

7 Suppliers

This module asks about suppliers that the business utilized since the last interview. This module is used with the Business Information Roster

Part 1: General suppliers

- 1) Indicate Business ID 1
- 2) Since the last interview, did the business buy any raw materials, components, or goods for resale from any suppliers?

1 -yes 3 -No (skip to 14)

2
- 3) Since the last interview, did the business buy raw materials, components, or goods for resale from any suppliers on **regular basis**?

1 -Yes 3 -No (Skip to 5)

3
- 4) How many suppliers did the business buy from on a regular basis since the last interview?
(Skip to 7 after finishing this question) 4
- 5) Please record the name of the area or neighborhood where suppliers are located 5
- 6) Please record the location of the area/neighborhood named in 5) (See code) 6
- 7) How would you describe the purchase of supplies? Did the business pay in cash every time? Or did the purchases involve trade credit or a cash deposit before receiving goods? 7

1 -Every purchase since last interview was made in cash (skip to 13)

3 -There were some purchases on credit, but none involved paying a deposit before the receipt of goods (continue to 8)-11) and then skip to 13)

5 - There were some purchases that involved paying a deposit before the receipt of goods, but none involved trade credit (skip to 12))

7 -There were both purchases on credit and purchases that involved paying a deposit before the receipt of goods (continue to 8))
- 8) How many suppliers did the business buy on credit from since last interview? 8
- 9) What percent of total purchases of raw materials, components, goods for resales since last interview were purchased on credit? 9
- 10) Of all the trade credit that the business has received, how many days is the trade credit with the shortest duration? 10
- 11) Of all the trade credit that the business has received, wow many days is the trade credit with the longest duration? 11
- 12) For purchases that involved paying a deposit before the receipt of goods, how many days on average did the business have to pay before the goods delivery? 12
- 13) Which payment methods did the business use in buying supplies or repaying trade credit debt since the last interview?

a-cash

b- in kind

c -check

d -money order

e -debit card

f -credit card, ion card, etc.

g -direct transfer to suppliers' bank accounts

13
- 14) Since the last interview, has the business requested trade credit but been rejected?

1 -Yes 3 -No

14
- 15) Since the last interview, has the business ever requested trade credit but was rationed? (For example, you asked for credit of the total purchase volume, but a supplier required that you pay in cash 20% and allowed you to owe only the remaining 80%)

1 -Yes 3 -No

15
- 16) Since the last interview, what is the total monetary repayment of trade credit debt made by the business?
(Record "0" if none) 16
- 17) Since the last interview, what is the total value of in-kind repayment of trade credit debt made by the business?
(Record "0" if none) 17
- 18) What is the business's current total outstanding debt on trade credit?
(Record "0" if none) 18
- 19) As of today, what is the total monetary value of goods that the business has paid or deposited money for but the suppliers have not yet delivered? (Record "0" if none) 19

Part 2: Top three suppliers since last interview

- 20) Ask questions in Part 2.1 and Part 2.2 about each of the three regular suppliers with the highest purchase volumes since the last interview and record answers in Tables 1 and 2
If this business does not have any regular suppliers (answer of question 3 ="3"), skip to 21)
If this business has less than three regular suppliers, record "NA" in column A of Table 1, leave the other columns blank, and skip to 21)

Part 2.1: General Information about suppliers

A Indicate supplier ID

B Has this supplier ever been recorded in the Business Information Roster in previous rounds of the survey?

1 -Yes (skip to J) 3 -No

C What is the name of this supplier?

If the supplier is an individual, record nickname in CA and continue with D

If the supplier is an organization, record its name in CB and skip to G

If the respondent does not know or refuses to name the supplier, please briefly describe the supplier for reference in future round of resurvey

D Before selling supplies to this business, had this person known the business owner personally?

1 -Yes 3 -No (Skip to G)

E Indicate the type of relationship (See code)

F Before selling supplies to this business, for how many years had this person known the business owner personally?

G In which year did the business begin to buy from this supplier?

H Where is this supplier located? (See code)

I In which year did the business begin to receive trade credit from this supplier? (Record "0" if never)

J Since the last interview, how many times did the business purchase from this supplier?

K Of the total value of supplies bought since last interview, what percent were purchased from this supplier?

L Through which medium did the business pay this supplier? (Record all that apply)

a -cash	d -money order	g -wire transfer to supplier's bank account
b -in kind	e -debit card	
c-check	f -credit card, ion card, etc.	

M How would you describe the purchases from this supplier? Did the business pay in cash every time? Or did the purchases involve trade credit or paying deposit before receiving goods?

1 -Every purchase since the last interview was made in cash (Skip to P in Part 2.2)
3 -There were some purchases on credit, but none involved paying a deposit before the receipt of goods (skip to O)
5 - There were some purchases involving paying a deposit before receipt of goods, but none involved trade credit (continue to N and then skip to P in Part 2.2 after you fiin
7 -There were both purchases on credit and purchases that involved paying deposit before the receipt of goods (continue to N)

N In the cases of purchases that involved paying a deposit before the receipt of goods, how many days on average did the business have to pay before delivery of the goods?

O Since the last interview, how many times did the business purchase on credit from this supplier?

P How would you describe the trade credit term offered by this supplier?

1 -The trade credit term is the same every time the business purchased on credit from this supplier
3 -The trade credit term varies from time to time (For Part 2.2, provide answers about the trade credit term that the business faced most often since last interview)

(continue to Part 2.2)

Table 1	A*	B	CA*	CB*	D	E	EA*	F*	G*	H*
	Supplier ID	Recorded ?	Nickname	Organization's name	Prior relationship?	Relationship	Other (E=35, 37)	Years known?	Year	Location
First top supplier										
Second top supplier										
Third tope supplier										

Table 1(continued)	I*	J*	K*	L	M	N	O*	P
	First trade credit	How many times?	What %?	Payment medium	Cash purchase?	How many days?	How many times?	Credit term?
First top supplier								
Second top supplier								
Third top supplier								

Part 2.2: Trade credit term

A Please explain the trade credit term

B Did the business face credit limits from the supplier?

1 -faced limit in terms of percent of purchase volume (For example, ths supplier allows only 30% of trade credit, the other 70% has to be paid in cash) (continue to C and then skip to E after finishing C)
3 -faced limit in terms of the fixed amount allowed to be owed (For example, the supplier allows only 3,000 baht of credit, the amount that exceeds 3,000 baht has to be paid in cash) (skip to D)
5 - No limit

C What percent?

D How many baht?

E What type of trade credit?

1 - Goods are delivered, and payment will be made in the next delivery
3 - Each bill must be settled within pre-specified dates. For example, a payment must be made within the three days after the business receives supplies.
5 - Periodic bill settling (for example,if bills are settled in every 15 days with due dates at the beginning and the middle of the month, all outstanding bills incurred within 15 days before the due date must be paid on the due dates)

F On average, how many days is the duration of credit?

G Does the supplier give discounted or free merchandise if the business chooses to pay in cash instead of using trade credit?

1 -discount only (continue to H and then skip to J)
3 - free merchandise only (skip to I)
5 -both discount and free merchandise (continue to H)
7 -neither (skip to K)

H What percent is the discount?

I On average, what percent of total purchase volume is the free merchandise worth?

J If the business wants to get a discount or free merchandise, in how many days does the business have to pay the bill in after goods are delivered?

K Does the supplier charge interest on the trade credit?

1 -Yes	3 -No (skip to P)
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L What percent is the interest?

M What type of interest? (see code)

N Does the supplier allow an interest-free period? (i.e if the business pays the bill within this period, interest will not be charged)

1 -Yes, there is an interest-free period
3 -No, interest is computed since the first day goods are delivered (skip to P)

O How many days does the interest-free period last? (i.e. if the business wants to avoid interest, in how many days does it have to pay the bill after goods are delivered?)

P Since the last interview, did the business ask for trade credit from this supplier but got rejected?

1 -Yes	3 -No
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Q Since the last interview, did the business ask for trade credit from this supplier but got less than the amount of requested? (for example, you requested to owe the seller the entire bill, but the seller only allows you to owe 20% of the bill.

1 -Yes	3 -No
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R Since the last interview, how many baht did the business repay to this supplier for trade credit debt? (Record "0", if none)

S As of today, how much does the business owe this supplier in trade credit? (Record "0", if none)

T As of today, what is the total monetary values of goods that the business has paid or deposited money for but the supplier has not yet delivered? (Record "0" if none)

Table 2	A* Term	B Credit limit?	C* %	D* How many baht?	E Type	F* Duration	G Discount or free	H* % discount?	I* % free merchandise	J* How many days?
First top supplier										
Second top supplier										
Third tope supplier										

Table 2 (continued)	K Interest?	L* % interest	M Type	MA* Other (M=13)	N Interest-free period?	O* How long?	P Requested but rejected?	Q Requested but got lower than requested?	R* Repayment	S* Still owed?
First top supplier										
Second top supplier										
Third tope supplier										

Table 2 (continued)	T* Outstanding delivery?
First top supplier	
Second top supplier	
Third top supplier	

21) Interviewer's note

End of module 7