

## NON-PHARMACEUTICALS SUPPLY CHAIN SURVEY – DRUG SHOP

Introduction: (*Greet the shop attendant(s), introduce yourself, and explain the purpose of your visit and how your findings will benefit the shops and community. Seek permission to collect the data*).

In a bid to improve on profitability and long-term sustainability of the Accredited Drug Shops (ADS) in Uganda, MSH would like to identify alternative commodities that could be stocked in drug shops and create partnerships that would increase their availability for sale in the shops. I am going to ask you some questions related to this activity. All the information you offer to us will be kept as confidential.

Collector: \_\_\_\_\_ Date: \_\_\_\_\_

**Name of drug shop:**

\_\_\_\_\_

**County:**

\_\_\_\_\_

**Sub-county:**

\_\_\_\_\_

**Parish:**

\_\_\_\_\_

**Town/village (indicate the name and whether it is a village or town):**

\_\_\_\_\_

**Name of person interviewed:**

\_\_\_\_\_

**Position of person(s) interviewed (tick both if person interviewed is both seller and owner):**

- a. Seller ( )
- b. Owner ( )
- c. Both owner and seller ( )

1. Is this drug shop your only source of income? (Yes/No) \_\_\_\_\_

2. If No, what other source of income do you have?

---

---

3. Who in your shop decides which items to sell/stock?

1	Owner	
2	Seller	
3	In-charge	
4	Other (specify)	

4. Did you know that drug shops are allowed to sell items other than pharmaceuticals (health care products which are sold in shops or supermarkets – give examples)? (Yes/No) \_\_\_\_\_

5. Do you ever stock any of these products in your shop? (Yes/No) \_\_\_\_\_

(If Yes, go to question #12.)

6. If No, give reasons why you do not stock any of these items.

---

---

---

---

---

---

---

---

---

---

7. Would you reconsider selling these commodities in your shop if economic, logistic, and supply concerns were adequately addressed? (Yes/No) \_\_\_\_\_

(If Yes, go to question #8.)

(If No, end the data collection and thank the ADS owner/seller.)

8. (a) Identify among the following items those that you currently stock, and (b) for those you do not stock which ones you think might be marketable to your customers if availed in your shop at a price about 10–15% lower than the recommended retail price indicated (tick whichever applies).

	<b>SANITATION AND HYGIENE</b>	<b>Brand</b>	<b>Unit Pack</b>	<b>Recommended Retail Price</b>	<b>Stocked?</b>	<b>Marketable?</b>
1	Water Filter	Crystal Pur	1 filter	10,000		
2	Water Filter Ceramic	Crystal Pur	1 ceramic	6,000		
3	Water Filter Pulp	Crystal Pur	1 pulp	4,000		
4	Bob Water Tank	Bob Rain water	1400L	260,000		
5	Sanitary Pads	Always Ultra Normal	t1/16x8	2,700		
6	Sanitary Pads	Always Super Plus	t3/18x7	2,550		
7	Sanitary Pads	Always Ultra Normal	S3/16x16	4,200		
8	Sanitary Pads – Reusable	Afripads	6 pieces	4,500		
9	Sanitary Pads – Reusable LARGE	Afripads	7 pieces	5,600		
10	Toothpaste	ABC Dent	70g	1,200		
11	Laundry Soap	Kyapa White	600g	2,050		
12	Laundry Soap	Kyapa Blue	600g	2,000		
13	Laundry Soap	Kyapa Brown	600g	2,450		
14	Laundry Soap	STAR White	1kg	3,500		
15	Diapers	Pampers – mini	9x10cm/mini	6,650		
16	Diapers	Pampers – midi	9x9cm/midi	6,650		
17	Diapers	Pampers – maxi	9x8cm/maxi	6,650		
18	Toilet paper	Luxury	1 roll	450		
19	Antiseptic	Kevlon – 200mL	200mL	1,500		
	<b>FORTIFIED FOODS</b>	<b>Brand</b>	<b>Unit Pack</b>	<b>Recommended Retail Price</b>	<b>Stocked?</b>	<b>Marketable?</b>
1	Fortifed Maize – Kendo	Kendo Mills	500g	1,600		
2	Fortifed Maize – Kendo	Kendo Mills	1kg	3,100		
3	Fortifed Maize – Kendo	Kendo Mills	50g	300		
4	Fortified Sugar	Sugar	500g	1,700		
5	Iodised Salt	Chiluma	500g	380		
6	Fortified Millet Flour	Kendo Mills	500g	1,850		
7	Fortified Millet Flour	Kendo Mills	1kg	3,600		
8	Fortified Millet Flour	Kendo Mills	50g	350		
9	Milo	Nestle	15g	500		
10	Sprinkles	UHMG	1g sachet	500		
	<b>MISCELLANEOUS</b>	<b>Brand</b>	<b>Unit Pack</b>	<b>Recommended Retail Price</b>	<b>Stocked?</b>	<b>Marketable?</b>
1	ARIEL – Laundry Detergent	Ariel	50g	383		
2	Cleaning Solution	JIK – small	1 bottle	1,900		
3	Solar lantern – F10 MOBILE	Firefly	1 lantern	68,000		
4	Nova Solar Light with Mobile	Dlight	1 battery	110,000		
5	Power pack Jnr. 2.5W	Firefly	1 solar pack	200,000		

	<b>MISCELLANEOUS</b>	<b>Brand</b>	<b>Unit Pack</b>	<b>Recommended Retail Price</b>	<b>Stocked?</b>	<b>Marketable?</b>
6	Power pack 5W	Firefly	1 solar pack	325,000		
7	Solar light/charger-Sun King Pro	Sun King	1 solar pack	130,000		
8	Solar lamp-Sun King Solo	Sun King	1 lamp	60,000		
9	Solar lamp-Little Sun	Sun King	1 lamp	30,000		
10	High-efficiency Cook stoves – small	Ugastove	1 stove (small)	12,000		
11	High-efficiency Cook stoves – large	Ugastove	1 stove (large)	16,000		
12	High-efficiency Cook stoves – Extra-large	Ugastove	1 stove (X large)	21,000		
13	Wood burning Cook stove	Envirofit	1 stove	45,000		
14	Charcoal briquettes	Briketi	1 packet	1,200		
15	Baby Caps & Socks		1 pair	5,000		

9. Do you have any additional storage space in case you were to start stocking these non-pharmaceutical products? (Yes/No) \_\_\_\_\_

If No, would you be able to create needed storage space? (Yes/No) \_\_\_\_\_

10. If you started to stock the above commodities, would you need help in financing the additional stock either through access to a loan or through credit offered by the supplier of the commodities? (Yes/No) \_\_\_\_\_

If yes, what is the maximum amount of credit you feel you would need? \_\_\_\_\_ shillings

11. Mention any other problems that you feel you might face in relation to stocking non-medicine/health supply items in your drug shop.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

12. Approximately what percentage of your daily business is from the sale of non-pharmaceutical commodities?

- a) Less than 10%
- b) 10–20%
- c) 30–40%
- d) 40–50%
- e) >50%

13. Do you have any additional storage space in case you increase your stock of non-pharmaceutical supplies? (Yes/No) \_\_\_\_\_

If No, would you be able to create the needed storage space? (Yes/No) \_\_\_\_\_

14. Identify the five fastest-moving non-pharmaceutical products and fill in the table below.

	<b>Product</b> (give specs, e.g. Pampers mini, Always ultra-normal)	<b>Unit</b> (e.g. piece, 100mL btl)	<b>Source of Items</b>	<b>Cost Price</b> (price of smallest unit)	<b>Selling Price</b>	<b>Consumption in the Last Week</b>
1						
2						
3						
4						
5						

15. How do you place your orders for non-pharmaceutical supplies? (Tick all that apply.)

1	Physically deliver order	
2	By telephone (land line or cell)	
3	Collected by sales person	
4	Other (specify)	

16. How often do you place an order with your main supplier for non-pharmaceutical supplies?

1.	Daily	
2.	Weekly	
3.	Monthly	
4.	When needed	
5.	Other means (specify)	

17. Once you place an order with your main supplier, how many days do you generally have to wait until you receive your supplies?

1.	Less than 1 day	
2.	1 to 7 days	
3.	7 to 15 days	
4.	15 to 30 days	
5.	More than 30 days	

18. How does the shop receive supplies?

1.	Supplier transportation	
2.	Commercial transportation	
3.	Someone picks up supplies	
4.	Other (specify)	

19. Do any of your suppliers (whether pharmaceuticals or non-pharmaceuticals) offer you any credit?  
Yes/No \_\_\_\_\_

20. If yes, what is the maximum amount of credit offered to you by your supplier? \_\_\_\_\_  
shillings

21. a) If credit from suppliers is not sufficient, would you be able to find the financing needed for additional stock through either access to a commercial bank or a microfinance organisation? (Yes/No)

b) What would be the approximate amount of financial support you would need? \_\_\_\_\_shillings

22. Mention any other problems that you face in relation to stocking non-pharmaceutical items in your drug shop.

---

---

---

---

END THE DATA COLLECTION AND THANK THE ADS OWNER/SELLER.