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APPENDIXES

Appendix 1.1.Questioner Form for Farmers

A) Basic Data

- 1) Farmers Name :
- 2) Gender Status :
 - I. Male
 - II. Female
- 3) Address and Contact No :
- 4) Village & District :
- 5) Are you only a farmer or Processor?
 - I. Farmer
 - II. Processor
 - III. Both

B) Capital and Assets Details

- 6) Is this your Own Land? If so how many Acres belong to you?
 - I. Yes
 - II. No
- 7) Available Land Space (Acres)
 - I. 1 to 5
 - II. 06 to 10
 - III. 11 to 20
 - IV. 21 to 50
 - V. Above 50
- 8) If Yes How did you acquired?
 - I. Inherited
 - II. By your own saving
 - III. By Government
 - IV. By a Loan
 - V. Inherited & By Own Savings

- 9) Available assets except the land as at today with approximate value (If applicable)

Hand Tractor	1
Tractor	2
Car or Van	3
Automatic Cashew Shell cutting Machine	4
Nothing	5

C) The Cultivation

- 10) List out your Cultivations from main crop to others

Cashew	1
Paddy	2
Vegetables (Specify)	3
Fruits (Specify)	4
Coconut	5

- 11) Duration for Yield from planting?

- I. 3-6 months
- II. 6-12 Month
- III. 1-2 Years
- IV. 2-5 Years

- 12) How do you involve to sustainability while doing cultivation?

- I. Using Carbonic Fertilizer
- II. No Pesticides
- III. Not following

D) Inputs (Procurement)

- 13) Where do you buying plants & Fertilizer?

- I. From Corporation (Only Plants & Fertilizer one time)
- II. From a private Firm
- III. NGO
- IV. Self-Produce
- V. Not applicable as they are not purchasing now

- 14) Do you have facility to store them? Possibility to damage them
- I. Yes
 - II. No

E) Cashew Production/Yields/Quality

- 15) List out your Cultivations from main crop to others
- I. Cashew
 - II. Cashew and Paddy
 - III. Cashew and Vegetables
 - IV. Cashew and Fruits
 - V. Cashew and Coconut
 - VI. Cashew ,Vegetables & Fruits
- 16) Cashew Production in last year
- I. Below 2500
 - II. 2500Kg to 5000
 - III. 5000Kg to 7500
 - IV. 7500 Kg to 10000
 - V. 10000Kg to 15000
 - VI. Above 25000
- 17) What do you think about the Cashew production of 2016 comparing to the 2015
- I. Increased (Qty)
 - II. Decreased (Qty)
 - III. Remaining Same (Qty)
- 18) The reason for the increased/Decreased
- I. Heavy Rain
 - II. Drought
 - III. Pesticide
 - IV. Wild Animal
 - V. Heavy Rain & Drought
 - VI. Drought & Pesticide
 - VII. Acquire another plant
- 19) Do you want expand the plantation or Yield?
- I. Yes
 - II. No

- 20) Do you want to maintain the quality standard? if so How ?
- I. Yes
 - II. No
 - III. Not applicable

F) Distribution

- 21) Are you selling raw cashew or Kernels?
- I. Raw
 - II. Semi
 - III. Roasted
 - IV. Raw & Processed
 - V. All
- 22) The Quantity you sell for each party in each type?
- I. Below 2500
 - II. 2500Kg to 5000
 - III. 5000Kg to 7500
 - IV. 7500 Kg to 10000
 - V. 10000Kg to 15000
 - VI. Above 25000
 - VII. Raw below 2500 Kg & Roasted Below 500Kg
- 23) Are they come and collect or do you want to sell at their place?
- I. Buyer collect from Sellers' Point
 - II. Seller deliver to Buyers point
 - III. Both
- 24) The distance from your home to collecting point
- I. Below 5Km
 - II. 5 TO 15KM
 - III. 16 TO 30 KM
 - IV. 31 to 60 KM

G) Sales & Marketing

- 25) Why do you sell the cashew?
- I. Price offered by the Seller
 - II. House hold requirement
 - III. Payback the Loan
 - IV. Price offered & House hold requirement
- 26) How do you know the market price and do you consider about that
- I. Visiting the market
 - II. Crosschecking with other farmers
 - III. Hear from Friend
 - IV. As offered by the Buyer
- 27) Who set the price for the product?
- I. You
 - II. Buyer
 - III. Market
 - IV. Government Body
- 28) Products sell with
- I. Cash
 - II. Cheque
 - III. Credits
 - IV. Others
- 29) The problems related to selling the product
- I. Low Price
 - II. Unreliable market
 - III. Lack of market information
 - IV. Lack of support from SL Cashew corporation
 - V. Other (Specify)
- 30) Do you willing to Collaborate with another party and sell more Qty to get better price?
- I. Yes
 - II. No
- 31) Do you willing to sell the Cashew for one specific Buyer?
- I. Yes
 - II. No

H) Labour

32) Are you deploying your family labour assets or is it out sourcing?

- I. Yes
- II. No
- III. According to the requirement

33) Can find Labours easily?

- I. Yes
- II. No
- III. Not Applicable

34) What is the biggest problem you have with Labours?

- I. Lack of knowledge of the Process
- II. Labours are not interesting on the job
- III. No issue

35) Approx. Labour Cost during the season

Process	No of Labour Hours Required	Per Day/Per Hour Cost Aver:	Total Labour Cost
Planting Plants, Land scape	3	1000	3000
Removal of wild plants	3	1000	3000
Fertilizing	0.5	1000	500
Seeding			
Harvesting	0.5	1000	500
Drying of Cashew			
Grading	0.5	1000	500
Cleaning	0.5	1000	500
Total cost per Acres			8000

- I. 1 to 5 (8000 to 40,000)
- II. 06 to 10(48000-85000)
- III. 11 to 20 (88000-160000)
- IV. 21 to 50 (168000-400000)
- V. Above 50 (Above 400000)

I) Environmental/External Factors

36) What are the challenges you have?

- I. Land issue
- II. Set a price
- III. Finding a buyer
- IV. Technical issue
- V. Climate issue

37) Do you have threats from animals or individuals for the pants to Yield? If so How?

- I. Yes
- II. No

J) Government Support/Regulatory issues

38) Do you want to get any approval? If Yes from where?

- I. Yes
- II. No

39) Are you getting support from S.L. Cashew Corporation?

- I. Yes
- II. No

K) Future of Industry

40) Are you happy with the industry? If not why?

- I. Yes
- II. No

41) What do you think about the future of Cashew Industry?

- I. It will be reduced
- II. Will be Expand
- III. remained same

42) What are the suggestions for the development of the industry?

- I. Land allocation/Solve the land issues
- II. solve for the Nature impact (Technical Solution)
- III. Solve for the wild animal & pesticides issues (Government and technical support)
- IV. Regulation for low quality import cashews
- V. Introduce new technology for all the functions

Appendix 1.2. Questioner Form for Traders/Collectors/Village Collectors/Processors

A) Basic Data

- 1) Name :
- 2) Address and Contact No :
- 3) Gender :
 - I. Male
 - II. Female
- 4) Village & District :
- 5) Role of the business
 - I. Collector
 - II. Vendor
 - III. Street Vendor
 - IV. Medium Scale Company/Manufacture

B) Capital and Assets Details

6) Available Resources

Motor Bike	1
Tractor	2
Car or Van	3
Lorry	4
Steam Boiler & Cooker	5
Automatic Cashew Shell cutting Machine	6
Electrical Oven	7
Moisture Machine	8
Cashew Nut Peeling Machine	9
Cashew Kernels Grading Machine	10
Warehouse and office	11

- 7) Are the above your own assets?
 - I. Yes
 - II. No

III. Not Applicable

C) Inputs

8) Where do you buy Machines and Equipment?

- I. From Government
- II. From a local private company
- III. NGO
- IV. By direct importing
- V. Others
- VI. Not Applicable

9) Who decide the price for Cashew?

- I. You
- II. Farmer/Village collector
- III. Market
- IV. You and Market
- V. Farmer and Market

10) Where do you buy the Raw Cashew?

- I. Village Collectors
- II. Collectors
- III. Vendors
- IV. Medium scale companies
- V. S.L Cashew corporation
- VI. Farmer

11) Purchased Cashew Type?

- I. Raw
- II. Semi
- III. Roasted
- IV. Raw & Semi

12) The Qty you purchased from each party in each type?

- I. Below 2500
- II. 2500Kg to 5000
- III. 5000Kg to 7500
- IV. 7500 Kg to 10000

- V. 10000Kg to 15000
- VI. Above 15000
- VII. Raw Below 5000Kg with less than 500 Kg of Roasted
- VIII. Above 200,000

13) Delivering Method?

- I. Buyer go and collect
- II. Seller come and sell

14) The distance from your home to collecting point

- I. Below 5Km
- II. 5 TO 15Km
- III. 16 TO 30 Km
- IV. 31 to 60 Km
- V. Not Applicable

D) Manufacturing

15) Are you a Manufacture

- I. Yes
- II. No

16) Is your process in Manual /Auto or Hybrid

- I. Manual
- II. Auto
- III. Hybrid
- IV. Not applicable

17) Are you doing Value added services?

- I. Yes
- II. No
- III. Not Applicable

18) What are the byproducts you are producing with Cashew production?

- I. Wine
- II. Machine running Power
- III. Salted Cashew
- IV. Garlic Quoted Cashew
- V. None

E) Distribution

19) How do you distribute your product and quantity?

- I. Through your own shops
- II. Through an agent
- III. Through Traders
- IV. Direct sale to local market

20) Who decide the price for sold Cashew?

- I. Seller
- II. Buyer
- III. Market price
- IV. Government Body
- V. Seller & Market

21) Delivering Method?

- I. Buyer come and collect
- II. Seller go and sell

22) Price Per Kg of Finished cashew

- I. Rs. 2500 to 3000
- II. Rs. 3000 to 3300
- III. Rs. 3300 to 3800
- IV. Rs. above 3800

F) Sales and Marketing

23) How do you decide the price

- I. Based on quality
- II. Based on the cost of production
- III. Based on the market Behavior
- IV. Based on the competition

24) Product sells with

- I. Cash
- II. Cheque
- III. Credits
- IV. Others

25) The problems related to selling the product

- I. Low Price
- II. Unreliable market
- III. Lack of market information
- IV. Lack of support from SL Cashew corporation
- V. Other (Specify)

26) How do you find Buyers?

- I. Continues Buyers
- II. By newspaper advertisements
- III. By friends
- IV. By web advertisements
- V. By visiting them

27) Do you have market competitions?

- I. Yes
- II. No

G) Export Market

28) Do you have Export Market

- I. Yes
- II. No

29) What are the countries you sell the cashew

- I. Europe
- II. USA
- III. Asia
- IV. Africa

30) The Sold Cashew Type?

- I. Raw
- II. Semi
- III. Processed

31) The Qty you sold from each party in each type?

- I. Below 2500
- II. 2500Kg to 5000
- III. 5000Kg to 7500
- IV. 7500 Kg to 10000
- V. 10000Kg to 15000

VI. Above 15000

32) Price Per Kg of Finished cashew

- I. Rs. 3500 to 5000
- II. Rs. 5000 to 7500
- III. Rs. 7500 to 10000
- IV. Rs. above 10000

33) What are the challenges in export market and how they overcome?

- I. Finding a Customer
- II. Competition
- III. High tax
- IV. No political support

H) Labour

34) Are you deploying your family labour assets or is it out sourcing?

- I. Yes
- II. No
- III. According to the requirement

35) Can find Labours easily?

- I. Yes
- II. No
- III. Not Applicable

36) What is the biggest problem you have with Labours?

- I. Lack of knowledge of the Process
- II. Labours are not interest on the job
- III. No issue

37) How many employees do you have?

- I. 1
- II. 2
- III. 3-5
- IV. 5-10
- V. 10-25
- VI. 25-50
- VII. Above 50

38) Approximate Labour Cost to produce 1000Kg of Finished cashew nuts

Process	No of Labour Hours Required	Per Day/Per Hour Cost Aver	Total Labour Cost
Collecting Cashew	1	1200	1200
Grading Raw Cashew	2	1200	2400
Boiling	0.5	1200	600
Cutting	0.5	1200	600
Dryer	1	1200	1200
Moisture	0.5	1200	600
Peeling	0.5	1200	600
Grading	0.5	1200	600
Roasting & Packing	1	1200	600
Documentation	0.5	1500	600
			9750

- I. Below 9750 (Below 1000Kg)
- II. Rs.9750 to 24,375 (1000 to 2500 kg)
- III. Rs.24375 to 48,750 (2500 to 5000 Kg)
- IV. Rs.48,750 to 97,500(5000Kg to 10000 kg)
- V. Rs.97,500 to 195,000(10000 to 20000Kg)
- VI. Above 195,000 (Above 200000 Kg)

39) Are you following Labour rules?

- I. Yes
- II. No

I) Environmental/External Factors

40) What are the challenges you have?

- I. Quality Issue
- II. Set a price
- III. Finding a buyer
- IV. Technical issue
- V. Climate issue
- VI. Others (Specify)

41) Do you have threats from animals or individuals for Cashew? If so How?

- I. Yes
- II. No

J) Government Support/Regulatory Issues

42) Do you want to get any approval?

- I. Yes
- II. No

43) Are you getting support from S.L. Cashew Corporation?

- I. Yes
- II. No

K) Future of Industry

44) Are you happy with the industry? If not why?

- I. Yes
- II. No

45) What do you think about the future of Cashew Industry?

- I. It will be reduced
- II. Will be Expand
- III. remained same