

Dairy Sector in Uganda

6th November 2018

1. Descriptives

Table 1: Basic Descriptives of Value Chain

	mean	sd
Farmers		
Male		
Some Education		
Completed Primary		
Years Experience in Dairy		
Traders		
Number of Observations	541	
Male	99%	
Some Education	9%	
Completed Primary	21%	
Years Experience in Dairy	3.1	3.71
MCCs		
Number of Observations	55	
Male	85%	
Some Education	100%	
Completed Primary	60%	
MCC Manager	76%	
Years Experience in Dairy	3.6	4.5

2. Traders

Table 2: Dairy Traders

	count	mean	sd
Trade Only	540	30%	
Transport Only	540	44%	
Trade and Transport	540	26%	
Trade Other Dairy Products	541	7%	
Trade Other Products	541	10%	
Number of Competitors when First Started	482	10.3	13.2
Number of Competitors Now	471	15.3	18.7
Traders: Never Make Agreements with Others	301	51%	
Transport: Never Make Agreements with Others	377	67%	
Always Share Info with Others	537	50%	
Part of Cooperative	540	40%	
Received Training on Storage and Handling	540	44%	
<i>Dry Season</i>			
Price of Milk	541	1056	176.7
Bought Milk from Farmers	541	94%	
Number of Suppliers	516	5.2	5
Liters Collected Per Day	524	106.6	99.3
Liters Sold Per Day To...			
... Shops	526	3.9	29.1
... Individuals	526	1.4	8.3
... Cooperative Collection Centers	524	37.0	60.2
...Private Collection Centers	526	42.7	59.1
...Processors	526	5.0	30.9
...Institutions	527	0.3	4.5
...Restaurants	527	0.5	5.3
<i>Rainy Season</i>			
Price of Milk	541	716.9	204.4
Bought Milk from Farmers	541	97%	
Number of Suppliers	533	7.0	10
Liters Collected Per Day	538	187.1	141.6
Liters Sold Per Day To...			
... Shops	537	3.8	18.0
... Individuals	537	2.1	10.5
... Cooperative Collection Centers	535	53.2	77.2
...Private Collection Centers	537	70.3	81.9
...Processors	537	7.9	34.6
...Institutions	536	0.8	6.5
...Restaurants	536	0.7	5.5

Table 3: Dairy Traders

	count	mean	sd
Milk Sometimes Rejected	540	45%	
Reason for Always Rejected....			
...Too Late	51	41%	
... Low Lactose	51	37%	
Rejected Milk Given Away	56	41%	
<i>Supplies Owned</i>			
50L Milk Cans	541	0.88	1.4
25L Milk Cans	541	0.10	0.50
10L Milk Cans	541	0.10	0.8
Jerrycans	541	6.58	5.25
Motorbikes	541	0.82	0.65
Bicycles	541	0.56	0.57
Mobile	541	1.0	0.58
Measuring Cups	541	1.1	6.5
Sieve	541	1.1	1.0
<i>Transport</i>			
Use Motorbike	538	71%	
Use Bicycle	538	27%	
Transport Capacity	535	164.1	86.0
Transport Capacity with Motorbike	383	193.7	77.9
Transport Capacity with Bicycle	144	89.0	50.0
<i>Delivery</i>			
To Individuals	540	49.4%	
To Cooperatives	540	28.0%	
Years Experience with This Type of Buyer	531	2.7	2.6
<i>Testing</i>			
Milk Tested	540	99.4%	
Lactometer Test	537	99.8%	
Alcohol test	537	97.6%	

Table 4: Dairy Traders

	Traders Only			Transport Only		
	count	mean	sd	count	mean	sd
Doesn't count those who reported doing both trading and transport						
<i>Payment</i>						
Paid by Cash	158	98.7%		233	99.6%	
Paid Weekly	158	72.8%		233	60.5%	
Oral Agreements of Sales	160	47.5%		236	55.5	
Written Agreements of Sales	160	15%		236	6.8%	
No Agreements of Sales	160	37.5%		236	37.7%	
Oral Agreements of Buying	160	49.4%				
Written Agreements of Buying	160	11.2%				
No Agreements of Buying	160	39.4%				
Cost of Transport (UGX)/Liter	158	122.7	56.7	228	69.2	43.6
Volume (Liters of Milk)	155	145.8	71.7	235	135.9	131.4
Distance (km)	155	9.46	11.3	233	6.6	7.3

Table 5: Dairy Traders

	count	mean	sd
<i>Hygiene</i>			
Wash Containers	541	99.4%	
With Soap	538	97%	
Dry Containers	538	99%	
<i>Records</i>			
Keep Records	540	90.2%	
Access to Finance	540	66.2%	
Loan in Last Year	540	32.4%	
Amount of Loan	175	1,334,423	1,418,193
Loan Invested in Milk Business	175	64.6%	

3. MCCs

Table 6: Milk Collection Centers

	count	mean	sd
Type of MCC			
Private	55	58%	
Cooperative	55	24%	
Sub-collection From Larger MCC	55	47%	
MCC has other Collection Points	29	41%	
Number of Other Collection Points	12	3.6	1.6
Capacity of Other Collection Points	11	7900	6113.5
Number of Workers	55	3.2	2.7
Buy from Members Only	55	20%	
Number of non-members who supply per day	42	28.3	28.0
Supply (liters) from non-members per day	41	2184.6	2248.1
Number of members who supply per day	53	26.1	43.7
Supply (liters) from members per day	39	3041.6	7218.1
Pays Premium for Quality Milk (Sometimes or Always)	55	33%	
Pays Premium for Large Quantities of Milk(Sometimes or Always)	55	38%	
Total Capacity of MCC (L)	55	5370	5166.3
Usage (%) in Dry Season	55	26.8%	20.2%
Usage (%) in Rainy Season	55	62.1%	32.0%
Payment			
Pay on Delivery	55	14%	
Pay Daily	55	2%	
Pay Weekly	55	71%	
Pay Twice per Month	55	33%	
Pay Monthly	55	2%	

Table 7: Milk Collection Centers

	count	mean	sd
Selling Milk			
Wholesalers	55	24%	
Brokers	55	5%	
Processors	55	71%	
Agent of Processor	55	9%	
Agent of Cooperative	55	0%	
Independent Trader	55	5%	
Retail Shop	55	0%	
Milk Shop	55	2%	
Institution	55	0%	
JESA Dairy	39	38.5%	
Brookside Dairy	39	41.0%	
Ever Unable to Sell Milk	55	38%	
Number of Times Unable to Sell Milk	20	4.2	4.4
Choices on Who to Sell to Available for Farmers...			
A lot	55	45.5%	
A little	55	45.5%	
None	55	9%	
Years Experience in MCC	3.6	4.5	
Total Capacity of MCC when First Started	50	3423	1371
Num of Suppliers when First Started	47	28.4	33.3
Avg Liters Per Day when First Started	49	1649	1321
Average Price in Last Dry Season	48	1105	130
Average Price in Last Rainy Season	50	766	168
Average Daily Collection Last Dry Season	46	1828	1985
Average Daily Collection Last Rainy Season	51	3473	4036
Sell in Kampala Suburbs	55	80%	

Table 8: Milk Collection Centers

	mean	sd
<i>Supplies Owned</i>		
Milk Cans	5.3	6.9
Jerrycans	2.2	6.1
Scale	0.4	1.0
Lactometer	2.2	1.1
Warehouse	0.7	0.5
Milk Trucks	1.6	1.1
Mobile	0.8	0.9
Motorbikes	0.3	0.6
<i>Services Offered</i>		
Training on Milk Prod	31%	
Training on Milk Hygiene	47%	
Credit/Loans	67%	
Equipment to Suppliers	16%	
Milk Cans	24%	
Vet Services	16%	
Transport Services	9%	
Milk Coolers	9%	
Cross-brd Cows	2%	
Medicines	15%	
<i>Why Farmers Choose This MCC</i>		
Always Purchase	29%	
Higher Prices	42%	
Access to Loans	38%	
Buyer Collects Milk	13%	
Provide Advice/training	33%	
Timely Payments	67%	
No Other Choice	7%	
No Quality Checks	0%	
<i>Testing Milk</i>		
Visually	49%	
Lactose Test	100%	
Alcohol Test	96%	
n=55		
	count	mean sd
Transport to Kampala	55	80%
By Own Truck	44	77%
By Hired Truck	44	14%
By Processors Truck	44	14%
Current Cost of Transporting 1 Liter	47	75.6 31.7
Cost of Transporting to Buyer on Average Day	43	214274 84795