APPENDIX – II
QUESTIONNAIRE

SCHEDULE FOR WHOLESALERS/ COMMISSION AGENTS

1 Name :
2 Location :
3 Educational Qualification :
4 Age :
5 Form of ownership : a) Proprietary b) Partnership c) Co-operative d) Any others
6 How long are you in this business?
7 Do you deal in fruits / vegetables?
8 No of persons employed in the business
   a) Administrative / Managerial Person ............
   b) Accounts / Clerks ............
   c) Hamals ............
    ______
    Total ............
9 What problems you come across in managing employees?
   a) Absenteeism b) Non-availability c) Lack of skill d) High labour turnover e) Higher wages f) Any others
10 How much amount per year you spent on (Rs.)
   a) License fees ............
   b) Stall charges ............
   c) Electricity charges ............
   d) Labour charges ............
   e) Packing and Grading charges ............
   f) Storage charges ............
   g) Wastage ............
11 What is your approximate annual turnover for the last five years

<table>
<thead>
<tr>
<th>Year</th>
<th>1998-99</th>
<th>1999-00</th>
<th>2000-01</th>
<th>2001-02</th>
<th>2002-03</th>
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<tbody>
<tr>
<td>Turnover</td>
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12 How many days do you transact business in a year?
13 Do you deal in all types of fruits/ vegetables or just one or two?
14 Who brings fruits/vegetables to you?
   a) Growers  b) Contractors
   c) Village merchant  d) Any others

15 Do you have storage facility? Yes/No

16 If not, how do you arrange storage?

17 What is the type of storage required?
   a) Cold Storage  b) Heated Storage
   c) Normal Storage  d) Any others

18 What are the problems relating to storage?
   a) High storage charges
   b) Lack of sufficient storage space
   c) Lack of scientifically maintained godown
   d) Frequent power failure
   e) Any others

19 Who are your customers?
   a) Retailers  b) Consumers  c) Institutional buyers
   d) Industrial undertakings  e) Any others

20 Place of selling
   a) Local market
   b) Different market in India
   c) Any others

21 What facilities do you provide to the producer who brings his produce for sale?
   a) Storage  b) Lodging  c) Boarding  d) Any others

22 Mode of charging commission?
   a) cash  b) kind  c) both

23 Rate of commission charged?

24 How is price fixed?

25 Approximately what is the capital employed in your business Rs.

26 What are the sources of your capital?
   a) Own capital  b) Banks  c) Money-lender
   d) Co-operative Society
   e) Local businessman  f) Any others

27 What is the rate of interest on borrowed capital?

28 Is there any government restriction on your business? Yes/No
   If 'Yes' what is it?
29 Do you get any assistance on your line of business? Yes / No
   If 'Yes' from which dept and at what extend
30 Do you export the fruits and vegetables? Yes/No.
31 If 'No' what problems you face in exporting to other countries?
   a) Transportation       b) Packing and Grading       c) Storage
   d) Lack of good quality  e) Loading and Unloading
   f) Any others.
32 Do you allow credit facility to your customers? Yes/No
   If 'Yes' what is the period of credit allowed and the rate of interest charged if any?
33 What problems do you normally face in marketing of fruits and vegetables?
   a) Lack of continuous supply
   b) Inadequate quantity
   c) Lack of good quality
   d) Lack of storage
   e) Lack of transportation
   f) Lack of demand
   g) Spoilage and Wastage
   h) Grading and packing
   i) Any others.
34 What do you feel are the solutions?