

Full length Research paper

Appraisal of opportunities and constraints of skin and hides marketing at Shaheed Benazirabad Division in Pakistan

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Accepted 22 October, 2020.

Study was conducted in 2017. A total of 150 respondents were interviewed including 50 farmers from every districts namely Naushahro Feroze, Sanghar and Shaheed Benazirabad. The results showed fly cut followed by disease and parasites (26%, 26% and 24%) as the main production problems. 39%, 40% and 41% respondents said that government did not provide credit / loan, while, 45%, 47% and 44% of respondents stated that government did not provide transport facilities. 43%, 42% and 41% of respondents reported that government did not provide technical training regarding proper handling and marketing of skin and hides. 80%, 84% and 88% of respondents transported hides and skins by means of track. 75%, 80%, 75% of respondents sell hides and skin at lower price when not sold in the market. 90%, 85% and 95% of the respondents used salting method for preservation of hides and skin. 60%, 40% and 60% of the respondents determined absence of flay defects criteria when they purchased hides and skin from middlemen / retailer. 60%, 40% and 60% respondents believed that variation in market prices from season to season might be due to export price variation. Study concludes that the most prominent constraints faced by respondents are diseases, parasites and fly cuts. The major constrains faced by butchers are administrative problems, poor quality of skin and hides, storage, transportation facility.

Keywords: Constraint, Handling, Marketing, Ruminant, Skin

INTRODUCTION

The hides and skins are important source of export income and its contribution to the national economy may be far below the expected potential. The damage may be due to skin parasites and skin diseases that affect the live animal, related to husbandry practices on the farm or in transport of the live animal. Besides management practices and processing techniques, skin quality is also affected by the genotype and environment or natural (Teklebrhan *et al*, 2012). The quality of the hide or skin is

to a large extent related to the amount of damage to the grain (or outside) surface. The damage may be due to skin parasites that affect the live animal. Husbandry practices on the farm or in transport of the live animal (scratches, bruising, or dirt contamination, horn rake); it may be due to damage during slaughter or removal of the hide; or it may be caused by inappropriate handling or inadequate preservation techniques (Adugna, 2004).

The best source of hide and skin from domestic animal are cattle, sheep and goats. However, hide and skin can also be obtained from other species of domesticated and wild animals, hide from buffalo, horse, camel, and elephant, and skin from pig, ostrich, rabbit, mink, snake, frog and shark. In developing world, they are

almost never exploited to anything like their full potential (Teklay, 2010). Archeological studies have shown that hide and skins have been used since antiquity as clothes, vessels, bedding, and possibly structurally in ancient dwelling places (Arugna, 1995). According to the report of (FAO, 2010), skin of cattle, camels, and buffaloes is called hide and that of goat and sheep is known as skin. Skins could be obtained from fish, shark, crocodile, birds and reptiles as well as wild and domesticated animals (Abaineshe, 2014). Hides and skins are an end product of animal production. As a resource, Hides and skins are the raw materials for various types of businesses – such as collecting, processing and distributing which provide many service jobs in countries where livestock are produced (Leach and Wilson, 2009). The parts of the major actors and business sector channels, investigated strengths and shortcoming of the marketing framework, and estimated the possible demand of the hides and skins. The marketing margin and marketing cost examination indicated transport charges, pay and region charge, labor cost, preservation material cost and store rent were costs that impacted the marketing margin (Berhe, 2009).

Traditionally farmers treat their animals when they get sick or injured. Of the different traditional methods of treating animal practiced by the farmers branding is the common and this has a significant negative effect on the quality of the hides or skins produced from branded animal. Hides and skins are meat by-products and there is still little consideration given to the care required for the collection and processing of the hides and skins in to high quality leather (Adugna, 2004). The tannery operation involves converting the raw skin, a highly putrescible material, into leather, a stable material, which can be used in the manufacturing of a wide range of products. The whole process involves a sequence of complex chemical reactions and mechanical processes. Various steps of pre- and post-treatment generate a final product with specific properties: stability, appearance, water resistance, temperature resistance, elasticity and permeability for perspiration and air, etc (FAO, 2010). This study is very important to smallholder farmers, animals-herders, veterinarians, transport operators, butchers and live stock trader to enable that how to reduces damage of hide and skin before the animal is slaughtered. It also contributes to better understanding of the quality of livestock by products (hide and skin) and its effect on the quality of by-product.

MATERIALS AND METHODS

The present study was carried out during the year 2017 on the appraisal of opportunities and constraints of skin and hides marketing at Shaheed Benazirabad division. Initially, the general information was obtained from

different sources for physical situation of the study area. Prior to sampling, meetings were arranged with livestock experts in the district to make the clear purpose of study. Field visits were made to gather pre-information and select the villages and thereby the household. A total of 150 respondents from different agencies involved in skin and hides marketing was interviewed to know the major management issues, constraints and causes of defect at tanneries regarding skin and hides of sheep/goat, cattle/buffalo and camel. The selection of farmers from various places of Shaheed Benazirabad division was based on the selection of union councils or representative areas of the district. The research involved the task of figuring out research plans, selection of samples, data collection, tabulation and analysis of data and interpretation of results. Survey method has been proved successful in finding out generalization in the field of livestock management; thus this method was employed to perform the study. In order to assess the appraisal of traditional/conventional management practices in the study area, it was imperative to explore and assess the present situation of goat and sheep production for the sake of assessment that it is extremely important rather demanding that an exploratory research study is designed to compose the clear picture of the present existing management system in different representative areas of Shaheed Benazirabad division.

The research was completed through a field survey by using well validated interview schedule. The interviewing schedule/questionnaire was considered an appropriate tool for the present study, which was advised according to the requirement and relevance of the present research to collect relevant data. Required data were collected through field survey. To attain accurate and reliable data, care and caution were taken in course of data collection. The farmers were asked questions in a face to face manner while door step. Based on the questionnaire the information different study parameters such as marketing channels, marketing systems, marketing chains, market structure, preservation methods, transportation of skin and hides, defects in skin and hides were collected.

Statistical analysis

The data was statistically analyzed using computerized statistical package i.e. Student Edition of Statistic version 8.1. Frequency and percentage of the obtained data was worked out and presented in result chapter.

RESULTS

Market Structure

Hides and skin marketing starts from producer/consumer, a chain of middlemen then it reaches the tanneries (Figure.1)

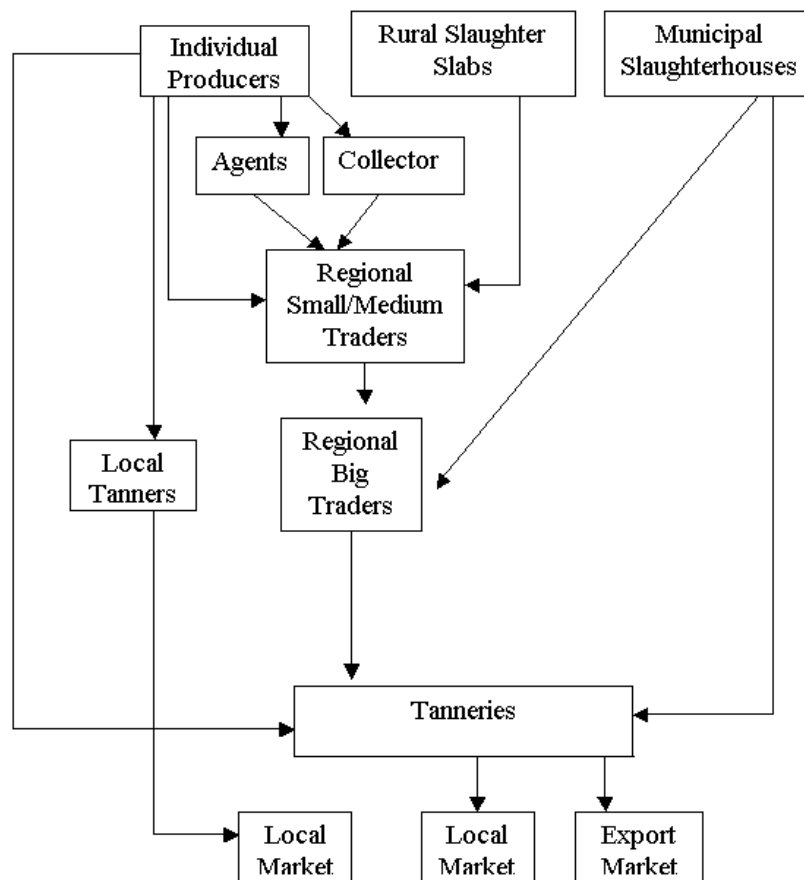


Figure 1: Marketing structure for hides and skins

The marketing chain for skin and raw hides comprises of the primary producers/consumers (individual meat consumers, rural slaughter slabs, municipal slaughter houses, abattoirs, meat processing plants), agents of traders, collectors, local tanners, regional medium/small traders, regional big traders and tanneries. The individual consumers who kill animals in their backyard, sell the skin and hides either to agents, collectors or directly to regional small/medium traders. Preservation is done by air-drying or wet salting, the hides and skin are passed on to big traders to the tanneries. The tanneries can be supplied directly from the slaughter premises, regional big traders as well. The tanneries process hides and skin received from their suppliers either in fresh, air dried or wet salted to semi-finished or finished stages for both local and export marketing. Market structure for raw hides and skin is shown in Figure 1.

Age of respondents

Data regarding age of the respondents were collected and summarized in Table 1. The data shows in district Naushahro Feroze, maximum number of respondents

(26.00%) was lying in the age group of 36-40 years and minimum number of respondents (4.00%) was fall in the age of 15-20 years. In case of district Sanghar, maximum number of respondents (30.00%) was lying in the age group of 31-35 years and minimum number of respondents (4.00%) was fall in the age of 46-50 years. However, maximum number of respondents (32.00%) was belongs to the age group of 26-30 years and minimum number of respondents (2.00%) was fall in the age of 46-50 years in district Shaheed Benazirabad.

Education

Educational status of respondents in district Naushahro Feroze, Sanghar and Shaheed Benazirabad was evaluated and represented in Table 2. Majority of the respondents (28%) was illiterate, 18%, 20%, 26% was educated upto primary, middle and matric level in district Naushahro Feroze. However, the majority (32 and 22%) of respondents in district Sanghar was illiterate and primary level of education followed by 20% educated upto matric, 16% middle and 6% intermediate. In case of Shaheed Benazirabad district, maximum percentage

(26%) of the respondents was educated upto primary level of education, 24% middle, 20% intermediate, 16% matric, 4% diploma and rest of the 10% illiterate respondents.

Purpose of keeping ruminants

The livestock owners were also enquired about the purpose of keeping ruminants and the results are depicted in the Table 3. The data clearly notified that almost all (100%) of the respondents keep ruminants for cash purpose in Naushahro Feroze, Sanghar and Shaheed Benazirabad, respectively.

Table 1: Age of the respondent (n=150)

| Age (years) | Naushahro Feroze | | Sanghar | | Shaheed Benazirabad | |
|-------------|------------------|----|-----------|----|---------------------|----|
| | Frequency | % | Frequency | % | Frequency | % |
| 15-20 | 02 | 4 | 05 | 10 | 4 | 8 |
| 21-25 | 5 | 10 | 06 | 12 | 7 | 14 |
| 26-30 | 8 | 16 | 11 | 22 | 16 | 32 |
| 31-35 | 10 | 20 | 15 | 30 | 11 | 22 |
| 36-40 | 13 | 26 | 07 | 14 | 6 | 12 |
| 41-45 | 8 | 16 | 04 | 8 | 5 | 10 |
| 46-50 | 4 | 8 | 02 | 4 | 1 | 2 |

Table 2: Education of the respondent (n=150)

| Education | Naushahro Feroze | | Sanghar | | Shaheed Benazirabad | |
|--------------|------------------|-----|-----------|-----|---------------------|-----|
| | Frequency | % | Frequency | % | Frequency | % |
| Illiterate | 14 | 28 | 16 | 32 | 5 | 10 |
| Primary | 9 | 18 | 11 | 22 | 13 | 26 |
| Middle | 10 | 20 | 8 | 16 | 12 | 24 |
| Matric | 13 | 26 | 10 | 20 | 8 | 16 |
| Intermediate | 4 | 8 | 3 | 6 | 10 | 20 |
| Diploma | 0 | 0 | 2 | 4 | 2 | 4 |
| Graduate | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 50 | 100 | 50 | 100 | 50 | 100 |

Table 3: Purpose of keeping ruminants (n=150)

| Purpose | Naushahro Feroze | | Sanghar | | Shaheed Benazirabad | |
|-------------|------------------|-----|-----------|-----|---------------------|-----|
| | Frequency | % | Frequency | % | Frequency | % |
| For cash | 50 | 100 | 50 | 100 | 50 | 100 |
| For milk | 0 | 0 | 0 | 0 | 0 | 0 |
| For draught | 0 | 0 | 0 | 0 | 0 | 0 |

Number of animals kept by the respondents

The data (Table 4) indicates that majority of the respondents (44%, 52% and 46%) kept buffalo in all three districts. While, 28%, 20% and 22% kept cattle, 20%, 28% and 30% kept goat and rest of the 8%, 12% and 2% kept sheep in all three districts.

Major production problems of respondents

Major production problems of respondents in district Naushahro Feroze, Sanghar and Shaheed Benazirabad are presented in Table 5. According to the (36%, 34% and 32%) respondents the major dominant production

problem was fly cut followed by disease and parasites reported by (26%, 26% and 24%) respondents, lack of veterinary facilities and services reported by (18%, 22% and 20%) respondents and drought reported by (20%, 18% and 24%) respondents in all three districts.

Major marketing problems of respondents

In district Naushahro Feroze, Sanghar and Shaheed Benazirabad, the major marketing problem was shortage of competitive pricing (44%, 40% and 38%), poor assessment of transparent quality (34%, 42% and 46%) and lack of access to the market (22%, 18% and 16%), respectively.

Table 4: Number of animals kept by the respondents (n=150)

| Particulars | NaushahroFeroze | | Sanghar | | Shaheed Benazirabad | |
|-------------|-----------------|-----|-----------|-----|---------------------|-----|
| | Frequency | % | Frequency | % | Frequency | % |
| Cattle | 14 | 28 | 10 | 20 | 11 | 22 |
| Buffalo | 22 | 44 | 26 | 52 | 23 | 46 |
| Sheep | 04 | 8 | 06 | 12 | 01 | 2 |
| Goat | 10 | 20 | 14 | 28 | 15 | 30 |
| Total | 50 | 100 | 50 | 100 | 50 | 100 |

Table 5: Major production problems of respondents (n=150)

| Districts Particulars | Naushahro Feroze | | Sanghar | | Shaheed Benazirabad | |
|---|---------------------|-----|---------|-----|---------------------|-----|
| | Freq. | % | Freq. | % | Freq. | % |
| Disease and parasites | 13 | 26 | 13 | 26 | 12 | 24 |
| Flay cut | 18 | 36 | 17 | 34 | 16 | 32 |
| Lack of veterinary facilities and services | 09 | 18 | 11 | 22 | 10 | 20 |
| Drought | 10 | 20 | 09 | 18 | 12 | 24 |
| Total | 50 | 100 | 50 | 100 | 50 | 100 |

Perception of respondents regarding government support and facilities

The data regarding perception of respondents regarding government support and facilities are presented in Table 7. Majority of the respondents (39%, 40% and 41%) said that government did not provide credit / loan, while, 45%, 47% and 44% of respondents stated that government did not provide transport facilities and 43%, 42% and 41% of

respondents reported that government did not provide technical training regarding proper handling and marketing of skin and hides in all three districts. A bulk of 33%, 30% and 29% of the respondents stated that government provide slaughter house facility, 41%, 38% and 40% of respondents said that government provide veterinary doctor for checking quality of skin and hides, 35%, 37% and 34% of respondents argued that government provide market price in all three districts.

Table 6: Major marketing problems of respondents (n=150)

| Particulars | Naushahro Feroze | | Sanghar | | Shaheed Benazirabad | |
|--|------------------|-----|---------|-----|---------------------|-----|
| | Freq | % | Freq | % | Freq | % |
| Shortage of competitive pricing | 22 | 44 | 20 | 40 | 19 | 38 |
| Poor assessment of transparent quality | 17 | 34 | 21 | 42 | 23 | 46 |
| Lack of access to the market | 11 | 22 | 09 | 18 | 08 | 16 |
| Total | 50 | 100 | 50 | 100 | 50 | 100 |

Table 7: Perception of respondents (n=150) regarding government support and facilities

| District Particular | Naushahro Feroze | | Sanghar | | Shaheed Benazirabad | |
|--|---------------------|----|---------|----|------------------------|----|
| | Yes | No | Yes | No | Yes | No |
| Government provide credit / loan | 11 | 39 | 10 | 40 | 09 | 41 |
| Government provide slaughter house facility | 33 | 17 | 30 | 20 | 29 | 21 |
| Government provide veterinary doctor for checking quality of skin and hides | 41 | 09 | 38 | 11 | 40 | 10 |
| Government provide transport facilities | 05 | 45 | 03 | 47 | 06 | 44 |
| Government provide market price | 35 | 15 | 37 | 13 | 34 | 16 |
| Government provide technical training regarding proper handling and marketing of skin and hides | 07 | 43 | 08 | 42 | 09 | 41 |

Perception of butchers on hides and skin

The perception of butchers regarding the hides and skin was evaluated and presented in Table-8. In district Naushahro Feroze, Sanghar and Shaheed Benazirabad almost (88%, 84% and 80%) of the butchers buy their animals to local markets, while (12%, 16% and 20%) of the butchers buy their animals from other markets. Approximately (80%, 84% and 88%) of respondents transported hides and skins by means of track and rest of the (20%, 16% and 12%) of respondents used foot transportation method. Exactly, 60%, 68% and 60% of

the respondents used Animal with good body condition and pure skin criteria and remaining (40%, 32% and 40%) of them used animal with good body condition criteria. Majority (80%, 80% and 80%) of the respondents have opinion that the size of skin and hide was the parameter for buying skin and hides, whereas (20%, 20% and 20%) of them have opinion that quality of skin and hide was the parameter for buying them. Almost (80%, 80% and 80%) of the respondents keeping the animals in house before slaughtering and rest of the (20%, 20% and 20%) of the respondents keeping the animals outside house before slaughtering in all three districts.

Table 8: Perception of butchers regarding marketing of hides and skin in districts Naushahro Feroze, Sanghar and Shaheed Benazirabad (*n=25)

| Perception | Naushahro Feroze * | | Sanghar * | | Shaheed Benazirabad * | |
|--|--------------------|----|-----------|----|-----------------------|----|
| | Freq. | % | Freq. | % | Freq. | % |
| Locations used to buy the animals | | | | | | |
| Local Markets | 22 | 88 | 21 | 84 | 20 | 80 |
| From another markets | 3 | 12 | 4 | 16 | 5 | 20 |
| Transportation method used | | | | | | |
| By foot | 5 | 20 | 4 | 16 | 3 | 12 |
| By track | 20 | 80 | 21 | 84 | 22 | 88 |
| Criteria used to buy animals for slaughtering | | | | | | |
| Animal with good body condition | 10 | 40 | 8 | 32 | 10 | 40 |
| Animal with good body condition and pure skin | 15 | 60 | 17 | 68 | 15 | 60 |
| Parameters used for buying skin and hides | | | | | | |
| Size of skin and hide | 20 | 80 | 20 | 80 | 20 | 80 |
| Quality | 5 | 20 | 5 | 20 | 5 | 20 |
| Low price | 0 | 0 | 0 | 0 | 0 | 0 |
| Keeping of the animals before slaughtering | | | | | | |
| In house | 20 | 80 | 20 | 80 | 20 | 80 |
| Outside | 5 | 20 | 5 | 20 | 5 | 20 |

Perception of middlemen / traders (market) regarding marketing of hides and skin

The perception of middlemen / traders regarding the marketing of hides and skin was evaluated and presented in Table 9. In district Naushahro Feroze, Sanghar and Shaheed Benazirabad almost (25%, 50% and 50%) of the livestock keepers sell their hides and skins to middlemen, whereas, (50%, 50% and 25%) of them sell their hides and skins to middlemen.

Approximately (75%, 80%, 75%) of respondents sell hides and skin at lower price when not sold in the market and remaining (25%, 20% and 25%) of them discard it. Majority (75%, 85% and 90%) of the respondents stated that national price fixed the hides and skins prices in the market.

Mostly (75%, 65% and 55%) of the respondents used quality of the skin and hides parameter when they buy.

Almost (75%, 80% and 80%) of the respondents sell their hides and skin in the same market, while (25%, 20% and 20%) of them sell in other market.

Majority (70%, 50% and 45%) of the respondents observed wound infestation in hides and skins, whereas (15%, 25% and 30%) of the respondents observed fly cut in hides and skins at the time of buying.

Most of the respondents (75%, 80% and 70%) used transport system for hides and skins, whereas (25%, 20% and 30%) of them transport hides and skins by means of foot.

Almost (90%, 85% and 95%) of the respondents used salting method for preservation of hides and skin.

Perception of hide and skin collection centers regarding marketing of hides and skin

The perception of hide and skin collection centers

Table 9: Perception of middlemen / traders (market) regarding marketing of hides and skin in districts NaushahroFeroze, Sanghar and Shaheed Benazirabad (*n=20)

| Perception | NaushahroFeroze | | Sanghar | | Shaheed Benazirabad | |
|--|-----------------|----|---------|----|---------------------|----|
| | Freq. | % | Freq. | % | Freq. | % |
| Selling of Skin and Hides | | | | | | |
| To district market | 5 | 25 | 10 | 50 | 10 | 50 |
| To middlemen | 10 | 50 | 10 | 50 | 5 | 25 |
| To collection center | 5 | 25 | 00 | 0 | 5 | 25 |
| Difficulty of selling | | | | | | |
| Sell at lower price | 15 | 75 | 16 | 80 | 15 | 75 |
| Discard it | 5 | 25 | 4 | 20 | 5 | 25 |
| Price followed | | | | | | |
| National price | 15 | 75 | 17 | 85 | 18 | 90 |
| Market price | 5 | 25 | 03 | 15 | 02 | 10 |
| Parameters used to buy skin and hides | | | | | | |
| Quality | 15 | 75 | 13 | 65 | 11 | 55 |
| Quantity | 3 | 15 | 4 | 20 | 6 | 30 |
| Low price | 2 | 10 | 3 | 15 | 3 | 15 |
| Location to sell skin and hides | | | | | | |
| In the same market | 15 | 75 | 16 | 80 | 16 | 80 |
| To other market | 5 | 25 | 4 | 20 | 4 | 20 |
| Defects affecting price | | | | | | |
| Wound | 14 | 70 | 10 | 50 | 9 | 45 |
| Fly cut | 3 | 15 | 5 | 25 | 6 | 30 |
| Ecto-parasites | 3 | 15 | 5 | 25 | 5 | 25 |
| Transportation methods | | | | | | |
| By foot | 5 | 25 | 4 | 20 | 6 | 30 |
| By transport | 15 | 75 | 16 | 80 | 14 | 70 |
| Preservation methods used | | | | | | |
| Salting method | 18 | 90 | 17 | 85 | 19 | 95 |
| Sun Drying | 02 | 10 | 03 | 15 | 01 | 5 |

regarding marketing of hides and skin was evaluated and presented in Table 10.

In district Naushahro Feroze,

Sanghar and Shaheed Benazirabad almost (60%, 40% and 60%) of the respondents determined absence of flay defects criteria when they purchased hides and skin from middlemen / retailer, whereas, (40%, 60% and 40%) of them determined freshness of hides and skin criteria.

Approximately (80%, 100%, 80%) of respondents used transport system for hides and skins.

Majority (60%, 40% and 20%) of the respondents stated that they purchased hides and skins from middlemen, whereas (40%, 60% and 80%) respondents purchased hides and skins from butcheries.

Mostly (100%, 100% and 100%) of the respondents demanded salted skin and hides in the study area.

Most of the (100%) collection centers stated that the hides and skins prices was fixed in the market according to the national price.

Almost (40%, 40% and 60%) of the collection centers have opinion that the most dominant reasons for

purchasing hides and skins was low price offer and low quality products, whereas (20%) of them reported lack of price information was major reason for purchasing hides and skins from the buyers.

Mostly (80%, 100% and 80%) of the collection centers get market price information of hides and skins from broker.

Almost (80%, 60% and 80%) of the respondents stated that the variation in prices they usually experienced.

Most of the (60%, 40% and 60%) respondents believed that variation in market prices from season to season might be due to export price variation, whereas (20%, 40% and 20%) argued that factory / tanner price variation / setting and wholesalers price setting was major reason for variation in market prices from season to season.

However, majority (80%, 60% and 80%) of the collection centers stated that during holidays the price variation reaches high in the market and (20%, 40% and 20%) of them reported that price variation reaches high other than holidays in the market.

Table 10. Perception of hide and skin collection centers regarding marketing of hides and skin in districts Naushahro Feroze, Sanghar and Shaheed Benazirabad (*n=05)

| Perception | Naushahro Feroze * | | Sanghar * | | Shaheed Benazirabad * | |
|--|--------------------|-----|-----------|-----|-----------------------|-----|
| | Freq. | % | Freq. | % | Freq. | % |
| Criteria used to do you use to buy skin and hides | | | | | | |
| Absence of flay defects | 3 | 60 | 2 | 40 | 3 | 60 |
| Freshness | 2 | 40 | 3 | 60 | 2 | 40 |
| Transportation methods | | | | | | |
| by foot | 1 | 20 | 0 | 0 | 1 | 20 |
| by transport | 04 | 80 | 05 | 100 | 04 | 80 |
| Purchasing channels used to buy skin and hides | | | | | | |
| Middlemen | 3 | 60 | 2 | 40 | 1 | 20 |
| Butcheries | 2 | 40 | 3 | 60 | 4 | 80 |
| Demand of skin and hides in market | | | | | | |
| Salted | 05 | 100 | 4 | 80 | 5 | 100 |
| Sun drying | 0 | | 01 | 20 | 0 | |
| Price followed | | | | | | |
| National price | 04 | 100 | 5 | 100 | 5 | 100 |
| Self | 0 | | 0 | | 0 | |
| Black market | 1 | | 0 | | 0 | |
| Difficulties during purchased | | | | | | |
| Lack of price information | 1 | 20 | 1 | 20 | 1 | 20 |
| Low price offer | 2 | 40 | 2 | 40 | 3 | 60 |
| Low quality product | 2 | 40 | 2 | 40 | 1 | 20 |
| Channels used to know prices | | | | | | |
| Broker | 4 | 80 | 5 | 100 | 4 | 80 |
| Other Hides and Skins traders | 1 | 20 | 0 | 0 | 0 | 0 |
| Friends/ other producer's | 0 | 0 | 0 | 0 | 1 | 20 |
| Variation of the prices | | | | | | |
| Usually experience | 4 | 80 | 3 | 60 | 4 | 80 |
| Not applicable | 1 | 20 | 2 | 40 | 1 | 20 |
| Reasons for price variations | | | | | | |
| Export price variation | 3 | 60 | 2 | 40 | 3 | 60 |
| Factory/Tannery price variation /setting | 1 | 20 | 2 | 40 | 1 | 20 |
| Wholesalers price setting | 1 | 20 | 1 | 20 | 1 | 20 |
| Peak prices experiences | | | | | | |
| During holidays | 4 | 80 | 3 | 60 | 4 | 80 |
| Other than holidays | 1 | 20 | 2 | 40 | 1 | 20 |

DISCUSSION

Hides and skins need to be preserved in the mean time until they reach their final destination. This is because of the fact that they are easily damaged otherwise. Preservation is a partial dehydration of the skin. The use of salt or simply air drying is supposed to assist the process of dehydration. The objectives of preservation follow the natural process of decomposition and maintain the structure of the skin in the best possible condition. The preservation process starts from the moment the animal is skinned until the skin reaches the factory where it is going to be processed (Liulseged lemma, 2011). In view of the present finding, the study concluded that the respondents facing major constraints in marketing of skin and hides in all three districts. The most prominent

constraints viz., diseases and parasites, fly cut, lack of veterinary service, drought, lack of competitive pricing, lack of transparent quality, lack of access to the market, respectively. The major constraints faced by butchers were administrative problems, unstable, poor quality of skin and hides, storage (preservation of skin and hides by means of salted vs non salted), transportation facility, lack of handling skin and hides, hygienic condition and information flow regarding marketing of skin and hides. They lack information about the marketing price and there are a chain of middlemen who buy hides and skins with low price from producers who have no more information about the market price and sell with good price to collection centers. There were no trainings given at different stages within the market chain but only given to few actors such as supervisors and agricultural

workers. This agrees with Arkebe (2009) who reported that only 45% of the sampled farmers received extension service regarding husbandry and livestock products management, with very little focus on hides and skins management and marketing.

These results are in concurrence with those of Daniel *et al.* (2015) investigated the prevalence of major defects that caused skin rejection at Bahir Dar tannery. From the inspected 400 (200 sheep and 200 goat) pickled skins 114 (28.5%) of skins were rejected. Most skins were grouped under grade five (27.8%) and six (34.5%) in both species. 30 (25.2%) "ekek" (itching) and 17 (25.0%) flying defect was the major causes of minimizing and/or rejection of shoat skins at pickled level took after by scar 59 (14.8%), scratch 57 (14.2%), poor substance 40 (10.0%), pox 29 (7.2%) and putrefaction 20 (5.0%). The general prevalence of sheep and goat skin defects was 100%. There was no any pure skin that is the reason grade one and two were barred from grading of pickled skins. High rejection were recorded from additional large-sized skins (30.0%), trailed by largesized (29.0%), small-sized (22.0%) and medium-sized (17.0%). The outcome demonstrated that 26.5% of goat skins and 22.5% sheep skins were rejected. There were statistically significant variations in the occurrence of the defects between the shoat skins. "Ekek" (27.5%) and flying defect (17.0%) were profoundly prevalent in sheep skins where as scratch (14.2%) was prevalent on goat skins. The occurrence of "ekek" was statistically diverse between species, 110(27.5%) higher in sheep than 16.5% (33/200) in goats. Addis (2014) demonstrated the major factor that caused rejection of skin and hide on wet blue skins and hides.

Chaudhry *et al.* (2011) studied the hide and skin markets and abattoirs of Lahore and Faisalabad and tanneries of Sheikhpura, Kasur and Sialkot. An aggregate of 21,671 skins and hides were inspected out of which 3918 skins and 600 hides were analyzed at the abattoirs of Lahore and Faisalabad, Skins 6784 and hides 1399 at hide markets and skins 8091 and hides 879 at tanneries. Out of aggregate 21,671 skins and hides, 66.12% were normal and 33.88% were having some sort of damage. The most widely recognized damages watched in general in all species contemplated were decay of skin 6.38%, followed in diving order watched was lesions of wounds 4.94%, old lesions of pox 4.82%, flaying cuts 3.17%, tick infestation 3.08%, lesions caused by parasites infestation 2.45%, scratches 2.33%, lesions caused by chatter fly hatchlings 1.47%, disintegration 1.32%, charr (fibrosis) 1.28%, ringworm contamination 1.10%, broad ruining by manure 0.84%, interminable abscesses 0.46%, and lice infestation 0.17%. Zenaw and Addis (2012) observed 99.9 % defects. Chaudhry *et al.* (2011) studied the hide/skin markets and abattoirs of Lahore and Faisalabad and tanneries of Sheikhpura, Kasur and Sialkot. An aggregate of 21,671 skins/hides were inspected out of

which 3918 of skins and 600 hides were analyzed at the abattoirs of Lahore and Faisalabad, 6784 Skins and 1399 hides at hide markets and 8091 skins and 879 hides at tanneries. Out of aggregate 21,671 skins/hides, 66.12% were normal, and 33.88% were having some sort of damage. Arkebe (2009) reported that, in Ethiopia, hides and skins are traded in accordance with international free market conditions in terms of price. But this system works to the advantage of the big traders and tanneries that have the opportunity and capacity to follow world market price trends and fluctuations. The fact that most producer respondents reported to sell hides and skins in a fresh state in 12 hour without preservation is encouraged.

Delaying preservation of selling without the necessary precaution results in the spoilage of products and degrades their quality. Foxwell (1999) observed that pastoralist use sun drying methods of curing hides and skins leading to poor quality products. Jabbar (2002) has identified that most animals in African countries are slaughtered in facilities which do not have adequate infrastructure or tools required to ensure production of good quality hides and skins. As a result hides and skins that are ground dried become poor in quality. As soon as hides and skins are removed from the animal, it is susceptible to autolysis (self digestion) and bacterial degradation that cause to lose the hide and skin substance and lead to a poorer quality leather. The rate of degradation increases with increase of temperature (Kangaraj and Babu, 2002). This agrees with report by Kaguyunu *et al.* (2011), If good quality wet salted hides are produced prices of hides would go up, markets channels would increase and adequate revenue could be realized by the producers (butchers) and traders. Melkamu (2014) evaluated the apparent defects and grading of hides and skins in Eastern Gojjam zone. From these, 74 (41.1%) hides, 750 (33.3%) sheep skins, 151 (31.4%) wet salted and 88 (30.9%) air dried goat skins were grade I; 90 (half) hides, 1380 (61.3%) sheep, 261 (54.4%) wet salted and 168 (58.9%) air dried goat skins were grade II; 16 (8.9%) hides, 120 (5.3%) sheep skins, 67 (14%) wet salted and 29 (10.2%) air dried goat skin were grade III; and 1 (0.2%) wet salted goat skin was grade IV. The main watched defects that downgrade the hides were messiness with a value of 142 (17.9%), gouge mark with a value of 140 (17.7%) and poor example with a value of 107 (13.5%). Zembaba *et al.* (2013) investigated the dissemination and extent of major defects of sheep and goat skins. Defects caused by soil and blade are observed to be the most important defects of sheep and goatskins.

CONCLUSION

In view of the present findings, the study concludes that in all study districts respondents face major problem in

marketing of skin and hides. The major production problems faced by the respondents in each districts include diseases and parasites, fly cut, lack of veterinary facilities and services and drought. Major marketing problems faced by the respondents in each of all three districts are shortage of competitive pricing, poor assessment of transparent quality, lack of access to the market.

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