	18	46.2
Impact of unexacting market structures towards firm performance	Less hindrance to performance	12	30.8
	It did not hinder performance	9	23.1

Source: Owen

4.5.2 Meat Export Supply Chain Practice and Performance

This part deals with the second and third specific objectives and tries to address the two objectives by analysing and interpreting responses and result on meat export supply chain practices applied by meat exporters who are operating in Mojmo and Dewbrzit towns with levels of their performances. The presentation is based on the seven independent variables, i.e., quality, efficiency, supply, market information, market facilities, government structure and credit accesses, and the dependent variable competitiveness as framed in the conceptual framework.

Five likert scale questions have been developed in the questionnaire that distributed to the meat exporters groups respondents (1=Very low, 2=Low, 3=Average, 4=High, and 5=Very high). Based on this inquire the researcher considers the sub-variables application by taking the average response mean values for each item designed to evaluate sub-variables. Therefore, results with mean values of 1=Very poor, 2= Poor, 3=Average, 4=Good, and 5=Very good, performances to evaluate of the overall performance of the principal variables of quality, efficiency, market information, market facilities, supply, credit access, government structure and competitiveness. So, the average group mean values of their respective sub-variables are considered as overall performance of measurement for each principal variable.

4.5.3. Meat quality attributes

To investigate the practice of meat exporters, five quality attributes are developed in the questionnaire in which items including for the other variables in conceptual framework .This part of meat quality attributes presentation tries to address the specific objective and related quality assurance problems with regard to meat exporter firms' respondent practices.

As depicted in table 4.15 below, those five items were used to evaluate meat exporters quality assurances and extent of their practices. Ensuring health, weight, and age of live animals, grade, safety and welfare, having required skill in traders and skilled and experienced employees in export firms, inspections and testes records are main attributes of quality. Because, meat quality is the paramount important indicator for the existence of competitive supply chain participants in the business.

As results in the table below indicates, live animal health, weight, and age are important indicators of quality to traders and 28.2 % agree, 48.7 % very agree, with mean value 4.08, livestock grade, and safety and welfare scores mean value 3.77 and 4.03 respectively. The above three attributes of quality have high average scores of mean; even though they needs an improvements. On the other hand, skilled and experience of meat exporters 5.1% of respondents said, disagree with mean value 3.2 which is nearest to the average, and 23.1 % said that they did not have good records of inspections and tests with mean value of 3.26 similarly near to the average.

Thus, meat export firms respondents are found to be in their low level of required skills and experiences, did not perform the very good level of inspections and tests which are crucially important parameters especially for export markets. The live animal overall quality sub-variables group-mean score is nearer to the average that needs further enhancements.

Table-4-15: Meat quality attributes responses

Quality items	Very disagree (%)	Disagree (%)	Neutral (%)	Agree (%)	Very agree (%)	N	Mean	St. deviation
Meat safety, health, weight and age are important indicators of quality in your firm.	5.1	7.7	10.3	28.2	48.7	39	4.08	1.18
Meat grade (in terms of weight and age) is a paramount importance in your firm	5.1	7.7	15.4	48.7	23.1	39	3.77	1.06
Your firm believes animal welfare and safety are of paramount importance.	2.6	12.8	7.7	33.3	43.6	39	4.03	1.14
Your firm has skilled and/experienced workers in live animal trade or export businesses.	7.7	5.1	17.9	35.9	33.3	39	3.82	1.19
Your firm has good records of all inspections and tests performed.	7.7	23.1	25.6	23.1	20.5	39	3.26	1.25

(Source: Owen)

4.5.4 Efficiency

The levels of efficiency meat export and their performances with respect to each principal variables and related problems existed within the supply chain participants. The research obtained from meat exporter firms' respondents are presented below:

4.5.4.1. Extent of Efficiency in terms of operations

Efficiency as competitiveness indicator is defined as cost reductions enhancement to plan, make, source, delivery the products to consumers. With regard to this definition of efficiency, one general question was requested to meat exporters to investigate their overall idea on the extent of efficiency in operations cost minimization and none of them responded that there is no such capability, and 39(100%) said "yes". This indicates that all the entire respondents are efficient in minimizing operational costs in their meat export businesses (Table 4.16).

Table-4-16: Level of efficiency in operations cost minimization of meat exporters

Item	N=39 Categories	Frequency	Percentage (%)
Level of respondents efficiency in operations cost minimization	Yes	39	100
	No	0	0

(Source: Owen researcher's survey)

In addition to this general question six operational cost items have been designed to evaluate respondents' tendencies towards efficiency in terms of cost minimization and making higher profits. Regarding level of efficiency in low inventory costs, 5.1 % of the respondents said very disagree, 7.7%

disagree, and level of efficiency in high labour cost, 5.1 % and 7.7 % said very disagree and disagree respectively. Joining with low inventory and high labour costs scored mean value of 4.08 and 3.77 respectively. In terms of transportation cost, 2.6 % and 25.6 % of the study participants said very disagree and disagree, 25.6 % and 20.5 % responded agree and very agree with a mean score of 3.36 which is nearer to the average mean. With regard to operational cost minimization practices, a total of 7.7 % and 12.8 % of the respondents tended to very disagree and disagree; only 41 % agreed with 3.23 mean score (Table 4.17).

Similarly, level of minimal waste costs, and level of making high profits in meat export businesses are average and good with mean score of 3.5 and 4.03 respectively. These results indicate that meat exporters in the study towns are somehow efficient in the overall operational cost minimization and they must exert significant efforts in organizational setup and skill requirements in order to become competitive firms in both domestic and international markets.

Table: 4.17: Items on efficiency performances of meat exporters

	Very disagree (%)	Disagree (%)	Neutral (%)	Agree (%)	Very agree (%)	N	Mean	St, deviation
Your firm has had a low inventory cost.	5.1	7.7	10.3	28.2	48.7	39	4.08	1.18
Your firm has had high labour costs.	5.1	7.7	15.4	48.7	23.1	39	3.77	1.06
Your firm has had low transportation costs	2.6	25.6	25.6	25.6	20.5	39	3.36	1.16
Your firm has had low operations costs.	7.7	12.8	33.3	41.0	5.1	39	3.23	1.01
Your firm has had minimal waste cost.	5.1	17.9	41.0	28.2	7.7	39	3.50	0.99
Your firm has made high profits.	2.6	12.8	7.7	33.3	43.6	39	4.03	1.14

(Source: Owen)

3.6 Governance Structure

This part of the study deals with governance structure, their performance and existing problems related to these principal variables in order to address the specific objective of the research.

As shown below table 18, meat export trade and export participants responded towards the existence of strong level of coordination; as a result a total of 51.3% of them disagree and out of which, 15.4% of them said very disagree, 35.9% disagree, 28.2% remained undecided, 15.4% of them agree and only 5.1% of them said very agree with a mean value of 2.59. Likewise, respondents responded towards the inexistence of trading partners and firms have strong coordination; consequently 10.3% of the participants responded very disagree, 28.2%

said disagree, 20.5% undecided, 25.6 % of them agreed and 15.4% very agreed with the absence of transactional disputes against trading partners, the mean value is 3.08. The third item deals with whether the respondents agreed with the existence of formalized transactions that governed by rules, procedures and policies or not. Thus, 7.7% respondents said very disagree, 20.5% disagree, 35.9% remain undecided, 25.6% said agree, and 10.3% of them said very agree with mean score 3.10.

In the forth item the researcher want to know the level of respondents agreement about the extent of having negotiation power in each individual supply chain partners; so, 23.1% of the study participants said very disagree, 23.1% disagree, 25.6% remain undecided, 17.9% and 10.3% of them agreed and very agree, respectively, that they have negation power in dealing with trading partners, with mean value of 2.69.

Finally, the study wants to know the opinion level of respondents toward the presence of transactional disputes with the trading partners; as a result, 25.6 % of the study participants said very disagrees, 28.2% disagree, 23.1% undecided, 10.8 % agree, and 12.8% very agree with mean value 2.56.However, with the grand average of 2.8, meat export trade and governance structure has a significant gap on levels of coordination, formalized transactions, long-term contracts, detailed trade exchange conditions, and negation power among chain participants.

Table: 4.18. Governance Structure

Government structure items	Very disagree (%)	Disagree (%)	Neutral (%)	Agree (%)	Very agree (%)	N	Mean	St,. deviation
your firm has a detail conditions of exchange and long-term contractual agreement	15.4	35.9	28.2	15.4	5.1	39	2.59	1.09
your firm and its trading partners have strong coordination	10.3	28.2	20.5	25.6	15.4	39	3.08	1.27
your firm has formalized transactions with the partners governed by rules, procedures and policies agreed up on	7.7	20.5	35.9	25.6	10.3	39	3.10	1.10
your firm has strong negotiation power	23.1	23.1	25.6	17.9	10.3	39	2.69	1.30
your firm has no transactional disputes with the trading partners	25.6	28.2	23.1	10.3	12.8	39	2.56	1.33

(Source: Owen)

3.4. Supply *sustainability*

Distinctive competitive advantage can be achieved when accompany get raw material from its suppliers in sustainable manner. Hedges and Olkin (1980), identified in their studies that input supply consistency in terms of both quality and quantity were important and critical factor for the competitiveness of agro processing industries in Brazil. They identified that companies with consistence supply are more competitive and dependable. Analysis of existence this activity described in the following ways:

As table 4.19 reveals elements that would determine sustainable supply of live animal to meat export abattoirs. The result indicated that average of live animal suppliers meeting meat export abattoirs demand; since, the overall mean of sustainable supply is 3.81. Majority respondents indicated their agreement on abattoir average daily demand is satisfied by live animals, 4.08, abattoir has meat rejection rate due to poor animal condition is low, 3.77, there is quality live animal supply (required age, weight and good dressing percentage) to export abattoirs, 4.08, and there is continuous live animal supply throughout the year to the export abattoirs, 3.34. Therefore, these results supports the report of Getachew et al. (2008) which state that despite of the fact that Ethiopia has the large livestock resource in Africa, there is critical problem of cosistent animal supply for export abattoirs' in terms of both quantity and quality.

Table 4-19 supply sustainability

Sustainable supply items	Very disagree (%)	Disagree (%)	Neutral (%)	Agree (%)	Very agree (%)	N	Mean	St,deviation
Your abattoir average daily demand is satisfied by live animals	5.1	7.7	10.3	28.2	48.7	39	4.08	1.18
Your abattoir has meat rejection rate due to poor animal condition is low	5.1	7.7	15.4	48.7	23.1	39	3.77	1.06
There is quality live animal supply (required age, weight and good dressing percentage) to export abattoirs	5.1	7.7	10.3	28.2	48.7	39	4.08	1.18
There is continuous live animal supply throughout the year to the export abattoirs	5.1	7.7	17.99	46.2	23.1	39	3.34	1.07

(Source: Owen)

3.7 Credit

As illustrated in table 4.20 below, the study inquired the respondent opinion about abattoir has market linkage with livestock cooperatives which have credit service availability; as a result 7.7% of the study

participants responded very disagree, 23.1% said disagree, 23.1% remained neutral, 23.1% agreed, and 20.5% said very agree with mean value 3.26. With regard to the presence of different institution provide credit to the livestock cooperatives which have market linkage with the abattoirs, 5.1% of the respondents said very disagree, 7.7% disagree, 10.3% remained neutral, 28.2% said agree, and 48.7% said very agree with mean value of 4.08; which is good level but the credit access to other actors like livestock cooperatives is found in its low level.

Table: 4.20 Credit facilities

Credit facility items	Very disagree (%)	Disagree (%)	Neutral (%)	Agree (%)	Very agree (%)	N	Mean	St. deviation
Your abattoir has market linkage with livestock cooperatives which have credit service availability	7.7	23.1	25.6	23.1	20.5	39	3.26	1.25
There are different institution provide credit to the livestock cooperatives which have market linkage with your abattoirs	5.1	7.7	10.3	28.2	48.7	39	4.08	1.18
Your abattoir has market linkage with the livestock cooperatives which have meet credit provider institution requirements	5.1	7.7	15.4	48.7	23.1	39	3.77	1.06
There is a good satisfaction regarding credit accessed	5.1	2.6	12.8	61.5	17.9	39	3.85	0.93

(Source: Owen)

3.8 Access to market information

Some general questions were provided to meat export managers that operate in Mojo and Debrzit to assess the sources of market information, accessibility, quality, and level of information sharing among participants. Thus, results and respective presentation are as follows.

As a table 4.21 below indicated, whether the respondents agreed about the statement which is said "abettors have getting an advantage up to date market information availability of cooperatives" or not; consequently, 5.1% of the respondents responded very agree, 17.9 % said agreed, 41.0% said remained neutral, and the remaining 28.2% agreed and 7.7% very agree with the mean value of 3.15.

In addition to domestic market information, the study have to check whether there are a lot of source of information to the livestock cooperatives or not; as a result 5.1% of the respondents said very disagree, 7.7% disagree, 15.4% remained neutral, 48.7% said they agree, and 21.3% said very agree with mean value 3.77.

Likewise, the researcher want to look the respondents level of evaluation about the inquire which is stated that is there a good satisfaction regarding foreign markets price, supply and demand information accessed; so, 2.6 % of the respondent said very disagree, 12.8% disagree, 7.7 % remained neutral, 33.3% said they agree, and 43.6% said very agree with mean value 4.02. Hence, these results indicate that exporter firms did have modern means of information access for their managerial decisions.

The last item on the information part of the questionnaire was asked the agreement level of the respondent about the statement said "either there is more frequent trends, experiences of traders and exporters in sharing business information with trading partners within their supply chain or not". According to their response 5.6% of the respondents said very disagree, 2.6% disagree, 12.8% remained neutral, 61.5% said they agree, and 17.9% said very agree with mean value 3.85.

Table 4.21 Access to market information

Access to market information items	Very disagree (%)	Disagree (%)	Neutral (%)	Agree (%)	Very agree (%)	N	Mean	St. deviation
Your abettors have getting an advantage up to date market information availability of cooperatives	5.1	17.9	41.0	28.2	7.7	39	3.15	0.99
There are a lot of source of information to the livestock cooperatives	5.1	7.7	15.4	48.7	23.1	39	3.77	1.06
There is a good satisfaction regarding foreign markets price, supply and demand information accessed	2.6	12.8	7.7	33.3	43.6	39	4.03	1.14
There is more frequent trends of information sharing with livestock	5.1	2.6	12.8	61.5	17.9	39	3.85	0.93

Source: Owen

3.9 Access to market facilities

This part of the study focuses on the existing major challenge of access to market facilities in the target areas of the research. Accordingly, some general questions were provided to meat export managers in order to get their overall insights regarding major business problems they frequently encountered such as the availability of animal health post/clinic in the market facilities, opinion on the functionality of most animal health post/clinic in the livestock market, the availability of water and forage in the area and opinion on the adequacy of the service. Respondents' answers are presented as below:

As shown in table: 4.22 below, the study measures the agreement level of the respondents about the availability of animal health post/clinic in the market facilities; as a result 15.4% of the respondent said very disagree, 7.7% disagree, 10.3% remained undecided; whereas, 28.2% of them agree, and 48.1%

of them said very agree with mean value 4.8. Jointly, the researcher asked the level of the respondent opinion on functionality of most animal health post/clinic in the livestock market; thus, 5.1% of the respondents responded very disagree, 7.7% said disagree, 15.4% undecided, 48.7 % of them agreed and 23.1% very agree with the mean value is 3.77.

The other item deals with availability of water and forage in the area; so, 2.6% study participants said very disagree, 12.8% disagree, 7.7% remain undecided, 33.3% said agree, and 43.6% of them said very agree with mean score 4.03.

Finally ,the last item deals with opinion on the adequacy of service; as the result 5.1% of the study participants said very disagree, 2.6% disagree, 12.8% remain undecided, while, 61.5% and 17.9% of them agreed and very agree, respectively, that they have opinion on the adequacy of the service, with mean value 3.85.

Table 4-22 market facilities

Access to market facilities items	Very disagree (%)	Disagree (%)	Neutral (%)	Agree (%)	Very agree (%)	N	Mean	St, deviation
There are availability of animal health post/clinic in the market facilities	5.1	7.7	10.3	28.2	48.7	39	4.08	1.18
Opinion on functionality most of animal health post/clinic in the livestock market	5.1	7.7	15.4	48.7	23.1	39	3.77	1.06
There are availability of water and forage in the area	2.6	12.8	7.7	33.3	43.6	39	4.03	1.14
There are opinion on the adequacy of the service	5.1	2.6	12.8	61.5	17.9	39	3.85	0.93

Source: Owen

3.8 Competitiveness

Firm is able to use modern technology duo to competitiveness, firm is able to be profitable due to competitiveness, firm is able to be preferable than other abattoirs due to competitiveness, firm has strong negotiation power with livestock cooperatives duo to competitiveness and the firm have business assistances and supports from the concerned government institutions due to competitiveness. Taking this concept under consideration, the below table tried to see whether meat exporters are gaining competitive advantage from the market or not.

As per the respondents response average level for each items, this study got the following results: competitiveness of meat export industry measured in terms of firm is able to use modern technology (M=4.03), maintain its able to be profitable (M=3.77), able to be preferable than other abattoirs (M=3.77), has strong negotiation power (M=3.26), earning more price than competitors (M=1.39), and

have business assistances and supports from the concerned government institutions (M=4.03). The cumulative mean/ grand average of meat industry competitiveness is 3.5 from five point scale which indicates majority respondents doubted about the presence of competitiveness in Ethiopian meat industry. The result is compatible with EMDIDI (2013) report which state one of the major challenges facing the meat export abattoirs has been that the 53 competitiveness of these firms in the domestic and export markets has been limited by the underutilization of their meat processing capacities.

Table 4-23 Competitiveness

Competitiveness items	Very disagree (%)	Dis-agree	Neutral (%)	Agree (%)	Very agree (%)	N	Mean	St, deviation
Your firm is able to use modern technology duo to competitiveness	2.6	12.8	7.7	33.3	43.6	39	4.03	1.14
Your firm is able to be profitable due to competitiveness	5.1	7.7	15.4	48.7	23.1	39	3.77	1.06
Your firm is able to be preferable than other abattoirs due to competitiveness	5.1	7.7	15.4	48.7	23.1	39	3.77	1.06
Your firm has strong negotiation power with livestock cooperatives duo to competitiveness	7.7	23.1	25.6	23.1	20.5	39	3.26	1.25
Your firm have business assistances and supports from the concerned government institutions due to competitiveness	5.1	7.7	10.3	28.2	48.7	39	4.08	1.18

Source: Owen

4.3. Correlation Analysis

Pearson correlation test was conducted to know the degree of factors affecting competitiveness of meat export industry in the study areas. Correlation measures the strength of the linear relationship between two variables. Thus, Pearson's correlation is used to identify whether there are relationships between the variables and to describe the strength and the direction of the relationship between those variables. According to Berndt *et al* (2005), the level of association as measured by Pearson's co-efficient falls between -1.0 and +1.0, which indicates the strength and direction of association between the two variables. The interpretation of the result is as follows; a correlation result between 0 to 1 implies positive relationship, 0 (zero) for no relationship, 1 for perfect positive relationship, -1 for perfect negative relationship and between -1 to 0 indicate the existence of negative relationship. Based on the questionnaires which were filled by the respondents of meat export industry in the study areas under the listed variables are shown in table 4.24 below. As a result, all factors except governmental structure were significant and positively related with competitiveness within the range of 0.625 to 0.850,

all were significant at p<0.01 level. All of the independent variables (quality, efficiency, supply, credit facility, market information and market facility) showed a strange level of positive relation with the dependent variable (competitiveness).

Concerning the relationship between the independent variables, table 4.26 clearly shows that figures with the symbol "*" indicate that each of the variables are significantly correlated with each other at a significance level of p<0.01.

In fact governmental structure is not significant with competitiveness (p=0.089). However, market facility is very strongly correlated with competitiveness followed with quality (p=0.000)

Table: 4.24. Correlation between the given variables

Variables	Quality	Efficiency	Governmental structure	Supply	Credit facility	Market information	Market facility	Competitiveness
Quality	**1.00**							
Efficiency	**0.642***	**1.00**						
Sig (2- td[a])	**0.000**							
Governmental structure	**-0.203**	**-0.085**	**1.00**					
Sig (2- td[a])	**0.216**	**0.605**						
Supply	**0.737***	**0.380**	**-0.428***	**1.00**				
Sig (2- td[a])	**0.000**	**0.017**	**0.006**					
Credit facility	**0.894***	**0.570***	**-0.122**	**0.585***	**1.00**			
Sig (2- td[a])	**0.000**	**0.000**	**0.459**	**0.000**				
Market information	**0.395**	**0.789***	**-0.200**	**0.168**	**0.484**	**1.00**		
Sig (2- td[a])	**0.013**	**0.000**	**0.904**	**0.307**	**0.002**			
Market facility	**0.800***	**0.796***	**-0.285**	**0.689***	**0.773***	**0.689***	**1.00**	
Sig (2- td[a])	**0.000**	**0.000**	**0.078**	**0.000**	**0.000**	**0.000**		
Competitiveness	**0.850***	**0.682***	**-0.276**	**0.733***	**0.767***	**0.625***	**0.825***	**1.00**
Sig (2- td[a])	**0.000**	**0.000**	**0.089**	**0.000**	**0.000**	**0.000**	**0.000**	

* Significance with 0.01 level of significant

4.4. Multiple regression analysis

Besides the above correlation analysis the study tried to investigate the variance predicted by selected factors on meat exporting industries competitiveness. The analysis planned to examine contribution of selected study factors to meat industry competitiveness. According to the ANOVA test result shown in table 4.25 the significance value of F statistics shows a value (0.000), which is less than p<0.05. So, anyone can give a conclusion that the model is good.

Table 4-25 Anova

Model	Sum of Squares	df	Mean Square	F	Sig.
Regression	13.171	7	1.882	38.059	.000[b]
Residual	1.533	31	.049		
Total	14.704	38			

a. Dependent Variable: Competitiveness

b. Predictors: (Constant), Market facility, Governmental structure, Market information, Credit facility, Supply, Efficiency, Quality

Jointly, other question raise if the model is good how much is the good is good. This question get an answer by the test statistics called adjusted R-square which is indicated in the below model summery table 4.26. The result presents how much of the variance in the measure of competitiveness is explained by the underlying factors of competitiveness. So, the predictor variables have accounted for 0.896 (89.6%) or adjusted R square of 0.872 (87.2%) with estimated standard deviation (0.222) of the variance in the criterion variable. The remaining 12.8 % are explained by other variables out of this model.

Table: 4.26. Model summery

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.946[a]	.896	.872	.222

a. Predictors: (Constant), Market facility, Governmental structure, Market information, Credit facility, Supply, Efficiency, Quality

The level of impact each independent variable crate on the dependent variable can be examined by unstandardized Beta coefficient. The regression coefficient explain the average amount of change in dependent variable that caused by a unit of change in the independent variable. The larger value of Beta coefficient that an independent variable has, brings the more important determinant in predicting the dependent variable.

The R-square value only indicates the variance in overall competitiveness of meat export industry as it is explained by the independent variables. However, it is observed that the extent to which each independent variables influence the dependent variable. As a result quality, supply and market information were found to be the determinant of competitiveness as the most important underlying factor of competitiveness. However, efficiency, market facilities, government structure and credit accesses are not the determinant factors of competitiveness in neither in the negative direction nor in the positive direction. These findings indicate that

quality, supply and market information of the export abattoirs at significant level enable the industries to be competitive at the desired level.

According to table 4.27 the regression unstandardized coefficients for the seven independent variables, i.e. quality, market information, supply, efficiency, credit facilities, market facilities and government structure are 0.893, 0.712, 0.596, 0.268, -0.332,-0.270 ,-0.213and -0.072 respectively. Their p-values are 0.000, 0.000, 0.007, 0.109, 0.251, 0.282 and 0.458 respectively. The variables which full fill a criterion of their significant level is less 0.05 are considered as determinant factors. This indicates quality, supply and market information are significant relationship between the dependent variable competitiveness. So, the model is formed based on the specification shown in the method of the study. And based on the model, can give the following conclusions: for a unit increment of quality taking the other effect as a constant, competitiveness escalating by 0.853 times, likewise under the consideration of Sitrus-parivuse law for the unit increment of supply competitiveness also goes up 0.268 times. Moreover, market information dissemination also helps for the increment of competitiveness.

Table: 4.27 Regression Coefficients

R = 0.948	**R^2 = 0.896**		**A. R^2 = 0.872**	**SE =-0.222**	
			F =38.059	**p = 0.000**	
Variables	**Un standardized Coefficients**		**Stand. Co**	**t-value**	**Sig.**
	B	**SE**	**Beta**		
Constant	0.109	0.491		0.222	0.826
Quality	0.853	0.211	0.813	4.050*	0.000
Efficiency	-0.332	0.201	-0.238	-1.651	0.109
Government structure	-0.072	0.096	-0.050	-0.752	0.458
Supply	0.268	0.092	0.344	2.918*	0.007
Credit facility	-0.270	0.214	-0.207	-1.266	0.215
Market information	0.712	0.134	0.667	5.324*	0.000
Market facility	-0.213	0.195	-0.191	-1.095	0.282

- * Significance with 0.01 level of significant

4.6 Government officials and NGOs response analysis

4.6.1 Current linkage performance

As shown in table 4.28 below, all the respondents, 13 (100%), sated that a government has a role to create a linkage between livestock cooperatives with export abattoirs. And also in assessing support provide by government to livestock cooperatives as the entire respondents sated that government officials they provide support to cooperatives who are engage in livestock market.

Moreover, 2(15.4 %) respondents informed that government provide an update information to cooperatives, whereas, 11(84%) of the remaining respondents stated that government provide an advisory support to cooperatives in order to handle their animals and ready to the market to get expect benefit and to be competitive with other cooperatives. From this the government play the vital role on creating of the linkage and advisory service to livestock cooperative but its support is not enough in a veterinary and financial support and other related issues.

Table 4-28 Government officials and NGOs role and support in the market linkage

Variable	Categories	Frequency	Percentage (%)
The role of government in the linkage	Yes	13	100
	No	0	0
Opinion on the government support	Yes	13	100
	No	0	0
Kinds of support provide by the government to the livestock cooperatives	Animal veterinary	0	0
	Financial support	0	0
	Provide information	2	15.4
	Advisory support	11	84.6
	Other	0	0

Source: Owen

4.6.2. Government official's opinions on the on the availability of market information

As shown in table 4.29 below, 7(53.8%) of respondents stated that there is no up to date market information in their vicinity, while, in the remaining 6(46.2%) respondents said that they did not get up to date livestock market information in their areas.

From those who got up to date information 4(84.6 %) of respondent resave the information through marking officers and the rest 2 (15.4 %) respondent get through Afar cultural information system which is called Dagu. In other way direction the participants never got information from the government medias. In lack of market information has a negative effect on the overall market linkage performance

Table 4.29 Government official's opinions on the on the availability of market information

Variable	Categories	Frequency	Percentage (%)
Up to date market information availability	Yes	6	46.2
	No	7	53.8
The way to deliver the information	Through phone	0	0
	Words marketing officer	4	66.67
	Through cultural Dagu	2	33.33
	Others	0	0

Source:Owen

4.6.3. Government officials and NGOs opinions on the current linkage constraint

As shown in table 4.30 below, 13 (100 %) of respondent stated that the current linkage created between livestock cooperatives and export abattoirs have a problem. According to their response, 4(30.8%), 1(7.7%), 3(23.1%), 2(15.4 %), 1(7.7%), and 2(15.4%), of the respondents informed that price instability, weak legal system of contract, drought, limited access credit and financial shortage are major problems in livestock market linkage respectively. Likewise all the entire, 13 (100 %) respondents stated that current linkage between livestock market cooperatives with export abattoirs is not successful.

Table: 4.30. Government officials and NGOs opinions on the current linkage constraint

Variable	Categories	Frequency	Percentage (%)
Problem exist during linkage	Yes	13	100
	No	0	0
Kinds of problem face on the linkage	Price instability	4	30.8
	Inadequate infrastructure	1	7.7
	Lack of regulation unlicensed	0	0
	Weak legal system of contract	3	23.1
	Drought	2	15.4
	Limited access credit	1	7.7
	Financial shortage	2	15.4
	Others	0	0
Opinion on the linkage successful	Yes	0	0
	No	13	100

Source: Owen

4.7. Livestock traders and collectors response analysis

4.7.1. Common Issues Traders and collectors operating in 5 Livestock markets

As illustrated in table 4.31 below, previously traders and collectors were engaged as follow: 2(13.3%) of them were agents, 1 (6.7%) was small-scale livestock trader, 3 (20.0 %) were big trader, 2 (13.3 %) were medium trader, and the rest 7 (46.7 %) were in other businesses. Thus, around none of respondents were not engaged in livestock production and marketing activities before they became a traders and collectors.

When respondents asked to specify their experience in traders and collectors business endeavours, 3 (20 %) of them had 1-5 years, 4(26.7%) had 6-10 years, 5 (33.3%) had 11-16 years and 3(20 %) of them had 16 and above years of experience. Thus, this indicates that about 53.3 % of respondents had eleven to sixteen years of experience.

Table-4.31: Previous business engagements of traders and collectors

Items	(N=15) Categories	Frequency	Percentage (%)
Type previous business engagements of respondents	agent	2	13.3
	Small trader	1	6.7
	Big trader	3	20.0
	Medium trader	2	13.3
	Others	7	46.7
Experience of respondent in traders and collectors businesses	Less than one year	0	0
	1-5 Years	3	20
	6- 10 years	4	26.7
	11- 16 years	5	33.3
	More than 16	3	20.0

Source; Owen

Source initial capital and level of current business capital of traders

Respondents identified their sources of initial capital to start their ***traders and collectors*** businesses revealed that, majority of them, 5(33.3 %) responded personal income savings was their source of initial capital, 1(6.7%) of them from other sources, 3(20 %) got it from their family, 4(26.7%) borrowed from their relatives or friends, 2(13.3%) responded from relative or friends support and none of them got their initial capital from financial institutions.

Therefore, this showed that there was no financial institution that provides capital access for ***traders and collectors***.

On the hand, as the amount of initial working capital when they start this ***trade*** business was scale of business capital of firms engaged in ***traders and collectors*** becomes, above 100000 10 (66.7 %)

and 5(33.3%), respectively. This indicates that majority of them are running their business above 100000 and the business need more capital us that if some means of financial access is created, then there is a potential ground for ***traders and collectors*** businesses in 5 Livestock markets.

Table-4-32: Source initial capital and level of current business capital of traders

Items	(N=15) categories	Frequency	Percentage (%)
Sources of initial capital to start *traders and collectors*	Personal savings	5	33.3
	Family support	3	20
	Borrowed from relatives or friends	4	26.7
	From financial institutions	0	0
	Assistant from friends or relatives	2	13.3
	Other sources	1	6.7
Respondents amount of initial working capital when they start this *trade* business	5000 to 20000	0	0
	21000 upto 50000	0	0
	51000 up to 100000	5	33.3
	above 100000	10	66.7

(Source: Owen)

Major purchase markets, suppliers, and problems encountered by *traders and collectors*

As illustrated in table- 4-33, ***traders and collectors*** in 5 Livestock markets mostly purchase animals from primary markets as 15 (100%) of them responded, and There no secondary markets in the region . Hence, primary markets near to local producers are major purchasing markets of respondents. Major problems in animal purchasing markets of respondents, the first one was related to animal price disputes 6 (40 %), the second major problem is fluctuations in livestock supply at high demands 6 (40 %), and the third one is quality disputes 3 (20 %) .

Respondents were requested to identify their major livestock suppliers and their responses indicate that 7 (46.7%) said nearby producers, 2 (13.3 %) purchase animals from other woredas of the region,1 (6.7 %) said neighbouring regions markets, and 5 (33.3 %) said all are their suppliers.

The researcher tried to investigate existing problems that discouraged them to purchase animals from nearby producers in their surroundings and their responses indicated that , 5 (33.3 %) due to nearby producers unreasonable price increases, 6 (40 %) said due to quality problems, and 2 (13.3 %) said traditional production practices by local producers. Thus, this result

reveals that the unreadable price , is the major problem that did not get due attention by pastoral and agricultural sectors of the district. But, traditional production system of pastoralists in the vicinities of the district has less hindrance effects to livestock marketing participants; however, livestock quality related problems are major to local and neighbouring regions herders and marketers as well.regarding Purchasing agent from traders respondents were requested to identify their major purchasing agent and their responses indicate that 3 (20.7%) said retailers, 2 (13.3 %) purchase from butchers, 3 (20 %) said restaurant and hotels and 7 (46.7 %) said Exporters and abattoir agents . Respondents identified time of the year livestock supply, demand and price reach their respective peak that, majority of them, 6 (40.0 %) responded At festival period and 9(60.0%) At dry period and regarding time of year does livestock supply, demand and price reach their respective minimum respondents were requested to identify 15 (100.0 %) responded At wet period.

Table-4-33: Major purchase markets, suppliers, and problems encountered by *traders and collectors*

List of items	(N=15) Categories	Frequency	Percentage (%)
Major purchasing markets of Traders	Primary markets	15	100
	Secondary markets	0	0
Major problems encountered in purchasing markets	Price disputes	6	40
	Quality problems	3	20
	Health & inspection	0	0
	Fluctuations in supply	6	40
Major animal suppliers of traders	Nearby producers cooperative members	7	46.7
	Other woredas in Afar	2	13.3
	Neighbouring regions' markets	1	6.7
	All are our sources	5	33.3
Respondents major reasons not to buy animals from nearby producers	Price hicks	5	33.3
	Health problems	0	0
	Quality problems	6	40
	Lack of cooperation	2	13.3
	Traditional production practices	2	13.3
Purchasing agent from traders	retailers	3	20
	consumers	0	0
	butchers	2	13.3
	restaurant and hotel	3	20
	Exporters and abattoir agents	7	46.7
Time of the year livestock supply, demand and price reach their respective peak	At festival period	6	40
	At wet period	0	0
	At dry period	9	60
Time of year does livestock supply, demand and price reach their respective minimum	At festival period	0	0
	At wet period	15	100
	At dry period	0	0

(Source: Owen)

4.7.2 Market Accessibility for traders:

As shown in table 4-34 below , about Livestock market centre availability 11(73.3%) the respondents stated that their is Livestock market centre in the area where as the remaining 4(26.7%) stated that no livestock market centre in the area and regarding to the distance to get the livestock markets place 10(66.7 %) of respondents indicate that they travel one day and 5 (33.3%) of respondents stated that travel two days . According to the above survey on facility of market entre Availability ,4(26.7%) , 9(60%) and2(13.3%) the respondents stated that the livestock market have Weighting facility, Fence and Holding ground respectively and regarding facility of livestock market / services Availability ,15(100 %) respondents stated that the livestock market have Marketing services. all respondent stated that their is no Veterinary service and Watering services in that livestock market. In assessing Access to market information13(86.7 %)of respondent stated that their up date market information and the remaining 2(13.3%) of the respondent stated that they didn't provide up date livestock market information to livestock traders found in the area. Regarding The information source , 12 (80%) of respondent stated that they the source of the information are Afar National Regional State Pastoral Agriculture Development Bureau and the remaining 3(20 %) of respondent stated that they the source of the information are Afar cultural information system which is called Dagu .As we see from the above their is a limited source of information so the lack of market information has a negative effect on the over all market linkage performance. In assessing The mode of transportation,100 % of respondent stated that the mode of the transportation is Trucking but the transportation cost is not reasonable so it needs an improvement for better market linkage and for effective traders activity.

Table 4-34 Availability of market centre in the area

Sr.No	variables	Categories	frequency	Percentage(%)
1	Livestock market centre availability	Yes	11	73.3
		No	4	26.7
2	Distance to livestock market centre	One day	10	66.7
		Two day	5	33.3
		Three day	0	0
		Four Day	0	0
		More than day	0	0
3	Opinion on facility of market entre Availability	Weighting facility	4	26.7
		Fence	9	60
		Holding ground	2	13.3
		Transport	0	0
4	Opinion on facility of market / services Availability	Veterinary service	0	0
		Marketing services	15	100
		Watering services	0	0
5	Access to market information	Yes	13	86.7
		No	2	13.3
6	The information source	Afar National Regional State Pastoral Agriculture Development Bureau	12	80
		Trade and industry bureau	0	0
		Other traders	0	0
		Customers	0	0
		Radio and television	0	0
		Dagu	3	20
7	The mode of transportation	Trekking	0	0
		Trucking	15	100
		Both	0	0

CHAPTER FIVE

5. CONCLUSION AND RECOMMENDATION

5.1. Conclusion

This part of the study has three sections. The first section presents conclusion drawn from result and discussion. The second section presents possible recommendation forwarded based on the conclusion on the study. The third section presents future research area.

The study aimed to Asses the challenges of the livestock market linkage between Afar livestock cooperatives and export Abattoirs to enhance Competitiveness for greater benefit and to measure the impact of seven independent variables (quality, market information, supply, efficiency, market facilities, government structure and access to credit service) on dependent variable competitiveness on the selected potential Woredas.

The marketing system in this area is the linkage created in advance and makes formal legal contract to sell and buy livestock. Based on the contract livestock cooperatives supply different livestock as per the demand provide from export abattoirs . Assessing the current situation of the linkage can have significant output in the identifying the problem currently appear in the linkage. When the problems identified, it can easily make corrective action and make the linkage more effective and efficient and it can make cooperatives get better benefit from their livestock as well as export abattoirs can be benefited by getting the livestock at the right time when the demand arise. The major conclusion about this assessment is presented hereunder:

Finding of study indicate that market facility and availability of service like water tapes, animal veterinary, weighting scale, animal shade and other related service on the market centre is poor. Those problems have significant effect on the linkage created between livestock cooperatives with export abattoirs .

Availability of up to date and reliable market information is another major problem identified by this study. Cooperatives, abattoirs and also different government official indicate that there is a lack of valuable information flow in the region because of this livestock cooperatives are not get enough market information about the current selling price, demand situation and other related information.

Finding of study indicate that, availability of transportation infrastructure in the specified Woredas of the region is poor. Because of this livestock cooperatives enforced to use trekking system than trucking to transport their animal to the market centre near to their area. Due to this reason the cooperatives are supposing to travel long distance on foot to get market centres. These have it own negative effect on the weight of livestock provide for the export abattoirs.

The study also indicates that availability of credit service in the region is poor. Because of this livestock cooperatives didn't get the required finical capital to run their business in the effective and efficient manner. Lack of credit service and low working capital have impact on the marketing performance of livestock cooperatives and the number of animal provide to the export abattoirs .

Weak monitoring system by government side is another finding derived from this study. The regional and Woredas government bureaus didn't monitor the status of the linkage continuously and they do not have up to date information on the statues of linkage crated between livestock cooperatives with export abattoirs . Because of this weak contract administration appear on the linkage, the two parties are not act as per the contract and open the way to informal trader, broker and other parties to interfere in the linkage.

The study finds out that the lack of awareness and knowledge problem in the livestock cooperatives side. It is another problem exists on the linkage. Livestock cooperatives leaders and members didn't get the required training on finical management, animal feeding system, animal handling system, cooperative leadership and other marketing related issues. It has its own impact on the overall performance of the cooperatives and on the linkage.

Demand and supply inconsistence is another problem identified by this study. There is shortage on the availability of livestock for export abattors from livestock cooperatives found on the study area who have linkage. And also demand is not continuously from export abattoirs. Inconsistent demand and supply can create lack of mutual understanding between both parties.

According to the study, availability of service facility on the region is poor. Animal health posts are found in the sample study area but almost all of them are not functional and they are not provide effective animal health care as well as animal veterinary service. There is poor water and forage availability in the area have its own impact on the productivity and supply performance of the livestock cooperatives

Generally, the study identified that the linkage created between livestock cooperatives with abattoirs is poor or unsuccessful by poor marketing infrastructure, poor transportation infrastructure, poor credit service, price instability, drought in the region, weak legal contract administration between both parties, inconsistent demand and supply, financial shortage, lack of up to date and reliable market information and weak service facility like animal health post, watering taps, forage shortage and other related facilities .

As the study indicates seven factors are expected that may affect the competitiveness of meat export industry. In fact primarily the factors importance was chicken by Person correlation test. So, the result gave a conclusion that except the governmental structure all of the remaining independent variables (quality, efficiency, supply, credit facility, market information and market facility) showed a stronger positive relation with the dependent variable

(competitiveness). Besides this correlation analysis the study also tried to investigate the variance predicted by selected factors on meat exporting industries competitiveness. As a result, only the three factors, (quality, supply and market information), from the expected seven factors significantly important to determine the dependent variable, competitiveness. Those three predictor variables accounted 87.2% of the variance in the criterion variable. Moreover, those important factors enable the industries to be competitive at the desired level. That means if the cooperatives want to escalate up the meat export industry, they should work more on those three factors. That can make a better linkage between livestock cooperatives and export abattoir. But, currently the overall findings of this study indicated that the presence of big gapes on those areas.

5.2 RECOMMENDATION

This study has demonstrated that to assess the challenges of livestock market linkage between Afar livestock cooperatives and export abattoirs to enhance competitiveness for the greater benefit. In light of the result and conclusions made above, the following possible recommendations are suggested as being valuable to livestock cooperatives and Ethiopian eat export for improving their competitiveness in the international meat market.

In this section based on the result of this study the researcher provides the following recommendation with regard to the current situation of the linkage between livestock cooperative with export abattoirs . The researcher believes that giving due attention and an in-depth analyse of the following recommendations can give the way to increase the performance of the linkage.

- **Concerned body should create awareness**

  To solve these problem responsible bodies should give their attention and develop awareness as well as create good market environment in the region. This makes the marketing system more advanced and efficient and also to make pastoralist benefited from their resources. Then the income again will drive them to follow the fastest growing global marketing system which is mandatory to complete with others against the growing and charging tests and preference of customers.

- **Suppliers should Sustainable live animal supply in terms of both quantity and quality :-**

  The most crucial factor in export abattoirs' operation. However the study indicated that supply factor is not significantly contributed to competitiveness despite of the huge livestock resource the country have. Therefore, there is a need to explore different alternative strategies of increasing the supply of quality live animals for export abattoirs. Specialized ranches and feedlots may be developed by abattoirs or others

interested in commercial livestock production for producing quality animals in large numbers since, currently the entire supply of marketed animals come from the smallholder households. The abattoirs may also consider using contracts as an instrument for sustained delivery of adequate number of quality animals throughout the year. Several options may be tried. For example, abattoirs may contract existing farmer cooperatives or groups for producing or fattening and delivering certain number of animals of specific quality at specific intervals at pre-agreed attractive prices. The government should also provide different incentives (duty free, loan…) to live animal supplier to have their own specialized truck to transport animals from the source to the abattoirs'. Government also should have to continuously support and follow to addressee the problem of animal suppliers like it does for export abattoirs

- **Strengthen producers' bargaining power.**

  More targeted efforts should be made to address the power imbalance at market sites between producers and traders and brokers. More in-depth analysis should be undertaken to assess how best to strengthen producers' bargaining power at markets, and the steps required to achieve positive changes in market structures. This would entail understanding how to improve access to market information and its dissemination to producers, and crucially how to strengthen their bargaining power through collective action and more structured organisation in cooperatives or pastoral groups.

- **Facilitate links cooperatives with meat exporters**

  The establishment of linkages between traders' cooperatives and other livestock actors along the value chain, in particular livestock and meat processing plants, exporters and private abattoirs, has not received adequate attention. Linking cooperatives with other key market participants is an important next step in supporting and developing the capacity of cooperatives.

  Establishing effective monitoring system can have significant effect on the overcoming of problems when they arise. Regional and Woredas officials should draw effective monitoring system to coordinate a linkage created between livestock cooperative and export abattoirs in the study area. This would enable the concerned bodies to take corrective action at the right time when problem arise between both parties during making business transaction; because of this creating continuous monitoring system can make the linkage more effective and it can increase the performance of the business transaction.

- **Harmonise market information collection efforts.**

  The proliferation of initiatives aimed at collecting market prices in areas such as Afar region districts could be harmonised in order to reduce duplication of effort. In addition, information should be consolidated, analysed and made available in soft-copy, thereby providing a valuable data set for advocacy and policy-making. More efforts should be made to understand how to best disseminate timely and reliable information to redress bargaining power imbalances at market sites. Regarding this availability of reliable and valuable information for the livestock cooperatives in the study area can have significant impact on their business performance and they can sell their animals on the better price. Because of this government should provide up to date market information for the cooperative periodically through their marketing officer or extension workers at the Woredas level. Government should creating the way to share market information between cooperatives with export abattoirs can lead effective and efficient business transaction between both parties and it can have positive impact on the linkage performance.

- **Concerned body should fulfil the availability of credit service**

  Access to credit should be given relevant attention. It is critical for firm start up or expansion, need to the formal credit delivery police should be improved. Most of the time, the extension of bank credit is conditioned by the availability of collateral which often prevent small holders from obtaining loans from the banks. Having enough working capital can increase the performance of livestock cooperative and available of livestock ready for the market. It can make them actively participate on the business transaction because of this government should give more emphasis in the providing of credit service for the cooperative. Currently afar finance start it operation in different Woredas of the region it will expect alleviate this problem.

- **The concerned bodies should facilitate different services in the Woredas**

  Availability of services like animal health post, watering tape, and forage availability has its own positive impact on the successfulness of livestock marketing business. It make pastoralist/cooperative can get veterinary service and they can also easily get water to their animal. The regional administrator and other responsible bodies should consider on the activation of the existing animal health post and furnishing with necessarily material veterinary kit, animal medicine and professional that enables to give effective animal medication to livestock.

- **The administrator should facilities market canters with necessary service**

Market centre and their associated infrastructure are important factor to have to be considered move to increase the supply of livestock for the market. Facilitating the existing market centre found on the area with necessarily service like water availability, weighting machine, coordinating unlicensed traders and other issues can have significant impact on the overall performance of the linkage as well as on the business transaction. The administrator should consider on the activation of the market centre by investing additional budget and must be coordinate the overall activity held on the market place.

- **The administrator should provide transportation infrastructures**

  Construction of road on the area can invite modern transportation provider to offer their service for the producer found on the area. It can easily reduce transportation cost and cooperative can easily use that transportation service without any fear. It can reduce trekking transportation and it has its own impact on the body condition of livestock's provide for export abattoirs and livestock cooperatives are able to supply livestock when demand arise from their customers.

- **Concerned body should provide training for cooperative leader and export abattoirs managers staffs;**

Support livestock through effective manor can improve the managing performance of the leaders and create awareness on the members about working through cooperative can benefited them than acting individually and also training improve the quality of livestock they are able to offer buyers and it have impact on the overall performance of cooperatives. Because of these responsible bodies should provide training for cooperatives leaders and members on cooperatives management, financial management, animal feeding system, animal handling system and other livestock related topics.

In order to mitigate value addition constraint of Ethiopian meat export industries which hampered competitiveness, human capacity development interventions targeting the meat processing industries should be another major intervention area. Ethiopian Meat and Dairy Development Institute (EMDDI) should offer hands on skill development training to employee of export abattoirs on cutting, processing and packaging of meat and meat product.

Finally both the industries and government should have to work hard in close collaboration to properly utilize countries potential in livestock resource and to boost its contribution to countries foreign currency earning, GDP, and the overall economic development Moreover, the Woredas should work in the improvement of quality, supply and in the market information to being competitive with other equivalent market.

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Appendixes

School of Management studies

INDIRA GANDHI NATIONAL OPEN UNIVERSITY

MBA PROGRAM

This questionnaire is prepared to be distributed for cooperatives members and officials in 5 (Awash,Amibara,Ayaisaita,Chifra and Adaaar wordas) Districts.

Dear Respondents

I would like to express my deep appreciation for your generous time, honest and prompt responses for the question below. This questionnaire is designed to collect data about the Assessment of the challenge of livestock market linkage between Afar livestock cooperatives and export abattoirs to enhance competitiveness for greater benefit. The information that you offer me with this questionnaire used as a primary data in my case study which I am conducting as a partial fulfilment of the requirements for the degree of Masters of Business Administration (MBA) at Indira Gandhi National Open University. Therefore, through this brief survey, your answers will be helpful in enhancing competitiveness of *Afar livestock cooperatives* and meat export Abattoirs.

I want to assure you that this research is only for academic purpose . No other person could access the collected data in any sort of report, but, I can not include any information that will make it possible to identify any respondent.

Contacts

If you meet any difficulty in filling the questionnaire, please do not hesitate to contact at melesebedane@yahoo.com and telephone no_ 0911079183

General Instructions:

- Please try to address all the questions given below
- For the closed ended questions use (X) mark for your choice in the given box
- For questions that demand your opinion, please try to honestly describe as per the question on the space provided.
- Box represent the numbers given below respectively

☐ 1 ☐ **2**

☐ **3** ☐ **4** ☐ **5**

Thank you in advance for your time and response to the questionnaire!!

Part one: General Information

- Name of wordas----------
- Name of the kebele--------
- Date----------
- **The name of cooperatives----------**

Part two: Personal Profiles

1. **Age**

☐ **≤18** ☐ **18- 36**

☐ **37- 63** ☐ **Above 63**

2. Sex of respondent

☐ Male ☐ Female

3.Educational Status

☐ Illiterate ☐ Read and write ☐ Elementary school

☐ secondary school ☐ Above secondary

4.Marital status

☐ Single ☐ Marred ☐ Divorced ☐ Widowed

5.Possion ----------

☐ Chairman ☐ Secretary ☐ Finance

Part 2 : Cooperative related Quotations

6. When did Cooperative established ?

☐ Less than one year ☐ 1-5 Years ☐ 6- 10 ☐ 11- 16 ☐ More than 16

7.Did you have a license to do this trade?

☐ yes ☐ No

8. Is it possible to get for livestock trade?

☐ yes ☐ NO

9. do you get any advantage from membership in this association?

☐ YES ☐ no

10. what type of livestock did you sell to this market?

☐ cattle only ☐ camel only ☐ goats only ☐ goat and sheep

☐ sheep only ☐ goat, sheep and cattle

Other please specify----------

11. How much your current working capital(ETB)

☐ 5000 to 20000 ☐ 21000 up to 50000 ☐ 51000 up to 100000

☐ above 100000 if other please specify

12 who is your source of capital

☐ government ☐ NGO ☐ own ☐ other

13. is your working capital is sufficient to operate the activities of cooperative

☐ yes ☐ no

14.Did members have enough commitment to run the business in collaborative way?

☐ yes ☐ No

15. if your answer for the above question is ''no'' what are the reason members are not wiling to do business in the combination?(more than one choice is allowed)

☐ family problem ☐ lack of awareness ☐ financial shortage

☐ lack of time if other please specify----------

16. do you have access to any form of credit (including informal source)?

☐ yes ☐ No

17. if your answer is ''Yes'' for Q.16 ,who supports finically to start this business?(more than one choice allowed)

☐ government ☐ micro finance ☐ local company

☐ other trader

If other please specify----------

18. how do you evaluate the access to credit service in your area?

☐ very poor ☐ Poor ☐ moderate ☐ good ☐ very good

Part 4: Marketing linkage related question

20. do you have formal legal contract?

☐ yes ☐ No

21 how do you rate legal contract administration?

☐ weak ☐ moderate ☐ strong ☐ very strong

22. does abattoirs purchase animal in continuous base ?

☐ yes ☐ No

23. If the answer for Q22 ''NO'' what are the reason they didn't buy animals in continues base

☐ supply shortage ☐ animal underweight ☐ informal trader

☐ information problem ☐ prince problem ☐ All

24. if your cooperative provide animals continuously to the abattoirs

☐ yes ☐ No

25. if your answer for Q24 is ''NO'' what are the reason your cooperatives did not supply animal to abettor and live animal exporter in continuous base?(more than one choice is allowed)

☐ price related problem ☐ financial shortage ☐ transportation

☐ information problem ☐ demand problem

26. does any formal and informal intermediary found between your cooperatives and abattoirs when selling animals

☐ yes ☐ No

27. if ''yes'' for the above question please indicate them?(more than one choice Is allowed)

☐ local trader ☐ broker ☐ collector

If other please specify----------

28. when did you supply livestock for export meat abattoirs

☐ weekly ☐ two times per month ☐ once per month ☐ quarterly

28.1 How many animals are you cooperatives supplying to export abattoirs per week

☐ ≤100 ☐ 101-300 ☐ 301-600 ☐ ≥600

28.2 How much profit are your cooperatives getting from supplying animals per week

Questionnaire for cooperative members and officials

☐ ≤3000 ☐ 3001-5000 ☐ 5001-10000 ☐ ≥10000

28.3.did you have preferred based on weight by buyers?

☐ yes ☐ No

28.4. if the answer for the above question ''no'' please indicate the reason ? (more than one choice is allowed)

☐ feeding system ☐ veterinary problem ☐ food shortage

☐ Trekking problem ☐ All

28.5 did the current linkage successfulness

☐ Yes ☐ No

Part 5:Marketing information ,price and other related question

29.Did your cooperative get up date market information (like market demand, price ,logistic and other)

☐ yes ☐ No

30.if your answer for Q30 is ''yes'' , what are your main source of information ?(more than one choice is allowed)

☐ Pastoral Agricultural development bureau ☐ trade and industry bureau

☐ other traders ☐ customers

☐ radio and television ☐ news paper

☐ By means of local information exchange (''Dagu'')

Others ,please mention----------

31. how often would you receive the information?

☐ daily ☐ weekly ☐ monthly ☐ quarterly

If other please specify----------

32.how do you evaluate the accuracy of the information?

☐ very poor ☐ poor ☐ moderate ☐ good ☐ Very good

Part 6: market infrastructure and facility related questions

33. Does livestock market are found in your area?

☐ yes ☐ No

34. if your answer for the above question is ‘‘yes’’ how many kilometers do you travel to get the market center?

☐ 1-2 km ☐ 3-5 km ☐ 6-10km

☐ above 10 km

35. What types of of market place in your area

☐ Primary ☐ Secondary

36. how do you rate their functionality?

☐ functional ☐ Sami functional ☐ not functional

37. how do you evaluate the adequacy of the service?

☐ Very poor ☐ poor ☐ moderate ☐ good ☐ very good

38. are there transportation facilities in the area?

☐ yes ☐ No

39. if yes, how do you rate their affordability?

☐ affordable

☐ partially affordable

☐ not affordable

40. if no, what means of transportation do you use?

☐ back animal

☐ on foot

☐ others

41. as a leader do you get training?

☐ yes ☐ No

42. if yes for the above question what kind of training do you get?

☐ financial management training ☐ animal feeding training

☐ management training if other please specify----------

43.if your answer for Q.41 ''yes'' how many times do you get the training?

☐ one time

☐ annually

Other please specify----------

44. do you face problem while doing business transaction with abattoirs and live animal exporter

☐ yes ☐ No

45.in your opinion, what are the five most important problems facing in your linkage?

☐ price instability ☐ weak legal system for contract

☐ inadequate infrastructure ☐ drought

☐ lack of regulation of unlicensed ☐ mutual understanding problem

☐ problems with demand or traders supply situation

☐ trading practice of cooperatives

☐ limited access to credit

If other please specify----------

46. do you believe the current linkage successful?

☐ yes ☐No

47. in general if you have any additional information about the linkage please specify----------
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School of Management studies

INDIRA GANDHI NATIONAL OPEN UNIVERSITY

MBA PROGRAM

This questionnaire is prepared to be distributed for the Meat exporter managers, line managers from procurement and supply, marketing, animal feed and safety, health, inspection and veterinary found in Deberzit and Mojo Meat exporters (Luna,Elfora,Hlal,Moja and Organic) abattoirs

Dear Respondents

I would like to express my deep appreciation for your generous time, honest and prompt responses for the question below. This questionnaire is designed to collect data about the Assessment of the challenge of livestock market linkage between Afar livestock cooperatives and export abattoirs to enhance competitiveness for greater benefit. The information that you offer me with this questionnaire used as a primary data in my case study which I am conducting as a partial fulfilment of the requirements for the degree of Masters of Business Administration (MBA) at Indra Gandhi National Open University. Therefore, through this brief survey, your answers will be helpful in enhancing competitiveness of *Afar livestock cooperatives* and meat export Abattoirs.

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- For the closed ended questions use (X) mark for your choice in the given box
- For questions that demand your opinion, please try to honestly describe as per the question on the space provided.
- Box represent the numbers given below respectively

☐ 1 ☐ **2**

☐ **3** ☐ **4** ☐ **5**

Thank you in advance for your time and response to the questionnaire!!

Part one: General Information

- Name of wordas----------
- Name of the kebele--------
- Date----------
- **Name of Export meat abattoirs----------**

Part Two: Personal Profiles

1. How many years is your age?

1. ≤18 **2.18- 36** ☐

3. 37- 63 **4. Above 63**

2. Sex of respondent

Male ☐ Female ☐

3. What is your education level?

Secondary ☐ Diploma ☐ Graduate ☐

Post graduate ☐ ☐PHD

If other than the above specify your experience …….years

Part three (General): Entry into Meat Export Business

4. What is your previous business engagement?

Agent ☐ Big trader ☐ Small trader ☐ Medium trader ☐ Others ☐

5. How many years of experience do you have in Meat export?

1-4 ☐ 5-9 ☐ 10-12 ☐ > 13 ☐

6. Where did you get the capital to start this Meat export business?

Personal saving ☐ family ☐ Borrowed from relatives or friends ☐

From financial institutions ☐ Assistant from friends or relatives ☐

Others (specify) ……

7.How much capital do you deal with?

Small-scale ☐ Medium-scale ☐ Large-scale ☐

8. How did you learn the skills for Meat export trade?

From family and relatives ☐ was apprenticed to an experienced exporter ☐

From my own partner ☐ Learnt from the market ☐

9. Are there any special skills needed to become a good exporter?

Yes ☐ No ☐

10. If your answer for question 9 is" Yes", which one of the following skills are most important to be good exporter?

Numeracy ☐ Literacy ☐ Interpersonal skills ☐ Knowledge of religion ☐ Social knowledge ☐ Knowledge of business management ☐

11. From which market do you buy animals?

Primary markets ☐ Secondary markets ☐ All ☐

12. Which of the following issues is/are serious problem in procuring animals? Choose the critical problems.

Price Disputes ☐ Quality Disputes ☐ Quantity Disputes ☐

Health and inspection problems ☐ Shortage of livestock during high demands ☐

13. From whom did you purchase most of your animals?

Mostly from nearby producers cooperative members ☐ Other woredas in Afar ☐

Mostly from neighboring regions' markets ☐ all are our sources ☐

14. If your answer for question 13 is other than "3 and 4" what are the main reasons that you did not purchase from nearby/Afar producers and trading cooperatives?

Due to non-commercialized production systems ☐ Due to price hicks ☐ Due to animal health problems ☐ Due to animal weight and age problems ☐ Their animals did not qualify breed preferences ☐ Due to fluctuations in supply from the producers' side ☐

Lack of cooperation

15. In what way did your abattoir purchase animals?

Using its own purchasing agents ☐ From small traders ☐ From big traders ☐

From collectors ☐ All ☐

If it use other ways please specify……..

16. How did you explain the influence by unexacting market structure on your Abattoir performance?

It very much hinders our performance ☐ Very hindrance to our performance ☐ It has less hindrance to our performance ☐ It does not hinder our performance ☐

It has a positive effect to our performance ☐

Part Four: Meat export practices and performances

3.1. Meat quality Attributes (health, weight, age, and safety)

17. How do explain your firm's commitment towards quality assurance on meat supplied to the importer markets? Use the following alternative scales in answering the items given in the table below and put an (X) mark under the number of your choice.

1= Very disagree, 2= Disagree, 3= Neutral, 4= Agree, 5= Very Agree,

No.	Items	Agreement use (X)				
		1	2	3	4	5
17.1	Meat safety, health, weight, and age are important indicators in your abattoir.					
17.2	Meat grade (in terms of weight and age) is a paramount importance in your abattoir					
17.3	Your abattoir believes meat welfare and health are of paramount importance.					
17.4	your abattoir has skilled and/experienced employees in Meat export market.					
17.5	your abattoir has good records of all inspections and tests performed.					

3.2. Efficiency in terms of operations

18. Is your abattoir efficient in terms of cost minimization in its operations?

Yes ☐ No ☐

19. If your answer for question 18 is "No" what are the main reasons behind?

1. ……..
2……..
3…….

20. What kind of strategy did your abattoir follow to become efficient?

……..

Use 1= Very disagree, 2= Disagree, 3= Neutral, 4= Agree, 5= Very agree, to answer the questions in the table below and put an (X) mark under the number of your choice.

No	Items	Agreement (X)				
		1	2	3	4	5
20.1	Your abattoir has had a low inventory cost.					
20.2	Your abattoir has had high labor costs.					
20.3	Your abattoir has had low transportation costs					
20.4	Your abattoir has had low operations costs.					
20.5	Your abattoir has had minimal waste cost.					
20.6	Your abattoir has made high profits.					

3.3. government structure

21. How do you evaluate your Abattoir ***Government structure*** ? Use the following alternatives to answer the items in the table below and put an (X) mark under the number of your choice.

1= Very disagree, 2= Disagree, 3= Neutral, 4= Agree 5= Very agree,

No	Items	Agreement (X)				
		1	2	3	4	5

21.1	your firm has a detail conditions of exchange and long-term contractual					
21.2	your firm & its trading partners have strong coordination					
21.3	your firm has formalized transactions with the partners governed by rules, procedures and policies agreed up on					
21.4	your firm has strong negotiation Power					
21.5	your firm has no Transactional disputes with the trading partners					

22. Did you have mutual relationship with livestock trading cooperatives or producers in your surrounding?

We have long-term relationships ☐ We have short-term relationships ☐ We did not have mutual relationships ☐ We have low relationship with producers or cooperatives ☐
We did not worry about it ☐

23. If your answer for question 22 is one of 3, or 4, or 5, then what is the basic reason behind?

Lack of support from government agencies ☐ Lack of come goals with cooperatives or producers ☐ Lack of market oriented production systems ☐ Lack of organizational setups on the exporters' side ☐ Lack of awareness on both exporters and producers ☐
ALL……..

24. Did your abattoir established a mutual relationship with Meat importers?

Yes ☐ No ☐

25. If your answer for question 24 is "No", what is the main problem not have such relationship? Please mention critical problems

A.----------
B----------
C.----------

3.4.supply *sustainability of livestock cooperatives*

28. How do explain your firm's commitment towards livestock cooperatives sustainable supply of animals to your abattoirs ? Use the following alternative scales in answering the items given in the table below and put an (X) mark under the number of your choice.

1= Very disagree, 2= Disagree, 3= Neutral, 4= Agree, 5= Very Agree,

No.	Items	Agreement use (X)				
		1	2	3	4	5
28.1	Your abattoir average daily demand is satisfied by live animals					
28.2	Your abattoir has Meat rejection rate due to poor animal condition is low					
28.3	There is quality live animal supply (required age, weight and good					

	dressing percentage) to export abattoirs					
28.4	There is continuous live animal supply throughout the year to the export abattoirs					

3.5. ***Credit facility***

29. How do you evaluate your Abattoir access to credit service to livestock cooperatives ? Use the following alternatives to answer the items in the table below and put an (X) mark under the number of your choice.

1= Very disagree, 2= Disagree, 3= Neutral, 4= Agree 5= Very agree,

No	Items	Agreement (X)				
		1	2	3	4	5
29.1	Your abattoir has market linkage with Livestock cooperatives which have Credit service availability					
29.2	There are different Institution provide credit to the livestock cooperatives which have market linkage with your abattoirs					
29.3	Your abattoir has market linkage with The livestock cooperatives which have meet credit provider institution requirements					
29.4	There is a good satisfaction regarding credit accessed					

3.6. ***Access to market information***

30. How do you evaluate your Abattoir access to market information to livestock cooperatives ? Use the following alternatives to answer the items in the table below and put an (X) mark under the number of your choice.

1= Very disagree, 2= Disagree, 3= Neutral, 4= Agree 5= Very agree,

No	Items	Agreement (X)				
		1	2	3	4	5
30.1	Your abettors have getting an advantage Up to date market information availability of cooperatives					
30.2	There are a lot of Source of information to the livestock cooperatives					
30.3	There is a good satisfaction regarding foreign markets price, supply and demand information accessed					
30.4	There is More frequent trends of information sharing with livestock cooperatives					

3.7. ***Access to market facilities***

31. How do you evaluate your Abattoir access to market facilities livestock cooperatives ? Use the following alternatives to answer the items in the table below and put an (X) mark under the number of your choice.

1= Very disagree, 2= Disagree, 3= Neutral, 4= Agree 5= Very agree,

No	Items	Agreement (X)				
		1	2	3	4	5
31.1	There are Availability of of animal health post/clinic in the market facilities					
31.2	There is positive Opinion on functionality most of animal health post/clinic in the livestock market					
31.3	There are Availability of water and forage in the area					
31.4	There are positive Opinion on the adequacy of the service					

3.8 **Competitiveness**

32. How do you evaluate your Abattoir ***competitiveness*** ? Use the following alternatives to answer the items in the table below and put an (X) mark under the number of your choice.

1= Very disagree, 2= Disagree, 3= Neutral, 4= Agree 5= Very agree,

No	Items	Agreement (X)				
		1	2	3	4	5
32.1	your firm is able to use modern technology duo to competitiveness					
32.2	Your firm is able to be profitable Due to competitiveness					
32.3	your firm is able to be preferable than other abattoirs Due to competitiveness					
32.4	your firm has strong negotiation Power with livestock cooperatives duo to competitiveness					
32.5	your firm have business assistances and supports from the concerned government institutions dou to competitiveness					

School of Management studies

INDIRA GANDHI NATIONAL OPEN UNIVERSITY

MBA PROGRAM

This questionnaire is prepared to be distributed for Government Officials (Pastoral and Agricultural Development Sector), from trading and investment office and NGOs working in Afar region.

Dear Respondents

I would like to express my deep appreciation for your generous time, honest and prompt responses for the question below. This questionnaire is designed to collect data about the Assessment of the challenge of livestock market linkage between Afar livestock cooperatives and export abattoirs to enhance competitiveness for greater benefit. The information that you offer me with this questionnaire used as a primary data in my case study which I am conducting as a partial fulfilment of the requirements for the degree of Masters of Business Administration (MBA) at Indira Gandhi National Open University. Therefore, through this brief survey, your answers will be helpful in enhancing competitiveness of *Afar livestock cooperatives* and meat export Abattoirs.

I want to assure you that this research is only for academic purpose . No other person could access the collected data in any sort of report, but, I can not include any information that will make it possible to identify any respondent.

Contacts

If you meet any difficulty in filling the questionnaire, please do not hesitate to contact at melesebedane@yahoo.com and telephone no_ 0911079183

General Instructions:

- Please try to address all the questions given below
- For the closed ended questions use (X) mark for your choice in the given box
- For questions that demand your opinion, please try to honestly describe as per the question on the space provided.
- Box represent the numbers given below respectively

☐ 1 ☐ **2**

☐ **3** ☐ **4** ☐ **5**

Part one: General Information

- Name of wordas----------
- Name of the kebele--------
- Date----------

- Position in the organization ----------

Part two: Personal Profiles

1. **Age**

☐ **≤18** ☐ **18- 36**

☐ **37- 63** ☐ **Above 63**

1.1 Marital status of respondent

☐ **Single** ☐ **Married** ☐ **Divorce** ☐ **Widowed**

2. Sex of respondent

☐ Male ☐ Female

3.Educational Status

☐ diploma ☐ graduate ☐ Post graduate

☐ PHD other specify----------

Part 3: linkage related quationers

4. Does government facilitate the way to crate marketing linkage between livestock cooperatives and abettors ?

☐yes ☐ no

5. Does your organization provide support to livestock cooperatives at different level and the sector in general

☐ yes ☐ no

6. if for answer for the above question is yes what kind of service do you provide?(more than one choice is allowed)

☐ animal veterinary service ☐ advisory service ☐ financial support

☐ provide information other please specify

7. do you provide up to date or latest price and marketing related information to the cooperatives?

☐ yes ☐ no

8.. if the answer is yes for the question how does you communicate them? (more than one choice is allowed)

☐ through phone ☐through marketing officials ☐through media

☐ through cultural ‘’dagu’’ if other please specify----------

9. is your organization continuously monitor the status of the linkage between livestock cooperatives and abettors ?

☐yes ☐ no

10. do you think a problem exist in a linkage between livestock cooperatives with abettors ?

☐ yes ☐ no

11. in your opinion ,what are the five most important problems facing in their linkage with livestock cooperatives? (more than one choice is allowed)

☐ price instability ☐ inadequate infrastructure
☐ weak legal system for contract ☐ financial shortage
☐ drought
☐ lack of regulation of unlicensed
☐problems with demand or traders supply situation
☐ trading practice of cooperatives
☐ limited access to credit

Other please specify----------

12. do you believe the linkage credit between live stock cooperatives with abettors successful?

☐ yes ☐ no

13. in general if you have any additional information about the linkage please specify----------
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School of Management studies

INDIRA GANDHI NATIONAL OPEN UNIVERSITY

MBA PROGRAM

This questionnaire is prepared to be distributed for Traders and collectors operating in 5 Livestock markets (Awash,Amibara,Ayaisaita,Chifra and Adaaar) of Afar region.

Dear Respondents

I would like to express my deep appreciation for your generous time, honest and prompt responses for the question below. This questionnaire is designed to collect data about the Assessment of the challenge of livestock market linkage between Afar livestock cooperatives and export abattoirs to enhance competitiveness for greater benefit. The information that you offer me with this questionnaire used as a primary data in my case study which I am conducting as a partial fulfilment of the requirements for the degree of Masters of Business Administration (MBA) at Indra Gandhi National Open University. Therefore, through this brief survey, your answers will be helpful in enhancing competitiveness of *Afar livestock cooperatives* and meat export Abattoirs.

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General Instructions:

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- Box represent the numbers given below respectively

☐ 1 ☐ **2**

☐ **3** ☐ **4** ☐ **5**

Thank you in advance for your time and response to the questionnaire!!

Part one: General Information

- Name of wordas----------
- Name of the kebele--------
- Date----------
- The name of Trader----------

Part two: Personal Profiles

1. How many years is your age?

☐ **≤18** ☐ **18- 36**

☐ **37- 63** ☐ **Above 63**

2. Sex of respondent

☐ Male ☐ Female

3. Educational Status

☐ Illiterate ☐ Read and write ☐ Elementary school

☐ secondary school ☐ Above secondary

4..Marital status

☐ Single ☐ Marred ☐ Divorced ☐ Widowed

5. How do you undertake Type previous business engagements ?

☐ agent ☐ Small trader ☐ Big trader ☐ Medium trader ☐ Others

6. How long have you been in live stock marketing? ----------years

☐ Less One year ☐ 1-5 Years ☐ 6- 10 ☐ 11- 16 ☐ More than 16

7. What was the source of your working capitals?

☐ Personal savings ☐ Family support ☐ Borrowed from relatives or friends ☐ From financial institutions ☐ Assistant from friends or relatives ☐ Other sources

8.What was the amount of initial working capital when you start this business? -------birr

☐ 5000 to 20000 ☐ 21000 upto 50000 ☐ 51000 upto 100000 ☐ above 100000

9. .From where did you purchase livestock?

☐ From primary market……..

☐ from secondary market ……..

10. Do Major problems encountered in purchasing markets

☐ Price disputes ☐ Quality problems ☐ Health & inspection ☐ Fluctuations in supply

11. Major animal suppliers of traders

Supply source	
Nearby producers cooperative members	
Other woredas in Afar	
Neighboring regions' markets	
All are our sources	
Nearby producers cooperative members	
Other woredas in Afar	
Neighboring regions' markets	

12. major reasons not to buy animals from nearby producers

☐ Price hicks ☐ Health problems ☐ Quality problems ☐ Lack of cooperation ☐ Traditional production practices

13. If no, at what period of the year do you participate?

☐Only during holiday ☐when price becomes low

☐ Other period of the year (specify) ----------

14. Mainly to whom you sell the livestock's? (More than one answer is possible)

Buyers	Rank
retailers	
consumers	
butchers	
restaurant and hotel	
Exporters and abattoir agents	

15. At what time of the year does livestock supply, demand and price reach their respective peak?

	Supply	demand	price
- At festival period	----------	----------	----------
- At wet period	----------	----------	----------
- At dry period	----------	----------	----------

16. At what time of year does livestock supply, demand and price reach their respective minimum ?

	Supply	demand	price
- At festival period	----------	----------	----------
- At wet period	----------	----------	----------
- At dry time period	----------	----------	----------

17. Are there marketing facilities and services in the market?

☐ YES ☐ NO

18. How long does it take you to reach the to livestock market for traders ?

☐ one day ☐ two day ☐ three day

☐ Four day ☐ more than six day

19. If yes , please indicate /explain the available marketing facilities / services ?

Facilities			service		
	Available	Not available		available	Not available
Weighting facility			Veterinary service		
Fence			Marketing services		
Holding ground			Watering services		
Transport			Security service		
other			Other		

Questionnaire for Trader

20. Do you have access to market information?

☐ Yes ☐ No

21. If yes, from where do you get the information?

☐ Afar National Regional State Pastoral Agriculture Development Bureau

☐ Trade and industry bureau ☐ Other traders ☐ Customers ☐ Radio and television ☐

☐ News paper ☐ Dagu

22. What mode of transportation do you use?

☐ Trekking ☐ Trucking ☐ Both

23. What do you suggest about the solution of each problem?

……
……