# Interviews on non- farming by females in Ude, East Shewa

## Cash crop trading

### Most important cash crop sold by a ‘middlewoman’ trader

The respondent buys teff from local farmers and sells it to other rich traders. Although she has some common customers who supply her with the first-level taff, she mainly collects the taff from farmers who pass by the road during market days. She stands at the roadside waiting for the farmers who are passing and asks them to sell their product to her. She has been engaged in this business for one year. Before that, she was selling local Areki; but it was not profitable as many women started the same business in her neighbourhood. She strives to continue this business and plans to get a grain store where she could store the grains and would be able to buy and sell the crop at larger scale.

When she buys the crop from different farmers, she decides the price according to the type and quality of the crop. There are three types of teff which have different prices: 1. *Magna taff*, 2. *Melestegna* and 3. *Sergegna taff*. Although there is also red *taff,* it has no demand at the market and it is used for subsistence purposes.

The trader sells the crops to her customers in Sirba, Udie and Debrezeit. Although the suppliers want to increase the price of the crop, she negotiates to her best to maximize her profit. Last December, she bought one kilo of taff at a price of 11birr and sold it for 11.5 birr. (December is the month when the price of crops reduces because it is harvest season). She said that she couldn’t sell more than 300killogram because many of the farmers preferred to sell their crop at the market directly.

The problems she faces are lack of enough supply of crops, since farmers want to sell it directly and there are some rich wholesalers present who buy the crops at the best price from the farmers. There is also a transport problem that she is required to pay 6-7 birr one way to Debrezeit; and it increases when she has to load the crop to sell it in Debrezeit. When she buys one kilo of taff from farmers in Sirba at 11 birr, she sells it at 20-21birr in Debrezeit.

She plans to upgrade her business by getting some credit of 2000-3000birr. She plans to open a shop where she can buy and sell crops.

### Second most important cash crop sold by a ‘middlewoman’ trader

The second most important crop is chickpeas. In November she buys chickpeas and keeps them at home until April and May when its price increases. Last season, she bought one kilogram of chickpeas at a price of 5.50birr and she will sell it in May at a price of 9birr/kg. In rainy season, its price might increase to 13birr/kilogram.

### Middlewoman trader’s activity

The respondent is a married woman with three children. She does no other work and she is a housewife. She said that her family’s livelihood has improved and she saves 50birr/week in the form of Equb. She also has planned to continue her education which she stopped at grade 8 if the evening program is started. She has heard that there will be adult education which will be provided for adult women at 2:00pm-4:00pm and at 4-6pm for men.

### Most important cash crop sold by small trader

The small trader sells taff as the most important cash crop. She collects the crop from farmers by going house to house or by standing along the roadside on market days. She used the *safi or tassa (*local cane to measure the amount of the crop). She has been trading for 15 years and she thinks that it was more profitable in the past than now due to the high market competition and the lack of sufficient crop supply. She buys 1*tassa* of taff at 9 birr and sells it at 11birrr in the local market. Five years ago, the price of one tassa was 5 birr to buy from farmers. The price of taff has been increasing from time to time. It decreased in December and increases in April-September. She sells the crops which she collected to rich traders in Debrezeit. Sometimes, however, her local customers come to her house to buy her crops. She collects 50-100kilogram in one day from different farmers and she buys it according to its quality and type.

She borrowed 3000birr from Bussa-Guneffa credit and saving institution in Mojo which also has an office in Debrezeit. She borrowed this money after she was grouped with ten other small traders. She doesn’t pay any market tax as she is not registered as a tax payer.

### Second most important cash crop sold by small trader

She also sells chickpeas, lentils and wheat as second important crops. She collects from different farmers as she does for taff. Side by side to her farming and crop trading, she also sells tella on Wednesdays and Fridays when there is a better flow of customers. She sells one cup (saffi) of tella at a price of 2.5birr. Although its price has increased to be 3 birr in other neighbouring tella houses, she sells it at a lower price to attract more customers. She prepares 20 litres of tella with ten kilos of flour and gets 50birr profit after it is finished.

### Small trader’s activity

She is divorced. She has 2 kerts of farmland and she produces taff and chickpeas mainly for subsistence use. Her son ploughs the land and she helps in weeding, collecting, etc. She completed grade 8 and she sends her to children to school. Her main problem is transportation, supply of crops and lack of good market at nearby distance.

### Most important cash crop sold by self-trader

The most important cash crop sold by this middle trader is taff. She produces taff on one kert (0.25 hectare) of her farmland. She has done this business for 19 years. Although the price of taff has increased from time to time, her business is not as profitable as it used to be in the past. This is because the number of people who are engaged in this business has increased and it has created high market competition. She sells taff mainly in December; but she keeps some of it at home so that she sells it in April, May and June when the price rises.

The main problem she mentioned was a lack of transport when she has to carry the crop up to the market place in Udie and Debrezeit. She has to pay 7-8birr to load her crop to Debrezeit. This price was 3-4 birr some five years ago. The other problem is the high cost fertilizer as it has to be paid in cash. Five years ago, fertilizer was available on credit and it was good for most poor farmers who couldn’t afford its cost at once. This time, however, it is in cash which has not considered the capacity of poor farmers.

The price of 150kg of fertilizer from the kebele agriculture office is 1000birr which is a bit difficult to afford. It would have been helpful if it could be provided on credit. Those farmers who always use sufficient fertilizer for their farmland produce the best quality and sufficient quantity to sell more. Although she also uses fertilizer, she thinks that it is not sufficient.

She doesn’t pay market tax because she doesn’t sell her product at the market. She sells her product in Sirba and Debrezeit to whole sellers. She suggested that it would be very helpful for traders like her if the fertilizer could be provided by credit and with a fair price. For her, it would be profitable if the buyers could come to her house and buy, instead of her having to go to them to sell.

### Second most important cash crop sold by self-trader

The second most important cash crop she sells is chickpeas. Sometimes, she sells raw maize along the roadside. She sells one cup of raw chickpeas at a price of 3-4birr in September. She sells one kg of dried chickpeas at 9birr and one kg of taff at 15birr. The price of these crops is likely to increase in summer season.

She had better sales in the past (five years ago) because there were only a few people who were engaged in trading. This time, however, she is not getting much profit because there is high market competition. The other problem is that she has a small plot of land which doesn’t produce enough for subsistence as well as cash crops.

The market price is fixed by formal traders who pay tax and use the market place. The small or middle traders have no say to decide about the price. They can only sell their products if they think that they will have some profit. Most of the farmers get information and like to sell their products at the market rather than along the roadside. Only those who are not informed or those who want to sell it soon before the long travel to the market sell their crop for such traders as her. Besides, farmers can’t fix the price of their products because the whole sellers refuse to buy. The traders assess the price of the crops at Debrezeit and Udie; then she calculates how much to buy from the farmers and how much to sell it for in the market. She has no common customers to buy her crops because she always wants to be flexible with the market price and get a better profit

### Self-trader’s activity

Currently, she is working at a flower farm and she is paid 20birr/day. The flower farm is found at Kumbursa sub-kebele and it provides her with transportation service. She goes to work 7am-5pm. She decides the day of the week which she wants to be at rest. So, she chooses either Tuesday or Saturday when she can buy and sell crops. She sells crops as an additional source of income. She likes the flower farm work because she is assigned at the packing house where there is less danger of chemicals (unlike the ones in the greenhouse). She has not been to school and she married at 15 years old and has three children (two sons and one daughter). She sends all her children to school. Her husband died ten years ago. Five years ago, she borrowed 700birr from Gunssa Gonofa credit institution in Debrezeit. She was grouped with about 70 women to get this credit service and start some kind of business. She paid her debt within one year (800birr). Her first business was selling tella and local areke. She was also saving money in the form of equb. She was saving 50birr/week and there were 80 members of the equb. This helped her to pay her debt soon. She said that she had good profit from selling the local drinks. However, it was very risky for her and her children’s life as her customers were getting drunk, disturbed her and were fighting each other inside her house. Then, they destroyed her household items and harmed each other. She had to take her children out until the drunken men left. Besides, some of her customers wanted to drink on credit and never paid her. Others totally refuse her to pay after they had too much to drink. Then, she decided to quit the business.

## Livestock trading

### Livestock trade

There are no women who are engaged in livestock selling except selling chickens on a small scale. The chickens are produced traditionally and are sold in the local market during feasts and annual celebrations.

## Livestock products

### Women traders in livestock products

Women sell eggs to individuals on market days. The price of one traditional egg is 2birr and the price of an egg produced from breed chicken is 2.25cents. There are few households that keep many breed chickens and supply eggs to the traders in Debrezeit on a regular basis.

Butter and hides are not sources of good business as they are not done in the form of regular business.

### Interview with livestock trader

## Micro, small and medium enterprises

### Skilled production

### Livestock and products production

### Local drinks and food production

There are about 20 local drink sellers in Sirba. These sell talla, areke and teji. The business is done on a small scale and is owned by women. Almost all are not registered and have no licence. Most of them don’t pay tax. Tella is produced locally while areke and teji are bought from Suppliers/producers in Debrezeit. These local drink houses are also likely to sell beer and soft drinks, prepare food (beyaynet, firfir). In Udie there are draft houses, butcheries and restaurants. There are very few women in Sirba who prepare areki for household consumption.

### More detail on areki production

She buys areke from Debreziet and it is known as Negele’s Areki which has high demand. The local people and those who pass by along the road are her customers. Most of her customers believe that local Areki has a medical purpose and that it prevents different kinds of body infections and kills intestinal parasites. It is also believed to warm the body and to give energy. Its ingredients are maize, barley, wheat and sorghum. It is fermented for 5-7days but it needs good skill and experience.

The respondent has been doing this business for about 15years. She was buying one jerican (20 liters) of Areki from Debrezeit at a price of 300birr three years ago. Now the price for the same amount has reached 600birr. She buys one jerry can and finishes it within a week. She gets 100birr profit from selling one jerican of Areki. She has better sales in the rainy season when she may sell one jerry can of Areki within three days.

The price for one cup of areki is fixed by consensus or by discussion with the other areke sellers in the village. All of her customers are men; but there are also women who buy areke to drink at home because it is not culturally accepted for women to sit at areke houses and drink with men.

She has two daughters who help her in selling areke and doing the domestic work.

The problems she has include the high cost of transport which affects her income from selling areke. She tries to cope by selling other items such as beer and soft drinks. She saves 100 birr/week in the form of equib so that she will not be bankrupted.

Recently, she was in trouble when her older daughter gave birth to an unexpected pregnancy. She had to carry all the burden to take her to hospital and to cover all her delivery costs. She spent 1,300birr for the delivery and other health costs to support her daughter.

### Non-farm women producer co-operatives

### Natural resource sale

Individuals sell eucalyptus trees from their own holdings. One tree can be sold at 50 birr-150birr depending on its thickness.

### Petty production

### Service enterprises

There are no service enterprises

### Food-processing services

There are no food processing services

### Hospitality services

There is one hotel in Sirba- Arose Hotel. This hotel has been there for about 8 years. There are two restaurants in Udie, two small cafeterias in Sirba (near the china construction company). In udie, there are tea houses and cafeterias.

### Health services

There is one health service in Udie which started work in 2004EC. There are also two private clinics in the town. The health centre provides vaccinations, medicine and maternity services including delivery services.

### Shops

There are only 5 shops in the kebele selling consumable items and two of these are owned by FHHs.

### Leisure services

Five years ago, there was only one man who owned a TV and he charged 0.50 birr to young men who wanted to watch TV programs. Now that most households own a TV the man’s business is over. There are about five Jitoni (Karambula – pool houses) in Udie.

### Petty services

There are no shoe shiners; but there is one person who is a shoe repairer. There are two barbers in Sirba and three in Udie. There are two mobile battery charging service providers but no mobile maintenance. People go to Debrezeit to buy apparatus, accessories and maintenance for their mobile phones. There are individuals who collect old/used plastic and metal items; but these people come from Debrezeit and there is none from Sirba. Some people also come from other local towns to exchange household items with clothes (*liwach*).

There is one tyre repairer in Udie.

### Transport services

The kebele is accessible for transportation as the main road from Addis-Mojo passes by. There are minibuses available at any time to go to Debrezeit, Addis or Mojo. There are also horse carts which transport people and goods within the sub-villages of the kebele. There are two individuals who own middle level buses and are used to transport people to different places outside the kebele.

## Government support for non-farm activities

Credit services are available at the wereda level and trainings are provided by government and non-government institutions such as the Bussa-Gonefaa micro finance institution. Passion Connection Ethiopia also supports women groups to get training regarding different income generating activities.

## Non-farm employment