

Questionnaire for Companies

DOMESTIC PRODUCTION, IMPORT SUBSTITUTION AND INVESTMENT PROMOTION IN AGROPROCESSING

A. PROFILE

1) Place of Activity

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2) Type of Activity

☐ (a) Distributor point ☐ (b) Supermarket ☐ (c) Other

3) Main products of the activity – Local unprocessed products (list of main groups)

4) Main products of the activity – Local processed products (list of main groups)

5) Main products of the activity – Imported processed products (list of main groups)

6) Main products of the activity – Imported processed products (list of main groups)

7) How do you secure the local products you trade, please list the ways (contracts with farmers, processors, etc.)?

8) Are local products certified? ☐ Yes ☐ No

9) If yes, please state certifications:

10) Do you consider agroprocessing as a potential and good investment opportunity in Albania, from which you would also benefit as a distributor / trader? Please comment

11) The main problems encountered in relation to "Supply of raw materials in the country" - rate it on a scale from 1 to 5 (where 5 = little / not at all problematic and 1 = very problematic

☐	a) Insufficient amount of raw materials	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5
☐	b) Standard / low quality of raw materials	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5
☐	c) Contract enforcement	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5
☐	d) Methods of payment of farmers (in cash or bank)	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5
☐	e) Costs					

☐	f) Other	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5
☐		☐ 1	☐ 2	☐ 3	☐ 4	☐ 5

12) The main problems encountered in relation to "Product Processing & Marketing" - rate it on a scale from 1 to 5 (where 5 = little / not at all problematic and 1 = very problematic)

☐	a) Customer access (product sales market)	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5
☐	b) Trust of customers or consumers	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5
☐	c) Unfair competition from imports	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5
☐	d) Informality in the domestic market	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5
☐	e) Technology	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5
☐	f) Other					
☐		☐ 1	☐ 2	☐ 3	☐ 4	☐ 5
☐		☐ 1	☐ 2	☐ 3	☐ 4	☐ 5

13) What% of the products you trade and provide locally? Please comment

14) List 3 main reasons that prevent you from replacing imports with trading in local products

15) Do you do market research regarding consumer preferences for domestic production?

- a) Yes, regularly
- b) No, never
- c) Other__

16) Do you think that Free Economic Zones are a good opportunity for the development of agro-processing in the country? ?

☐	a) Yes, specify why_____
☐	b) No, specify why_____
☐	c) I don't know _____

17) Do you think that the following products are potential for the development of the agro-processing sector in the country (evaluate with 1 to 5, where: "1 = little / no potential" and "5 = very potential")?

a) tomatoes	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5
b) chestnut	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5
c) nuts	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5
d) hazelnut	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5
e) almonds	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5
f) medical/aromatic plants					
g) tea	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5

h) fruit juices	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5
i) Other	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5
j)	☐ 1	☐ 2	☐ 3	☐ 4	☐ 5

18) Please comment if you think there are other potential products for processing

19) After the COVID19 pandemic, did you replace imported products with domestic products?
Please comment

20) If so, do you have specific products that you want to remove from imports in the future to replace them with local products?

21) Do you have anything else you want to add or re-emphasize?