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REVIEW ARTICLE

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### Livestock Market Chain Evaluation in and around Sinana, Agarfa and Goba Districts of Bale Zone, South East Ethiopia

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#### ABSTRACT

*The study was conducted from November, 2013 to March, 2014 in and around Sinana, Goba and Agarfa district of Bale Zone to evaluate livestock market chain in the area and to identify livestock market constraint. The analysis for small holder/producer showed lack of grazing land (73.3%), shortage of feed (2.2%), disease(2.2%) feed and disease (2.2%) were problem encountered during raising cattle while service charge, (7.5-21.5%), poor market access, (16.7-50%), poor infrastructure to the market (2.5-14.3%) were identified as major livestock market constraints. Primary and secondary market respondent join to market on trekking and 5.1% of respondent only join to terminal market by trucking. Primary market actors (69.23%) were better understood about impact of transportation on animal than that of secondary market (44.44%). Most importantly gets tiredness (28.84%) shrinkage (17.30%), gets tiredness and emaciation at a time (7.7%), stress and exposure to disease (13.46%) and lameness (3.8%) were identified as transportation impact of all respondent. In conclusive of this study impact of transportation were moderately known by society and lack of grazing land inadequate market and repeated tax were most challenges to livestock producer, and further study on impact of cactus milk poisoning on livestock product were recommended.*

**Key words:** Constraints, Primary market, Secondary market and Transportation.

## INTRODUCTION

The majority of the world's rural poor people keep livestock that can provide many benefits to small holder and pastoralist families including income, nutritious diets, savings and insurance, draft power and enhanced social status. The benefits from livestock can extend beyond livestock keepers, through the creation of employment in processing and marketing of livestock and their products, and in supply of livestock inputs, such as feed. But livestock production is constrained by cost and availability of labour, animal genetic resources, feed, animal health and public services (Francis and Sibanda, 2001).

Rapid increase in demand for meat, milk and eggs and other animal sourced foods in developing countries over recent decades have been labelled the livestock revolution. It is driven by population growth, rising per capita incomes and urbanisation. This demand represents an opportunity for rural development and poverty reduction but equally the demand can be met by large-scale commercial producers and international suppliers (Musemwa *et al.*, 2008).

Sub-Saharan Africa is a net exporter of live animals, due mostly to exports of cattle, sheep and goats from East Africa to the Middle East. Sub-Saharan Africa is also a net exporter of hides, skins and wool, with Ethiopia and South Africa benefiting most (De Leeuw, and Swift, 1983). Ethiopia has the largest livestock herd in sub-Saharan Africa, with an estimated cattle population of 49 million, sheep population of 25 million, goat population of nearly 22 million and 1 million camels with 15-17% of total country's GDP contribution (FDRE-CSA, 2011/12). Field studies in different parts of the highland of Ethiopia show that livestock account for 37–87% of total farm cash income of farmers, indicating the importance of livestock in rural livelihood (UNESCECA, 2012). The main constraints to increasing livestock productivity and output are the lack of adequate supplies of good quality livestock feed, high incidences of diseases and mortality rates and water shortage (FDRE-CSA, 2011/12).

Despite the contribution of livestock to the economy and to smallholders' livelihood, the production system is not adequately market-oriented. There is little evidence of strategic production of livestock for marketing except some sales targeted to traditional Ethiopian festivals. The primary reason for selling livestock is to generate income to meet unforeseen expenses. Sales of live animals are taken as a last resort and large ruminants are sold when they are old, culled, or barren. In the highlands, large numbers of cattle are kept to supply draft power for crop production whereas prestige and social security are the predominant factors in the lowland pastoral areas (Ayele *et al.*, 2003).

The livestock market is structured in such a way 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 such as producers, middlemen, and livestock trading cooperatives, traders, live animal exporters and meat exporters (Mike and Allison, 2005). Conventionally many livestock markets in Ethiopia are categorized into primary market, secondary market and terminal market. The basis of such classifications is mainly number of animals that attended the market per market day and the number of market participants in the market (Jabbar and Ayele, 2003).

The structure and performance of the live animal market both for domestic consumption and for export, is generally perceived to be poor in Ethiopian condition. Underdevelopment and lack of market-oriented production, lack of adequate information on livestock resources,

inadequate permanent animal route and other facilities like water and holding grounds, lack or non-provision of transport, ineffective and inadequate infrastructural and institutional set-ups, prevalence of diseases, illegal trade and inadequate market information (internal and external) are listed as some of the major reasons for the poor performance of this sector (Belachew and Jemberu 2002; Yacob 2002). Available information on livestock market chain and constraints are not adequate to identify factors affecting livestock products and by products. Therefore the main objectives of this study were:

- To describe the livestock market chain and factors affecting price
- To assess major constraints in livestock marketing in the area

## MATERIALS AND METHODS

### Study Area

The research has been conducted in Sinana, Goba and Agarfa district of Bale Zone, Oromia Regional State. Bale robe, a town in Sinana Woreda is located in south-eastern Ethiopia at 432 KM from Addis Ababa. Similarly, Goba is located at 442 KM and Agarfa at 422 KM from Addis Ababa. The Bale zone has 1,553,000 of cattle, 325,931 sheep and 751,422 goats (FDRE-CSA, 2011/12). At woreda level Sinana, Goba and Agarfa has a total of 25,1489, 86,925, 18,1548 cattle, 47,121, 55,476, 63,485 sheep and 10,300, 7,611, 15,674 of goat population respectively (bale robe agricultural office). Within the three woredas, five markets (Alemgena, Salka, Goba, Donsa and Ali) found at an average distance of 21.6 KM from Robe city were selected as study markets (figure 1).

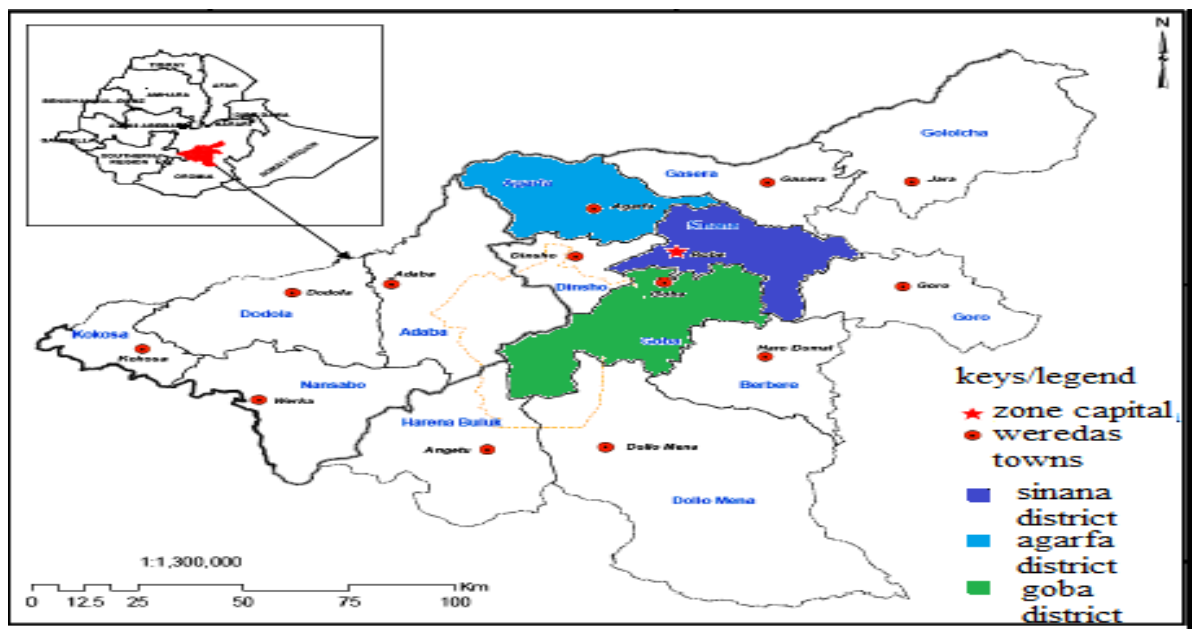


Figure 1. Map of Bale Zone Source (Tamene *et al.*, 2014).

### Study Design and Methodology

A semi-structured questionnaire format was developed to interview sellers and buyers of ruminant livestock at study markets. The questionnaire constitutes information about the origin of the animal, the purpose of buying, the price, costs incurred to access the market

etc. The sample size was determined by using the formula recommended by Arsham (2007) formula survey studies where  $N=0.25/SE^2$  (N=sample size, SE= standard error assuming the standard error of 5% at precision level of 0.05 and the confidence interval of 95%) accordingly = A total of 210 respondents were interviewed from the five selected market.

The three formal market standard classified according to el Dirani *et al.*, (2009) Salka and Alemgena market was poor infrastructure and has no feed and water facility, considered as primary market, the rest Ali, Donsa and Goba markets were considered as secondary market with livestock population of more than 500 head present on market day for marketing once per week (Annex 2.) Cross sectional type of study design will be employed.

**Observation:**-Observation of market yards, fences, floor, and location animal species presented, on day of market loading and trekking were observed and recorded. Animals during marketing, onward of entering and leaving market yard, handling of animals on progress of home transportation as individual and flock have been observed. Shoa truck loading for tertiary market and handling was also observed.

**Data management and analysis:** All collected data was entered to Microsoft Excel and analyzed using Statistical Package for Social Science (SPSS) version-20 statistical software. Then the data was analysed for proportion of different group of respondent using frequency table and custom table was applied to analysis frequency of each group of respondent in relation to market and constraints raised by respondent.

## RESULTS

### Livestock production and market description

Livestock production in the area is the income generating activity next to crop production mainly wheat production. The farmers of the area mainly practice smallholder type of production. Out of the 210 respondent interviewed (76.2%) were found farmers/producers and (18.1%) were found retailers. Apart from this, there were students (1.9%) and civil servants (3.8%). as most of respondent answered their main obstacle of livestock production, was found grazing land (73.3 %) and the rest mentioned inadequate water and diseases(26.7%). The soil of the area is fertile for wheat production and farmers prefer for crop production rather than stocking the herd.

Market observation on market day of five markets of different areas was found similar fencing with locally made wooden sheet from kerkah (bamboter) intermixed and strengthened by thick wooden pole, in exception to Ali market which fenced better with concrete blocks and metal fences up to two meter height. Similarly all observed market has no feed and water trough, shade, and weighing partition area. All primary and secondary market present cattle, equine and shoa to the market except Goba secondary market which only present shoa for marketing.

### Livestock marketing

Most primary market farmer and role taking retailer and trader participant were local short way retailer and sell their purchased animal within one week to month in the same market or other market and in case of poor markets the animal may stay for long time with the retailer. Local farmers sell their cattle when they were found inefficient at work due to old age and when replacing of infertile cows is needed.

Livestock marketing is mainly practiced among local farmers and local traders or middlemen at Salka and Alemgena primary market. Shoat retailers most of the time do not trade cattle and vice versa. Horizontal trading have been observed among primary market from Salka to Alemgena and from Salka to Hisu primary market and the same was true for secondary market from Goba market to Donsa from Ali to Donsa of all animal species noticed.

Data analysis on secondary market participant shows about 45.5% of sheep, 27.3% of goat and 16.7% of cattle were purchased by farmers (17.1%) and retailers (71.4%) for the purpose of selling in another market. The remaining market participants have purchased animals for purposes such as slaughter, breeding fattening and draft power. Most of market actors, farmers (45.0-70.6%) and retailers (66.7-75.0%) of primary and secondary markets ascertained that they brought their animals to the markets after adequately feeding and watering and about 2.9% of primary market and 47.5% secondary market farmers bring their animal without any treatment.

As to the reason why they sell their animals, producer farmers mentioned restocking 8(26.7%) and financial problem 17(56.7%) as major reasons whereas retailer and farmers sell their animals for profit 11 (73.3%) and solving financial problems 3(20.0%). Buyers constitute local retailers and farmers as major market actors.

#### **Livestock transportation and market chain**

Livestock transportation on trekking is the common and well adopted means of transportation both by producers and local retailers as noticed from both researcher's observations and responses to the interview. Only about 5% of long distance traders take their animal to terminal markets by trucks from secondary markets. Buyers at secondary markets transport their animal by truck from Donsa, Ali, and Goba to Adama, Hawassa and Addis Ababa (Table 3).

**Table 1. Average distance covered by short and long way traders of single trip.**

Means of transportation	Frequency	mean distance in KM	Minimum in KM	Maximum in KM
<b>Secondary market</b>				
Feet	51(85%)	15.0	<1	30
By truck	6(10%)	370.1667	230	445
By horse cart	3(5%)	8.3333	<1	20
<b>Primary market</b>				
On feet	46(95.8%)	22	12	33
By cart	2(4.2%)	-	-	-

Observation of all markets revealed that most of animal encountered small to large fresh to old skin injury over different part of their body. Interview with animal owner responded that it was considered as normal and even traders did not take such skin scratch as negative impact. Data collection on Alemgena shows among 102 cattle population presented for marketing 70.59% of them found with old to fresh skin scratch over one or more area due to cactus milk poisoning. The entire respondent knows that cactus milk induced skin scratches were easily identifiable by producers as well as local retailers and immediate treatment with freshly dropped faeces as an antidote could reverse the problem.

The impact of livestock transportation on animal well being and quality of hide and skin were relatively better understood by primary market actors farmers 22(64.7%) retailer 9(75.0%) than secondary market respondent, retailers 9(42.9%) and farmers 19(46.3%) and the rest percent responded that transportation has no negative impact on animal's well being and quality of skin and hides.



Figure 2. Livestock transportation and handling at donsa market, Bale Robe.

From questionnaire survey newly purchased animals stressed and subsequent exposure to disease was mostly noted in shoat owner (11.8-16.7%) Lameness as farmers described trekking animal along urban car road (non asphalted) cause serious injury on animal and lameness noticed on the next day. Among commonest problem of animal trekking was found from interview was loss of body condition (shrink of animal) and subsequent tiredness and depression of animal was found leading consequences of transportation (Table 2).

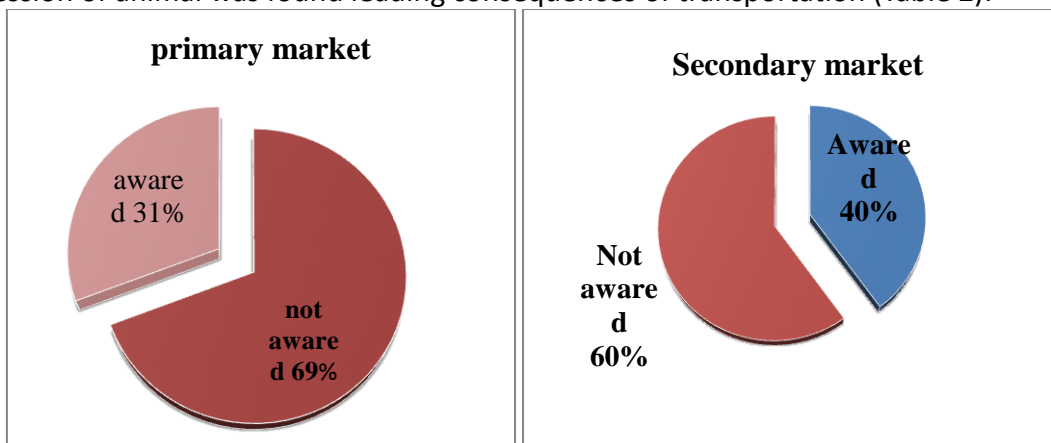


Figure 2. Livestock market actors' perception on impact of transportation on animal's well being and quality of skin and hide.

### Livestock market chain

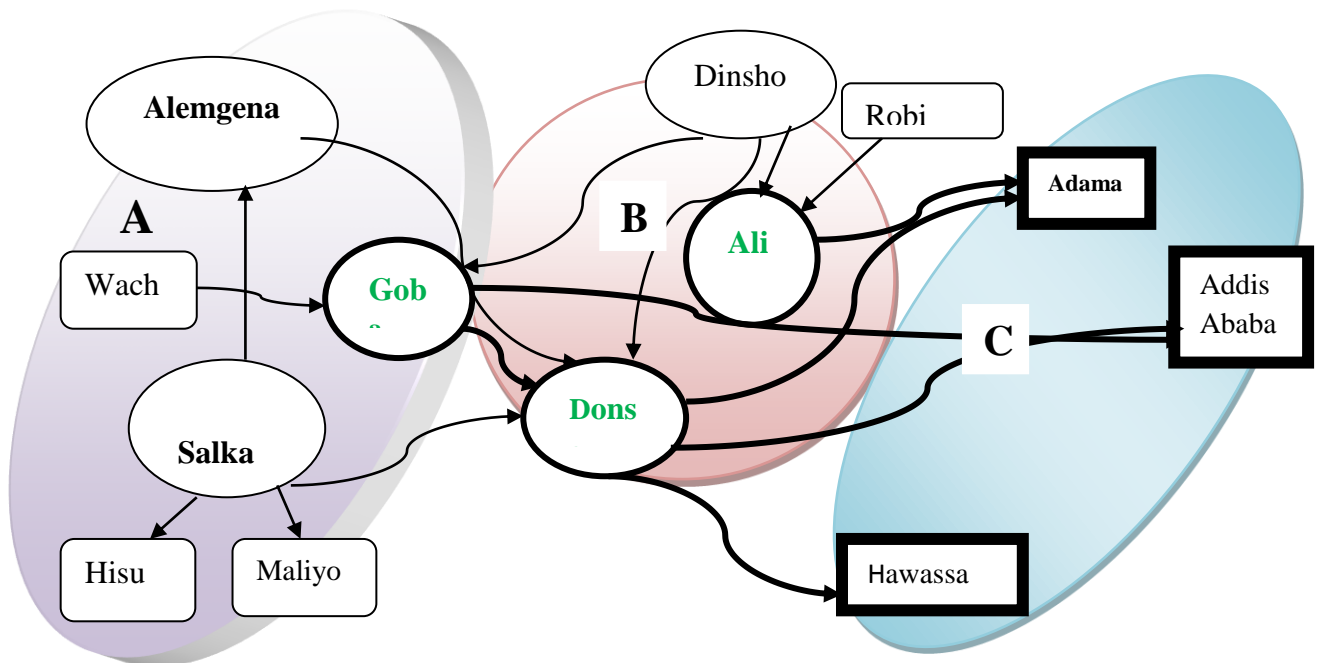
The analysis of present study shows three chain of trading, in which Donsa secondary market was found the intermediate mixing vessel for primary, secondary market and tertiary chain attached. Retailer transport cattle from Salka to Alemgena, Maliyou and Hisu for better

sale of animals, and the same was true for Wacho to Goba shoat retailer. However small ruminant traders purchase shoat from Salka and sell them to Donsa, this is the primary chain of marketing (Figure 2).

The second line chain starts at horizontal and vertical trading of animals from primary market to secondary market and from secondary market to secondary market. vertical trading of animals from Alemgena, Dinsho and Salka to Donsa were taken as secondary chain while trading animal from Goba, Ali to Donsa were horizontal chain.

**Table 2. Impact of transportation on animals well being and consequences.**

Abnormalities	Farmers N=34	Retailers N=12	Official N=3	Student N=3
Get emaciation	4(11.8%)	5(41.7%)	-	-
Get tired	10(29.4%)	1(8.3%)	3(100.0%)	1(33.3%)
Emaciation and tiredness	3(8.8%)	1(8.3%)	-	--
Get lameness	1(2.9%)	1(8.3%)	-	--
No effect	12(35.3%)	2(16.7%)	-	1(33.3%)
Get stressed and exposed to disease	4(11.8%)	2(16.7%)	-	1(33.3%)
Total	100%	100%	100%	100%



**Figure 3. Diagrammatic representation of marketing route from periphery to the center A) Primary market and other serf market, B) secondary Markets and C) Tertiary or terminal markets. Retained of purchased animals for local use is not included in this chain.**

Sellers of secondary market chain were most of the time they trade drafting animal, beef cattle and sheep. Animals that enter the tertiary market were mostly beef cattle and finished (fattened) sheep to terminal markets. Traders of this chain were long distance traders and use trekking and trucking as means of transportation. Trader of this chain purchase moderate to good body conditioned animal from Ali, Goba (only shoat) and Donsa to terminal market of Addis Ababa, Adama (cattle), Hawassa, and Asella (cattle). Trader of this chain load shoats by manual uploading as much as 80 shoat in one truck (ordinary Isuzu) at about 3000-5000 ETB (gets expensive during holiday markets) and transport them during night time to Addis Ababa terminal market. In this regards, they incur about 30-40 ETB per head of sheep/goat including the government tax (Figure 3).

### Livestock price

Present market prices of primary market mainly considered with sound price of previous primary and secondary market prices including the last week prices of the same market. most of producer 42(73.7%) sell their animal on average prices of cattle 4150.0 ETB, sheep 514.67 ETB and goat 525.0 ETB per head of animal at Salka and Alemgena market and lower than average purchasing prices of secondary market

### Additional cost incurred for accession of secondary market

Most of secondary market retailer faces transportation cost of about 8.5 ETB for cattle transportation to access secondary market from home and primary market. However, most farmers mentioned cost of feed amounting to 65.25ETB and treatment cost 40 ETB in an attempt to preparing their cattle to be more competing and selling. In contrast to cattle, sheep breeder were exposed to pay additional cost for concentrate feeding 37 ETB for better body score of their flock, and they exposed to relatively least cost for taxation 7.5 ETB at primary market, before access to secondary market.

According to the interview response, farmers invest up to 40 ETB for deworming against parasites locally termed 'yekoda marfe' (Ivermectin) to make their animals gain body weight from one to two month prior to marketing. In contrast to small holder some of Goba Robe and surrounding periurban resident keep the sheep and goat for better profit and cost 37.00 ETB for fattening for concentrate and salt purchase within one to two month prior to selling. Profitability analysis shows more than half of secondary market seller 12(67.7%) sold their animal in profit of more than 100 ETB per head of sheep and about less than half of market actors 12(50%) sold their animal in profit less than 75 ETB of sheep per head in a period varying from immediate selling in the same market to one week to two month period of interval after feeding. (Table 2) the present analysis for cattle and shoat trekked from Salka and market to Donsa and Ali market realized net profit of 7.72% for cattle and 17.73% for sheep.

**Table 3. Market profitability.**

Animal species	Cattle			Sheep			Goat		
	Mean	Min.	Max.	Mean	Min.	Max.	Mean	Min.	Max.
Profit in ETB	337.5	200	750	98.33	25	200	35	25	45



Table 4. Livestock marketing constraints of primary market.

Constraints	Farmer N=40	Retailer N=4	Advanced retailer N=2	Student N=3
High tax per animal	3(7.5%)	-	-	-
Inadequate market	20(50.0%)	3(75.0%)	1(50.0%)	2(66.7%)
Seasonal marketing	4(10.0%)	-	-	-
Poor market and poor infrastructure to the market	3(7.50%)	1(25.0%)	1(50.0%)	-
price fluctuation/variation	2(5.0%)	-	-	-
Poor sanitation of yard	2(5.0%)	-	-	-
Nothing	2(5.0%)	-	-	-
No trader	4(10.0%)	-	-	1(33.3%)
Total	100	100	100	100

Table 5. Livestock markets constraints of secondary market.

Constraints	Farmer N=42	Retailer N=13	Civil servant N=1	student N=1
Poor infrastructure	1(2.4%)	-	-	-
Market is morning	-	1(7.7%)	-	-
Poor farming,	6(14.3%)	-	-	-
High tax	4(9.5%)	-	-	-
Poor market	7(16.7%)	4(30.8%)	1(100%)	1(100%)
Long transportation	6(14.3%)	2(15.4%)	-	-
Tax if animal not sold	9(21.4%)	1(7.7%)	-	-
high tax and absence of infrastructure	2(4.8%)	3(23.1%)	-	-
Total	100%	100%	100%	100%

#### Livestock market constraints based on questionnaire response

Most of Alemgena 14(50%) and Salka 10(58.8%) respondents complained of government tax paid at the end of market day. The taxes paid per head of animal differ from market to market. Every shoat entering to market yard during market day pay 5 ETB at Salka, 6 ETB at Goba, 7 ETB at Ali and Alemgena and 8 ETB at Donsa irrespective of the selling status of the animals (sold or left unsold).(Annex 3.) Poor infrastructure to the market (39%) and Season based (10.7%) marketing were the second ranked complaint of Alemgena respondents. Moreover, among the 49 market actors interviewed, inadequacy of markets was claimed by farmers 20(50%), retailers 3(75%), advanced retailers 1(50%) and civil servants 2(66.7%) as major market constraint hindering sale of their animals at fair price. Moreover, 50% farmer respondents, 25% retailer respondents, 50% advanced retailers and 33.3% civil servants complained of price fluctuation, poor infrastructure to the market, seasonal marketing, long transportation to the market and poor sanitation of yard . In this respect, among all respondent interviewed only 2.5% of farmers confirmed to have free access to market

without significant challenge (Table 4). Respondents' opinion analysis on secondary market infrastructure and access to market shows existence of better infrastructure at Donsa (Robe) for 94.4% of them whereas for Ali it was 15.0% and for Goba 21.1%.

## DISCUSSION

Livestock markets in the highlands serve as a source and medium of livestock trade/exchange (Hailemariam *et al.*, 2009). The present study area were highland small holder with crop mixed type of farming system in which farmers raise cattle for drafting purpose and small animals as means of cash exchange.

According to these study most of livestock producers were encountered shortage of feed and grazing land due to the fact that fertile soil of the area were preferable for crop production. Most of farmers were sold their animal in case of household financial problem like return previous fertilizer expended cost, for wheat harvesting (for machine harvest) and to save the loss of wheat at cheap cost (at early dry period crop price is poor) as their household income depends on crop production. Additionally senile and sterile animal sold for restock. However in contrast to selling most livestock producers/farmers buy the animal for drafting power and for breeding and sometimes for fattening. This fact similar with the finding of Ayele *et al.*, (2003) in highland large number of cattle kept for draft power for crop production.

Study of Yacob, (2002a) showed that institutional constraints to livestock marketing in Ethiopia and Kenya include poor market supply, non-transparent taxation systems, and poor infrastructure there are no permanent animal routes no feed and watering and infrastructures Ayele *et al.*, (2003) and Belachew and Jemberu, (2003) reports have similarity with present finding, in that no market facilities were presented along dons, alemgena and goba, include livestock scale, water and feed trough, loading ramps and crushes

The wet season having relatively enough supply of feed to the livestock the dry season in contrary there is shortage of feed and water and the time where producers are forced to take their livestock to the market. study of Hailemariam, *et al.*, (2009) shows a clear pattern of decreasing prices as one move away from the wet season and the present study agreed with poor market price is due the fact that majority of primary market prefer to sell the animal rather than crop at poor price at wet season with the hope of selling wheat at expensive later in dry season and compensate the animal late in dry season.

Even if cattle price vary from time to time the intermediates impose increment to terminal market/export abattoirs, this fact is due trader sold their animal after net profit estimation outweighed of expensed cost (tax, transportation) which directly impose price increment to terminal market. The previous study AU-IBAR and NEPDP (2012) of cattle, shoat trekking from Moyale border to Samburu and Wajir realized net margins of 10-60% for cattle, the higher margin being for heavy Boran animals and shoats for 3%. In the present study cattle and shoat trekked from Salka and Alemgena market to Donsa and Ali market realized net profit of 7.72% for cattle and 17.73% for sheep, increment in shoat profit were may be due to free trekking and low cost 4 ETB per head for drovers. From questionnaire survey inadequate market was related it with lack of infrastructure long transportation as it limit number of trader from market accession. Among other group of respondent tax were found

the next irritant to producer and this fact may be due to misunderstanding of tax related issue like for whom they paid and tax servant. In livestock market, shoat and cattle buyers and sellers whose animal left unsold over the day pay differently in different market, still which account less than 1.3% of profit.

Study of Yacob, (2002a) revealed poor road conditions, in northern Kenya shows high transportation cost for traders. Long trekking distances to markets are a significant impediment to pastoralists' ability to profitably sell their livestock (Sara, 2010) the present studies noted the impact of long transportation on animal reflects indirect loss of expected value from animal and cost of time and power of animal owner. In present finding impact of transportation on animal was loss of body condition, stress and exposure to disease, get tiredness of animal and lameness was significantly diminish the expected value from animal. In this fact the buyer of physically tired and decreased body conditioned animal were the bargaining means to undermining and lowering animal prices.

Animal handling treating on way of marketing were poorly treated by local traders and drovers this fact may be due to lack of training on livestock handling and cruelty of some individuals. The drovers of flock of sheep and cattle were also aggressively hit animal as animals tried to escape the flock. Transporting animals by ordinary trucks and careless handling of the animals by drovers and attendants could lead to serious injuries and death of the animals (Dugasa and Belachew, 2009) In Ethiopia drovers have not received training on proper handling of animals during trekking (Alemu, 2010).

Livestock transportation has direct and indirect impact on animal as detectable as shrinkage tiredness and lameness as visible upon common sense. Stress and exposure to disease of animal (shoats) upon arrival at home in return of market were may be due to the fact of chronic diseased animals exacerbated by transportation or transportation solely affects the animal *www.journal of animalscience.org, accessed on May 27, 2014*. Study of Cole *et al.* (1988) investigate the effects of transportation and feed deprivation on animals showed all animals were found feed deprived for 24 hours regardless of treatments and noted that elevation in blood cortisol levels as a result of transportation stressed the animal, and concluded transport as stressful event

The present study was noted that most of primary market respondent were better understood about the impact of transportation on animal than that of secondary market. This fact may be due to expectation of gross impact on animals by transportation and misunderstand of stress on animal. During drought periods animals loss weight on the journey to market, which significantly lowers their value. (UNESCECA, 2012). Study of Yacob, (2002b). Showed trekking cattle from Gasera (Bale) to Dera (Arsi) account 8.9% weight loss in subsequent 7-8 days of trekking.

The study shows primary market chain and most of secondary chain (85-100%) except cart transportation they trekking animals to destination over the area. A large proportion of the livestock reach markets by trekking all or most of the way (Kano, 1987). Almost all livestock trekking routes in Ethiopia are traditional and not facilitated with staging points where animals are provided rest, feed and water (Alemu, 2010). In many parts of Africa, trekking is the primary means of moving livestock to consumer markets. The primary market chain was the closer to producer, the distance vary from few minutes to 3 hours and above and in unit estimation it range from 1-25 KM of single trip and this distance will be doubled during

transportation to and away from market and reach as much as 50KM per day, this finding comparable with ILRI, (1995) finding, the producers trek 1-3 hours to arrive at the primary markets to sell their animals are trekked for long distances, (for a period of 1-3 days) without adequate resting/shading, watering and feeding facilities along the supply chain, which is beyond maximum acceptable distance of trekking cattle 24-30 KM per day (MoARD, 2008).

### Annex 1. Questionnaire format part I

All respondent were interviewed after asked for full consent and introduced of scope of study. General information was used for each four separate sheet of data collecting format was prepared as follows

#### Addis Ababa University

#### College of Veterinary Medicine and Agriculture

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#### Questionnaire format to collect data on livestock market chain

This questionnaire format is designed to gather information on livestock market chain in and around Bale robe and Goba. After introducing the scope and the objectives of the study, selected farmers will be asked for their full consent to participate in the interview. Only, those willing to participate will be considered for the questionnaire survey. All information each respondent provides and his/her name will remain confidential.

#### General information (asked for all type of market actors regardless of their role to market)

Date...../...../2013/14 Responder ID.....day of market.....

Market Name.....Woreda.....kebele.....

Animal owner, farmer.....retailer.....farm owner.....collector.....

Number of animals presented to the market A) Cattle .....B) sheep .....C) goats.....

Number of animals remaining at the end of the day A) Cattle .....B) sheep.....C) goats.....

Sex of the animal, male.....female.....breed, local.....exotic.....cross.....

#### 1. Primary market/ Seller

1.1 Number of animals presented to the market A) Cattle .....B) sheep.....C) goats.....

1.2 Reason for selling A) Producer/financial problem? B) for profit/resale C) Restock D) other specify\_\_\_\_\_

1.3 Relationship with the animals A) Producer B) retailer

1.4. If you are producer what type of management you use? A) extensive B) intensive C) semi-extensive

1.5 How did you transport your animal to the market? A) On foot B) By truck C) Others specify\_\_\_\_\_

1.6 How far is your home from the market?\_\_\_\_\_

1.7 How did you prepare your animal for sale? A) better feeding B) cleaning C) treating for diseases D) did nothing

1.8 How is the market trend in terms of price/ A) better B) reducing C) constant D) depends on animal species\_\_\_\_\_

1.9 Do you think you have adequate market access to sale your animals? Yes..... No.....

1.10 What market constraints are available ? \_\_\_\_\_

1.11 Do you pay taxes when you sale your animal? Yes..... No.....

1.12 If yes to the above, how much per animal? A) For sheep.....B) for goats..... C) For cattle.....

1.13 If you are a livestock producer, what are your major constraints in livestock production?

A) feed B) Diseases C) grazing land D) breed

## 2. Primary market /Buyer

2.1 Why do you buy the animal? A) Resale in another market B) Resale in the same market C) home consumption D) for restaurant E) for butcheries F) fattening to add value G) breeding H) for local abattoirs I ) for export abattoirs J ) for export of live animals 2.2. How much did you buy the animal? A) Sheep..... B) Goat.....C) Cow.....D) Ox.....

2.3. If it is for resale in another place, where? \_\_\_\_\_

2.4 If you take them to another market how do you prepare your animals for resale? A) Better feeding and watering B) cleaning C) treating for disease C) did nothing

2.5 How do you transport your animals? A) on foot B) by a lorry

2.6 When you transport them, is there any precaution you take? A) general wellbeing/safety of the animals B) avoiding scratches or injuries on skin and hides

2.7 Do you think transportation can affect the quality of your animals and the skin and hide?

A) Yes .....B) No..... If Yes How?. \_\_\_\_\_

2.8 Do you pay taxes when you buy your animal? Yes..... No.....

2.9 If yes to the above, how much? A) for sheep..... B) for goat.....C) for cattle.....

## 3. Secondary Market/ Seller

3.1 From where did you bring the animals for sale? \_\_\_\_\_

3.2 What percent of profit do you expect \_\_\_\_\_

3.3 How do you transport your animals? A) on foot B) by a lorry

3.4 What additional costs did it incur you to get to this market? A) Transportation cost (\_\_\_\_\_/animal) B) feed cost (\_\_\_\_\_/animal) D) treatment cost (\_\_\_\_\_/animal) E) feed, housing and management cost for fattening (\_\_\_\_\_/animal) F) Labor cost (\_\_\_\_\_/animal) G) nothing

3.5 How is the market trend in terms of price/ A) better B) reducing C) constant D) depends on animal species \_\_\_\_\_

3.6 Do you think you have adequate access to the market? Yes.....No.....

3.7 What are the problems of the market? \_\_\_\_\_

3.8 Do you pay taxes when you sale your animal? Yes..... No.....

3.9 If yes to the above, how much? A) For sheep.....B) for goats.....C) for cattle.....

3.10 Do you mix your livestock in the market and during transportation to market? Yes.....

No.... If yes what problem causes cattle on shoat? A) scratch the skin of shoat by their horn B) they through them on thorny bush C) they kick them with their hind legs

D) Stand on their leg and bone fracture E) Nothing

#### 4. Secondary Market /Buyer

4.1 Why do you buy the animal? A) Resale in another market B) Resale in the same market C) home consumption D) for restaurant E) for butcheries F) fattening to add value G) breeding H) for local abattoirs I) for export abattoirs J) for export of live animals

4.2. How much did you buy the animal? A) Sheep\_\_\_ B) Goat\_\_\_ C) Cow\_\_\_ D) Ox\_\_\_

4.3 If it is for resale in another place, where? \_\_\_\_\_

4.4 How long it from this market? - \_\_\_\_\_

4.5 How do you transport your animals? A) on foot B) by a lorry

4.6 When you transport them, is there any precaution you take? A) general wellbeing/safety of the animals B) avoiding scratches or injuries on skin and hides

4.7 Do you think transportation can affect the quality of your animals and the skin and hide?

4.8 Do you pay taxes when you buy your animal? Yes..... No.....

4.9 If yes to the above, how much? A) for sheep\_\_\_\_\_ B) for goats\_\_\_\_\_ C) for cattle\_\_\_\_\_

4.10 If you sell your animal for whom do you sell? \_\_\_\_\_

#### CONCLUSION AND RECOMMENDATION

The present study indicated producer of study area was lack of grazing land and inadequate feed to nourish their animal. Livestock market chain passed more hands of intermediates from producers to final destination alter livestock productivity and by product as it significantly impose stress and weight loss and this can be minimized by one marketing chain and better modes of transportation. On livestock marketing impact of transportation were moderately understood by market actors and less care of handling and transporting animal as facilitated transportation is poor and not practical. Available evidences with present studies shows long trekking/trucking distances to markets were a significant impediment to producer and retailer profitably sell their livestock as transportation cost and animal shrinkage diminish net profitability. Price increment with level of market indicated better choices of animals and availability of traders and consumers competition and with better infrastructure advance livestock prices. Visible skin damage raised of local plant was less attention as no significant impaction at farmer level and as it possibly affecting livestock by product broad research and post slaughter examination better employee, to explore its economic significance. Therefore based on the above conclusion the following remark forwarded

- In study area about three chain of transportation were applied to animal to reach terminal market and this were better if live animal exporter or terminal market supplier engaged directly to primary market, as producer gain better selling price and reduce multiple intermediates.
- Society on behalf traders, Livestock trader as well as drovers needs to be aware with course knowledge and consequences of animal handling, welfare transportation as it retain trembling of livestock output.
- Infrastructure to the market should have to be improved and better connected with secondary and/or terminal markets, as it possibility of traders accessibility.

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