



Annex

Methodology and
Information Sources



METHODOLOGY AND INFORMATION SOURCES

This report is the outcome of Geneva-based desk work and field research in The Gambia. Field work was carried out by an UNCTAD team^a during June-July 2012. A variety of methods were used to gather relevant information. These included:

- Secondary data and reports (refer to References section) - The quantitative analysis (Geneva-based) was refined locally on the basis of data submitted by The Gambia Bureau of Statistics and the Fisheries Department
- Focus group discussions held at the Fisheries Department with key officials and experts from the Inspectorate Unit, the Extension Unit, and the Research and Development Unit (June 2012)
- Meetings with:
 - Officials from the Ministry of Trade, Industry, Regional Integration and Employment
 - Leaders of cooperatives, micro-credit and community-based organizations (Gambia Women's Finance Association, The Gambia Social Development Fund, the National Association of Cooperative Credit Unions of The Gambia, and TRY Oyster Women's Association)
 - Representatives of The Gambia Artisanal Fisheries Development Project and the European Union
- Interviews with managers and employees of fish-processing companies. Fish-processing factories and establishment visited included: Rosamond Trade; Kendaka Fishing; International Pelican; Atlantic Seafood; and West African Aquaculture.
- Field observation and structured interviews at landing sites. In-situ observation was carried out at the landing sites of Tanji, Gunjur, Brufur and Banjul. Structured interviews with about 40 stakeholders - fishers, intermediate traders and artisanal fish processors - were carried out by fisheries extension workers at Tanji (questionnaires are appended). The interviews were not for statistical survey purposes, but to earn more accurate insights into actual chain dynamics and gender aspects.

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Fishermen

NAME OF CANOE OWNER
LANDING SITE

CANOE
Type of engine:
Cost and source of found:

GEAR
Type(s) of fishing gear used:
Cost and source of found:
Number of full-time crew on board

Catch landed at:

EXPENSES	Fuel (including oil)..... litres	Cost	
	Food	Cost	
	Ice	Cost	
	Bait	Cost	
	Spare parts/repairs	Cost	
	Other	Cost	
	TOTAL COSTS	Cost	

INCOME	Target	Species	Weight (kg)	Value

Fish given out to friends and relatives etc

Species	Weight (kg)	Value
.....
.....
.....

Price per species

Species	Price
.....
.....
.....

(Based on IDAF Technical Report N. 100)

Fish processors (men and women)

PERSONAL DETAILS

Age

Sex

Are you married No Yes

N. of people in the household

Do you have children? No Yes If yes, how many.....

Where do you come from?

Beach/landing site.....

FISH SUPPLY

Who sell you the fish (fishermen/middlemen)?

.....

Is the fisherman a relative/friend?

.....

Species normally bought.....

.....

Quantity bought:

.....

COST	Species	Weight (kg)	Price
.....
.....
.....

.....

.....

.....

FISH PROCESSING

How do you smoke/dry the fish?

.....

.....

How long does it take to smoke/dry fish?

Do you work alone or in group?

When do you undertake these activities? (All year round // Seasonally (specify) //Other)

.....

What type of materials/equipment do you utilize for your activities?

Are they suitable? Which problems do you encounter in processing the fish?

.....

EXPENSES	Fuel (including oil)	litres	Cost
	(unit)	Cost
	(unit)	Cost
	(unit)	Cost
	Spare parts/repairs		Cost

.....

DISTRIBUTION AND MARKETING

How do you transport the fish and to which markets?

To whom do you sell the fish?

Marketing costs (transport, container/package, etc.)?

.....

Which problems do you encounter in transporting and marketing the fish?

.....

.....

EARNINGS

What is your daily income?

Species/product	Weight (kg)	Value
.....
.....

What do use profit on?

SOURCE OF FUNDS

Own

Relatives and friends

NGOs/Cooperative (micro-credit)

Intermediaries/downward actors

Fishermen/upstream actors

Banks

Questionnaire for the intermediary trader (Banabana)

PERSONAL DETAILS

Age

Sex

Are you married No Yes

N. of people in the household

Do you have children? No Yes If yes, how many

Where do you come from?

FISH SUPPLY

How long have you been operating on this beach?

Is this the only beach from which you operate? Yes No Other beaches.....

.....

Who sell you the fish (fishermen, fish smokers, etc.)?

.....

Is the fish supplier a relative/friend?

.....

Species bought:

1. Fresh small size pelagics
2. Smoked salted pelagics
3. Fresh large size demersal species
4. Salted/dried demersal species
5. Others

Quantity bought:

.....

Costs:

.....

Species	Unit (kg/basket, etc)	Price

MARKETING

How do you get to the beach and transport your fish?

On foot By taxi Other

How much fish (boxes/baskets/...) do you market daily?.....

Where do you market it?

Do you have a special agreement to sell to a particular outlet?

Describe the handling, preservation and storage techniques you use prior and during the marketing of fish.

.....

Costs:

.....

Items	Price	Unit
Transport cost (taxi...)		Per lag
Baskets or other container		
Ice		
Licences/fees		
...		
...		
...		

What are the main problems that affect your operation in the marketing and distribution of fish?

.....

EARNINGS

What is your daily income?

Selling price:

Species/product	Weight (kg)	Value
.....

.....
.....

Quantity sold

What do use profit on?

SOURCE OF FUNDS

Own

Relatives and friends

NGOs/Cooperative (micro-credit)

Intermediaries/downward actors

Fishermen/upstream actors

Banks

TRANSPORT SYSTEM

What kind of transport is utilized in the distribution network?

Do you use storage infrastructure during the operation of the transport system (before reaching final destination)?

What kind?

What is the cost operation and maintenance for a typical journey?

What are the main problems that affect your company in the fish distribution network?

Women porters

Name.....

Age

Are you married No Yes

N. of people in the household

Do you have children? No Yes If yes, how many.....

Where do you come from?

How do you get to the beach? On foot By taxi Other

How do you go back home? On foot By taxi Other

During what period do you work on the beach?

How much fish do you carry and where?

How much do you earn per day?.....

What are the costs you incur and the source of funds?

How do you spend the money you can earn on the beach?

(Based on Anna Mbenga – Marketing and distribution of artisanal fisheries in The Gambia)
