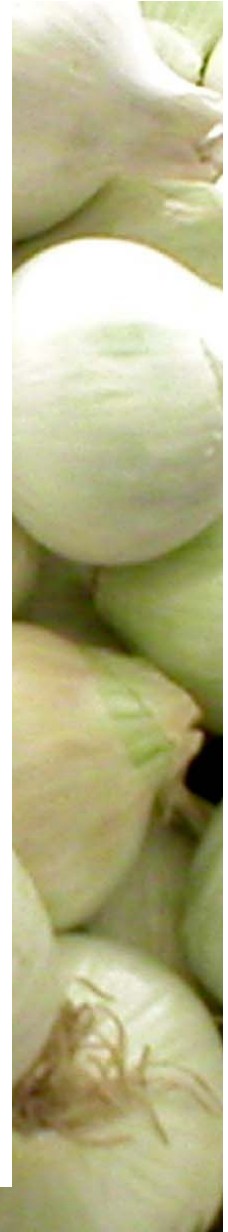




MARKETING COSTS STRUCTURE FOR

ONION



Marketing Studies and Development Section
Agricultural Marketing Statistics
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BUREAU OF
AGRICULTURAL STATISTICS
Department of Agriculture

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FOREWORD

This report is part of the third series on Marketing Costs Structure Studies for Selected High Value Commercial Crops. It presents the results of a research study conducted in the provinces of Ilocos Norte and Nueva Ecija from November to December, 2002. It was aimed at providing information on the charges borne by each participant in the observed commodity marketing channels for onion.

The results of the study serve as inputs in formulating related marketing policies and as guide to decision making of the participants in the marketing channels for onion.

The readers are encouraged to share their views regarding the information contained in this report as well as suggestions for the improvement of our marketing statistical system.

ROMEO S. RECIDE
Director



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MARKETING COSTS STRUCTURE FOR ONION

A. Introduction

1. Importance of Onion

Onion (*Allium cepa* or *Allium ascalonicum*) is a type of condiment that is best grown in sandy loam and clay loam soil rich in organic matter with good drainage^{a/}. It is rich in vitamin A, carotene, protein, fats, carbohydrates, crude fiber, calcium, phosphorus, iron, retinal, thiamin, riboflavin, niacin and ascorbic acid^{b/}. It is a common ingredient and decoration in different food preparations in Filipino dishes. There are seasonal varieties of onion, the most notable of these are Red Creole or locally known as “Red Pinoy”, Yellow Granex, Red Shallot or Multiplier, Australian and White Rasman.

In the Philippines, onion is grown mostly in the provinces of Ilocos Norte, Ilocos Sur, La Union and Nueva Ecija. The bulk of onion produced in Nueva Ecija is the Red Creole or “Red Pinoy” variety while in Ilocos Norte the most common variety is the Red Shallot or Multiplier. The movement of onion from these producing areas to the trading areas involves long distances and several layers of middlemen.

2. Objective

The study aimed to determine the flow of onion from the producers to the final consumers and the corresponding costs incurred by the marketing participants.

3. Scope and Limitation

The study covered key supply and demand areas. The production areas are Ilocos Norte and Nueva Ecija while the demand areas are Ilocos Sur, Benguet, Cebu, Misamis Oriental and Metro Manila.

The study traced the flow and the marketing costs of onion starting from the production points to the demand areas. At the demand province, the study concentrated only on the costs incurred in marketing onion coming from the identified supply province, and none for those produced in the demand province.

For instance, in Ilocos Sur, the costs borne by participants in trading onion from Ilocos Norte are covered but not the costs of moving onion harvested and marketed in the producing municipalities in Ilocos Sur.

^{a/} BAS MINA Report, 1995

^{b/} The Philippine Food Composition Tables, 1997, Department of Science and Technology



B. Research Methodology

The supply provinces were chosen based on the theory that marketing transpire where there is commercial production or marketable surplus. The team identified the top producing provinces using the BAS production estimates for the last five years. From the top producing provinces in Luzon, Visayas and Mindanao, the team selected two major producers, Ilocos Norte and Nueva Ecija. For each of the key supply provinces, top 5 producing barangays were chosen from the results of the household listings under the GMA- High Value Commercial Crops (HVCC) project. From the top producing barangays, 40 onion farmers were selected purposively. Farmers who were engaged in producing and trading onion from November 2001 to October 2002 served as respondents.

Traders in producing areas were identified by the farmer-respondents. From the traders, the study considered the next point of sale which are the retail markets within the province or trading centers in the partner provinces.

On the other hand, demand provinces were identified using the result of BAS, MINA report in Ilocos and Nueva Ecija. The research team interviewed a minimum of three trader respondents for each type of traders in “bagsakan areas” or major trading centers in the provinces. These traders procured onion from the two provinces under study. Key informants who were knowledgeable on the marketing system were also interviewed.

The traders were grouped into several types: assembler, distributor, assembler-distributor, agent, institutional buyers and retailers. The first three types were further classified according to the geographic coverage and volume of transaction.

1. **Assembler**^{cl} – procures onion from the farmers and/or traders in the supply areas; usually has agents or relatives responsible for procurement and assembly. In this study, assemblers are classified according to geographic area of procurement. These are:
 - a) **Barangay Assembler (BA)** - procures from one barangay only.
 - b) **Municipal Assembler (MA)** - procures from two or more barangays within the municipality.
 - c) **Provincial Assembler (PA)** - procures from two or more municipalities within the province.
 - d) **Regional Assembler (RA)** - procures from two or more provinces within the region.
 - e) **Inter Regional Assembler (IRA)** – procures from provinces outside the region.

^{cl} An assembler remains only an assembler and not an assembler-distributor if the trader sells exclusively to one trader. Example of traders who are purely assembler are those who sells only to one processor or exporter with whom they have contract quotas to fulfill.



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2. **Distributor** – sells onion to other traders and consumers. Since his/her business is primarily to sell than to procure, he/she provides more services to his/her buyers than to his suppliers. They can be classified according to the relative volume of commodities and to geographic sphere of his selling operations (location of buyers). The following are the classification of distributors:
 - a) **Small Distributor (SD)** - handles only small volume of goods; sells to retailers within the same market and to small eateries (carinderia) within the area.
 - b) **Medium Distributor (MD)** - sells larger volume than small distributor; sells to traders coming from other markets in the province; may also sell to few institutional buyers (hotel, restaurant, hospital, military camp).
 - c) **Large Distributor (LD)** - handles the largest volume among the three types of distributors; usually sells to traders from other markets within and outside the province; may also sells to several institutional buyers.
 3. **Assembler–Distributor** - uses the same efforts and resources in procuring and selling a commodity; usually finances farmers and traders in supply areas and has agents responsible for procurement; sells commodities to other traders. Several combination can be classified:
 - a) Barangay Assembler- Small Distributor (BA-SD)
 - b) Barangay Assembler- Medium Distributor (BA-MD)
 - c) Barangay Assembler – Large Distributor (BA-LD)
 - d) Municipal Assembler – Small Distributor (MA-SD)
 - e) Municipal Assembler – Medium Distributor (MA-MD)
 - f) Municipal Assembler – Large Distributor (MA-LD)
 - g) Provincial Assembler – Small Distributor (PA-SD)
 - h) Provincial Assembler – Medium Distributor (PA-MD)
 - i) Provincial Assembler – Large Distributor (PA-LD)
 - j) Regional Assembler – Large Distributor (RA-LD)
 - k) Inter Regional Assembler – Large Distributor (IRA-LD)
 4. **Agent** - procures onion in behalf of the traders from the farmers and traders in the supply areas. Agents are paid on salary, commission or sharing basis.
 5. **Institutional buyers** – are buyers managing restaurants, eateries, canteens, hospital, etc.
 6. **Retailers** - sell onion to consumers or institutional buyers.
 7. **Suppliers from Outside the Province (SOP)** – traders based in areas outside the province who may deliver onion to the province or sell to buyers who approach them.
-
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8. **Buyers from Outside the Province (BOP)** - traders based in areas outside the province who buy onion from farmers and traders within the province or from traders who ship onion from other provinces.

In addition, key informants such as barangay chairman, market masters, cooperative leaders and staff at the Philippine Port Authority (PPA) in the study area were interviewed to validate the information provided by the traders. Agents were also interviewed on the assumption that their procurement and distribution practices were different.

C. Discussion of Results

Part I focused on the profile of the respondents and their functions and practices including the geographic flow and marketing channels while Part II presented the major costs components by type of marketing participants and by destinations.

1. Respondents' Profile

1.1 **Types of Marketing Participants.** There are two groups of respondents for the study: farmers and traders. Out of 150 respondents, 80 are farmers and 70 are traders (Table 1).

✂ Fifty three farmers and traders were interviewed in Nueva Ecija and 49 in Ilocos Norte. The rest of the respondents were from Metro Manila (12), Cebu (11), Benguet (10), Misamis Oriental (9) and Ilocos Sur (6).

✂ Thirty five of the trader-respondents were large distributors; 4 were medium sized and one was small distributor; 28 were retailers and 2 were agents (Table 2).

1.2 Sample Farmers

Size of Farm. The sample farmers have farm areas ranging from small to above average (Table 3).

✂ Onions in Ilocos Norte and Nueva Ecija were produced in relatively small land areas. About 73 percent of the sample producers have less than 1 hectare, 24% have farm sizes ranging from 1 to 2.99 hectares.

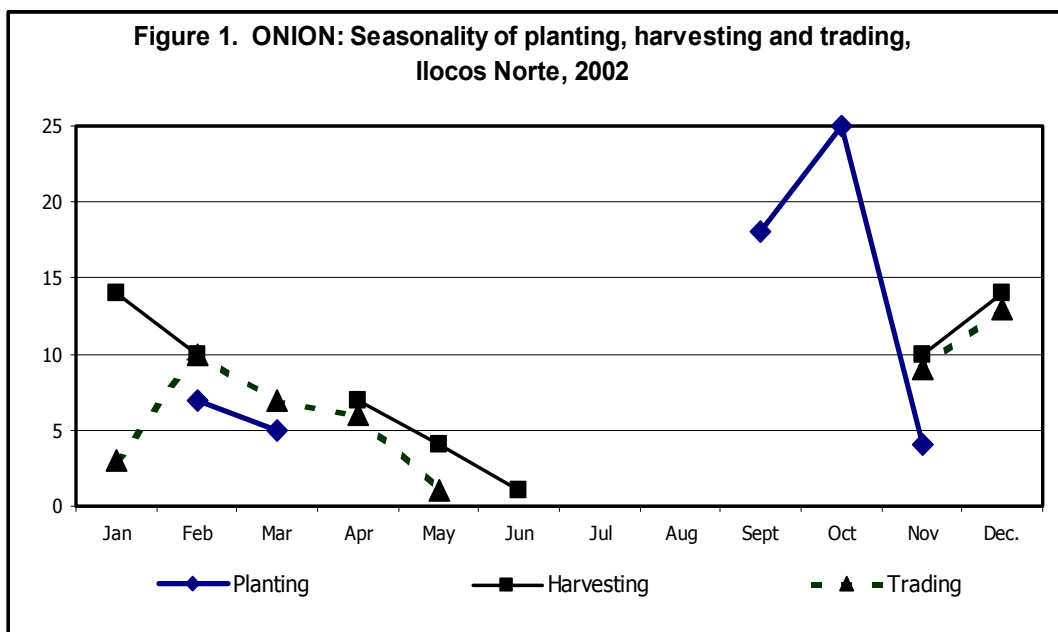
✂ Three farmers in Ilocos Norte planted onion in more than 3 hectares.

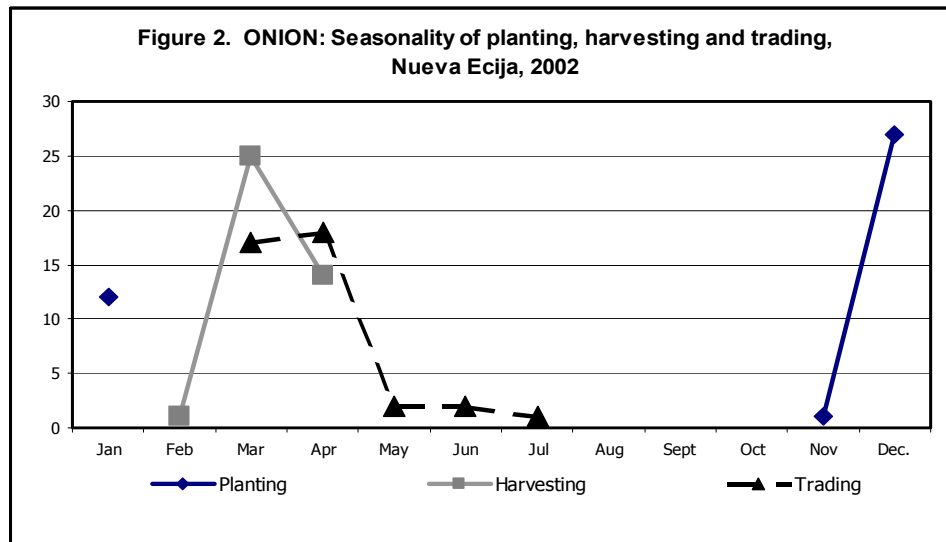
Land Ownership. Forty four percent of the farmer-respondents owned the farm they operate. Twenty six were tenants, 9 were awardees of Certificate of Land Transfer (CLT), 3 were lessees and 1 occupied rent-free farm. Five farmers were part owners.



Seasonality of Planting, Harvesting and Trading. Figures 1-2 and Table 5 illustrated the seasonality of onion based on the responses of the farmer-respondents.

- ✧ Onions in Ilocos Norte were planted in September and October and were harvested and traded in January and February. However, 12 farmers tried to plant onion during off season month or “palusot” in the months of February and March.
- ✧ In Nueva Ecija, planting was done mostly in December while harvesting and trading took place in March and April.
- ✧ Lean trading months were June to October. During lean months traders bought their stocks from the bodegas or from other nearby provinces. There were farmers who sold all their produce in the market after harvest while some stored the onion by hanging in the ceiling of their house waiting for the price of onion to go up.
- ✧ Large assembler-distributors have their storage houses built near the trading centers or near the production sites.





1.3 Sample Traders

Business Ownership. Majority (95%) of the total trader-respondents in the study areas ran their own business under single proprietorship. Partnership and corporation were represented by one percent each. Three percent were agents who received commission from the traders.

Nature of Capitalization

- ✧ Most of the trader-respondents (90%) financed their own businesses.
- ✧ Three respondents sourced their capital from private individuals or financing agencies.
- ✧ Traders financed the capital used by two agents who bought stocks from the farmers.

Length of Experience. Table 8 presented the number of years the respondents have been in the business.

- ✧ Out of 150 respondents, 17 had been trading onion for less than 5 years; 54 for 5 to 10 years; and 40 for more than 20 years.
- ✧ The remaining 39 sample respondents were in the business for 11 to 20 years.



1.4 Marketing Practices and Functions

Procurement

Traders from the identified producing provinces, procured onion either directly from the farmers or from their co-traders. Some of the interviewed traders stated that during lean months they bought their stocks from other producing provinces.

Manner of Procurement. In buying stocks, traders either picked-up the goods from their supplier or the seller delivered the goods (Table 9).

- ✂ Fifty one percent (51%) of the traders picked-up onion from the source areas, 43 percent waited for the delivery by the supplier while 6 percent procured through delivery of farmers and pick-up by traders themselves.
- ✂ Retailers commonly picked-up onion from traders. Nine (9) retailers waited for their suppliers to deliver the goods.

Manner of Payment. Payments were either in cash upon delivery, consignment or a combination of both cash and consignment. There were also respondents who paid every 15th of the month or one week after procurement (Table 10).

- ✂ Seventy eight percent of the respondents paid their suppliers in cash upon delivery. About 14 percent practiced consignment basis.
- ✂ Two respondents from Cebu paid in cash and also on consignment basis; one trader paid through bank transfer.
- ✂ One large distributor from Benguet paid his suppliers one week after delivery.

Distribution

Mode of Delivery. The mode of delivery of onion depends on the type of buyer and the location of the transaction (Table 11).

- ✂ Buyers of 35 farmers in Nueva Ecija and 27 in Ilocos Norte picked-up onion from the farm. The rest of the farmers delivered the goods to their buyer.
 - ✂ Twenty one traders delivered the goods to their clients.
 - ✂ Retailers with permanent stalls in the market arranged with their buyers to pick up the onions.
-
-



Mode of Payment. Payment made by the buyers of onion were either cash, consignment basis or deferred payment (Table 12).

- ✂ Ninety percent (90%) of the respondents from Ilocos Norte and Nueva Ecija received payment in cash.
- ✂ All large distributors (5) in Metro Manila sold onion on cash basis.
- ✂ Three percent (3%) received cash payment every 15th and 31th of the month.
- ✂ One IRA-LD from Cebu received payment through the bank.

1.4 Geographic Flow

Table 13 showed the tabular presentation of sources and destination of onion in the study areas. Figures 3–4 illustrated the flow of onion from Ilocos Norte and Nueva Ecija to different destinations.

❖ Ilocos Norte

- ✂ Laoag City, Badoc and Vintar were the major producing areas in Ilocos Norte. During lean months traders in Ilocos Norte purchased onion in the nearby provinces of Ilocos Sur and Nueva Ecija.
 - ✂ From the source areas, the farmers or traders disposed onion in the different trading centers within and outside the province. Based on the results of the survey, every Monday the respondents sell onion in the “bagsakan” area in Badoc; Friday in Sinait public market in Ilocos Sur, and every Saturday in Laoag public market.
 - ✂ Within the province, the identified destination points of onion were the municipalities of Badoc, Bacarra, Lacuben, Pinili, Darrat, Vintar and Laoag City.
 - ✂ Traders from the provinces of Ilocos Sur, Nueva Ecija, Isabela, Pangasinan and Cagayan, and in Metro Manila bought onion either from the farmers or traders in the province.
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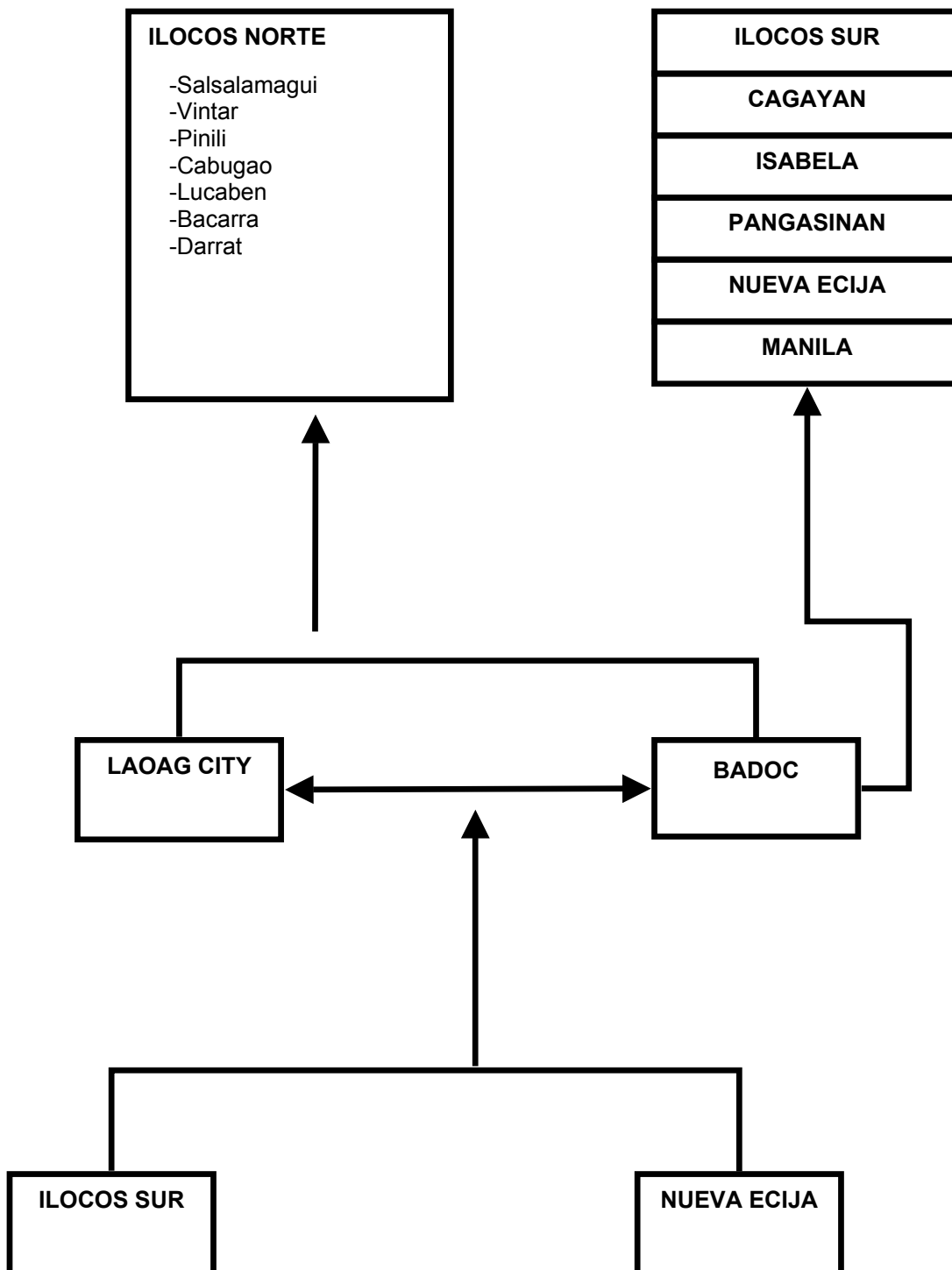


Figure 3. Geographic Flow of Onion in Ilocos Norte, 2002



❖ Nueva Ecija

- ❖ The supply areas of onion in Nueva Ecija are the municipalities of Rizal, Llanera, San Jose City, Bongabon, Talavera, Sto. Nino I, Cabanatuan City and Palayan City.
- ❖ During lean months, Pangasinan, Ilocos Norte, Ilocos Sur, Bulacan and Metro Manila supplied onions to Nueva Ecija.
- ❖ Onions were commonly traded in the markets of San Jose City Public Market, Sinait Public Market, Cabanatuan City Public Market and Talavera Public Market.
- ❖ From there, onion was then distributed in the nearby province of Pangasinan and Aurora. Other supplies were also brought to Metro Manila as the transshipment point of onion from the supply provinces to their clients in the Visayas and Mindanao provinces.

1.6 Marketing Channels

Figures 5 to 6 illustrate the distribution channels of onion from the farmers to the final consumers.

❖ Ilocos Norte

- ❖ The bulk of onion from the farm was sold to assembler-distributors in the “bagsakan” area in Badoc every Monday, and every Friday in Sinait Public Market in Ilocos Sur. However, suppliers outside the province sold onion directly to IRA-LD and RA-LD.
- ❖ Outlets of the traders in Badoc were the other assemblers within and outside the province. Large distributors and small-distributors supplied the retailers within the province.
- ❖ Retailers catered to the needs of the local consumers and the tourists. Retailers along the highway were asked by the local government to decorate the stalls in order to attract tourists.

❖ Nueva Ecija

- ❖ IRA-LD, RA-LD, PA-LD and agents were the buyers of onion at the supply areas in Nueva Ecija. These buyers distributed their products to PA-MD, agents, retailers, consumers and traders or “*biyahero*” from outside province.

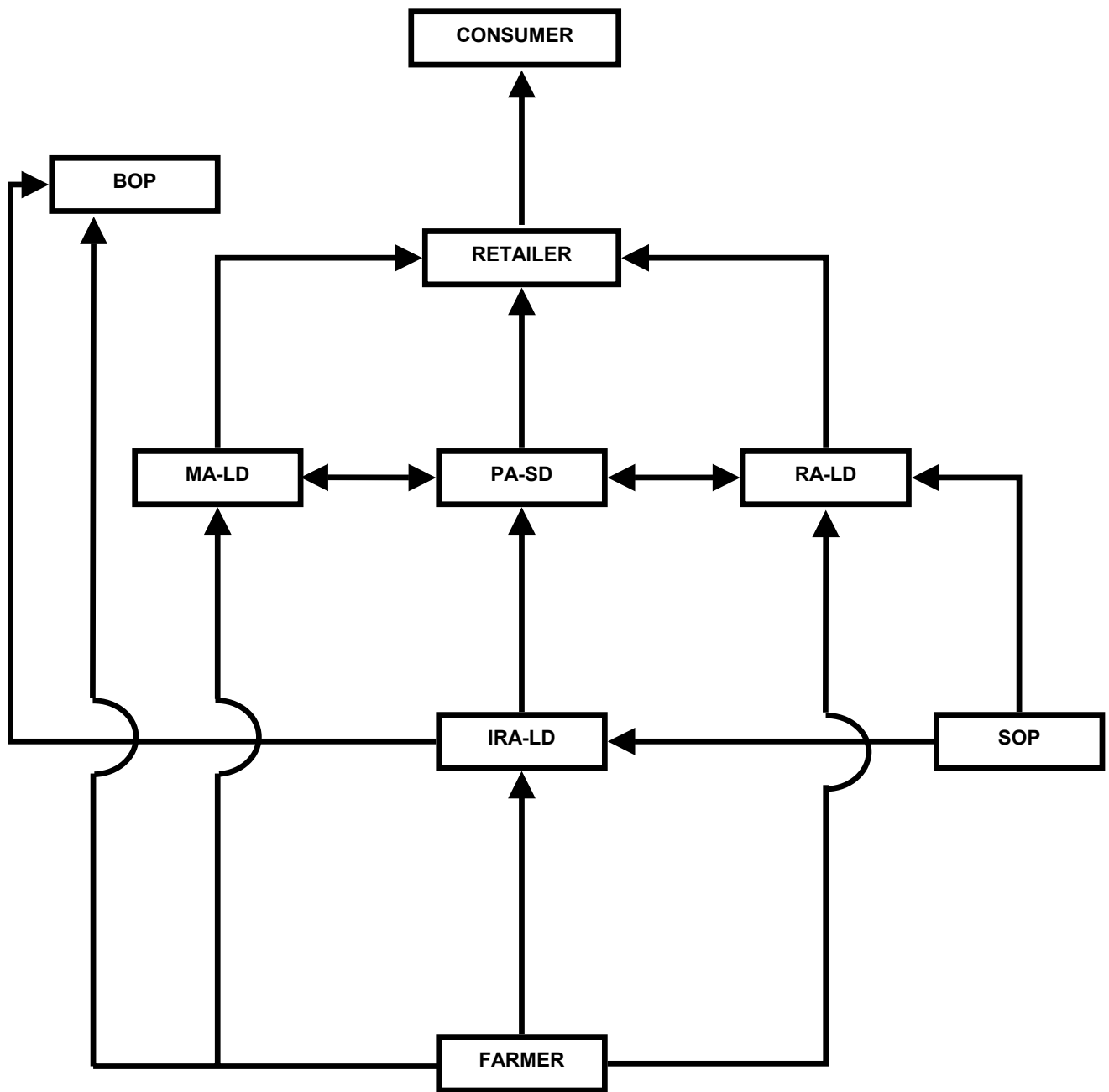


Figure 5. Marketing Channel for Onion, Ilocos Norte, 2002

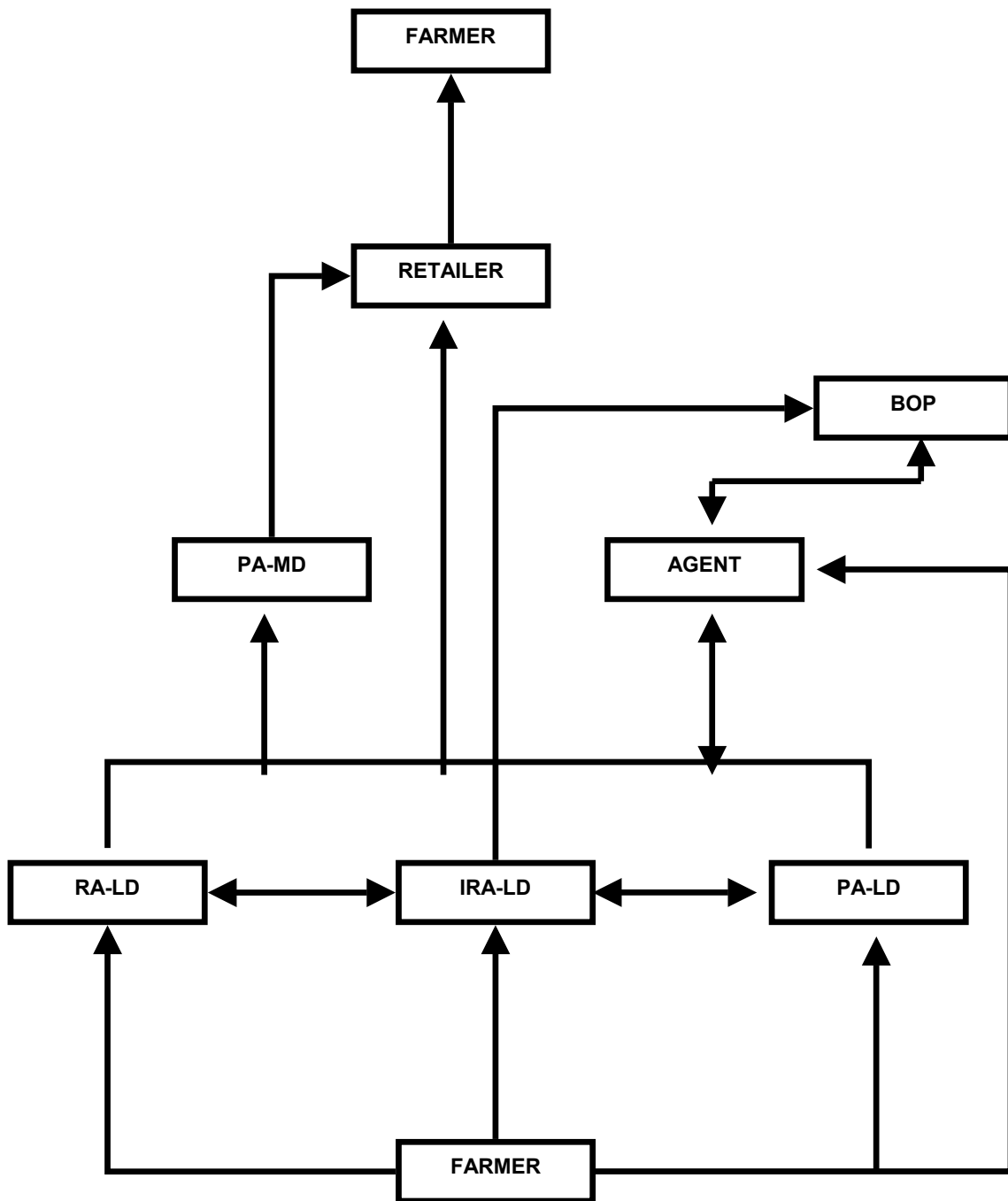


Figure 6. Marketing Channel for Onion, Nueva Ecija, 2002



2. Marketing Costs

Marketing onion from the farm level to retail level entailed a lot of costs. The expenditure items included labor, transportation, material inputs, other operating expenses and depreciation. The succeeding topics describe the expenditure items and the corresponding costs borne by the marketing participants in the transfer of the commodity from the farmer to the retailer. The cost items maybe similar among certain levels of marketing participants but the amount differed depending on the scale of business operations.

Labor

The activities performed in the process of procuring and distributing onion from the farm to the retail levels included hauling, handling, drying, sorting, packing, bundling, weighing, filling, packing and braiding. From Ilocos Norte and Nueva Ecija, onions are distributed to different provinces in Luzon including Metro Manila, which is the transshipment point of the buyers in the provinces of Visayas and Mindanao. Table 14 showed the activities of farmer and trader-respondents and the corresponding costs involved.

- ✧ Total labor cost was highest in Ilocos Norte at P4.37 per kilogram, followed by Nueva Ecija (P1.95) and Ilocos Sur (P1.81). Cebu province and Metro Manila have the lowest costs, at P0.70 and P0.33, respectively.
- ✧ Traders who procured onion in the supply areas spent an average cost ranging from P0.04 per kilogram (Misamis Oriental) to P1.16 per kilogram (Ilocos Sur).
- ✧ Only the traders from Misamis Oriental shouldered expenses for arrastre which amounted to P0.24 per kilogram.
- ✧ In distributing onion to their buyers, traders from Ilocos Norte incurred the highest cost at P3.92 per kilogram while Cebu had the lowest cost of P0.03 per kilogram.
- ✧ Farmers in the supply areas usually shoulder the expenses in bundling, braiding or locally known as “salapid”, packing and weighing based on the requirement of their clients.

Transportation

The common means of transportation used by respondents are passenger jeep, bus, truck and tricycle. Traders from Cebu and Misamis Oriental use shipping lines or cargo lines. The expenses incurred by the respondents are presented in Table 15.

- ✧ In Luzon areas, Nueva Ecija traders incurred the highest transportation costs at P2.78 per kilogram, followed by Ilocos Norte, P2.31 per kilogram and Ilocos Sur, P1.82 per kilogram.
-
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- ✧ Transportation costs incurred by traders from different provinces ranged from as low as P0.46 per kilogram (Benguet) to as high as P1.22 (Ilocos Norte).
- ✧ When delivering onion to their buyers, farmers and traders spent an average transportation costs of P1.98 per kilogram (Nueva Ecija), P1.77 (Ilocos Norte), P0.60 (Ilocos Sur) and P0.38 (Metro Manila).
- ✧ In Cebu province, average shipping cost was to P0.96 per kilogram and in Misamis Oriental, P0.89 per kilogram.

Material Inputs

Trading of onion requires several material inputs. At the procurement stage, the materials required are plastic bag, sacks, “kaing”, red bag and twine. In selling onion, the common materials used are plastic bag, tying materials, sacks, red bag and office supplies. Table 16 presents the materials used and corresponding cost.

- ✧ In the course of procurement activity, traders from Luzon incurred a minimal cost for material inputs: Benguet, P0.32 per kilogram, Nueva Ecija P0.14, Ilocos Norte P0.13 and Ilocos Sur P0.54.
- ✧ The cost of material inputs for distributing onion ranged from P0.19 to P0.68 per kilogram.
- ✧ The highest cost of material inputs was observed in Benguet at P1.00. In contrast, the lowest was in Ilocos Sur at P0.054 per kilogram.
- ✧ Only Ilocos Norte farmers and one RA-LD used bamboo strips in bundling onion.

Other Operating Costs

Marketing participants also incurred miscellaneous and other operating expenses, some of which were paid even before the start of the business operations (business permit/license). Other cost items included market fee, electricity, telephone, water, gas and oil, cell cards, etc. Expenses for meals and snack and beverages while transporting the commodity are also included. Other items with the corresponding amount of cost incurred are enumerated in Table 17.

- ✧ The biggest component in other operating costs incurred by traders in Ilocos Norte were shrinkage and wastage of onion which cost P1.08 per kilogram.
 - ✧ The total amount for other operating expenses ranged from less than P0.39 to P2.62 per kilogram.
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- ✂ One of the respondents in Benguet paid P1.75 per kilogram for boundary for the jeep used in transporting.
- ✂ Payment of business permit varies. In Misamis Oriental, this depends on the total amount of capital used per annum. In other provinces, business permits are computed based on the total gross sales reported by the respondent.

Imputed Costs

Depreciation of materials, equipment and facilities are the value given to the used portion of fixed asset for a given period. Imputed costs of labor are the assigned rate given to the operator and family members who render their services. The study computed depreciation costs for capital items used in marketing of onion.

- ✂ Respondents in Ilocos Norte have the highest imputed costs of P4.704 per kilogram, comprised of depreciation for vehicles (P2.54) and imputed costs on unpaid labor (P2.06).
- ✂ Only PA-LD from Nueva Ecija incurred depreciation costs for drying place or storage facilities for a minimum P0.001 per kilogram.
- ✂ Total imputed costs of labor and depreciation ranged from P0.22 to P4.70 per kilogram.

Total Marketing Costs

The cost items include cash, non-cash and imputed costs (Table 19).

- ✂ The total cash cost borne by marketing participants ranged from a low of P2.67 in Cebu to a high of P10.07 per kilogram in Ilocos Norte.
- ✂ In Ilocos Norte, almost half of the total cash cost (P4.37 per kilogram) were paid to laborers and employees of both farmers and traders. The remaining components of cash costs are: other operating expenses, P1.49; transportation costs, P2.31; and materials used, P0.74.
- ✂ Non-cash costs incurred by traders ranged as high as P4.70 per kilogram in Ilocos Norte and as low as P0.54 per kilogram in Misamis Oriental.



Marketing Costs by Point of Destination

Figures 7-8 illustrate the average estimated costs of moving onion from the supply barangay to every trading and demand area.

❖ *Ilocos Norte*

- 📖 When onion was moved from the barangay to the different trading centers within Ilocos Norte, an average cost of P1.59 per kilogram was spent by farmers and traders.
- 📖 From Ilocos Norte to Ilocos Sur (Sinait market), traders incurred costs amounting to P4.15 per kilogram of onion.
- 📖 Ilocos Norte traders who distributed onion to Metro Manila spent an additional cost of P2.60 per kilogram. Transportation cost was estimated at P1.07, labor cost at P1.47, material used at P0.002, other operating expenses at P0.01 and imputed costs at P0.004 per kilogram.

❖ *Nueva Ecija*

- 📖 From the supply barangays to the trading centers in Nueva Ecija, marketing costs per kilogram averaged P0.80 for labor, P0.20 for transportation, P0.03 for materials, P0.001 for other operating expenses and less than P0.001 for imputed costs.
 - 📖 When transported to the nearby provinces, the average cost ranged from P0.72 to P0.973 per kilogram.
 - 📖 Traders who sold onion to Batangas incurred an additional cost of P2.83 per kilogram. However, when distributed to Metro Manila the additional cost was P1.92 per kilogram.
-
-

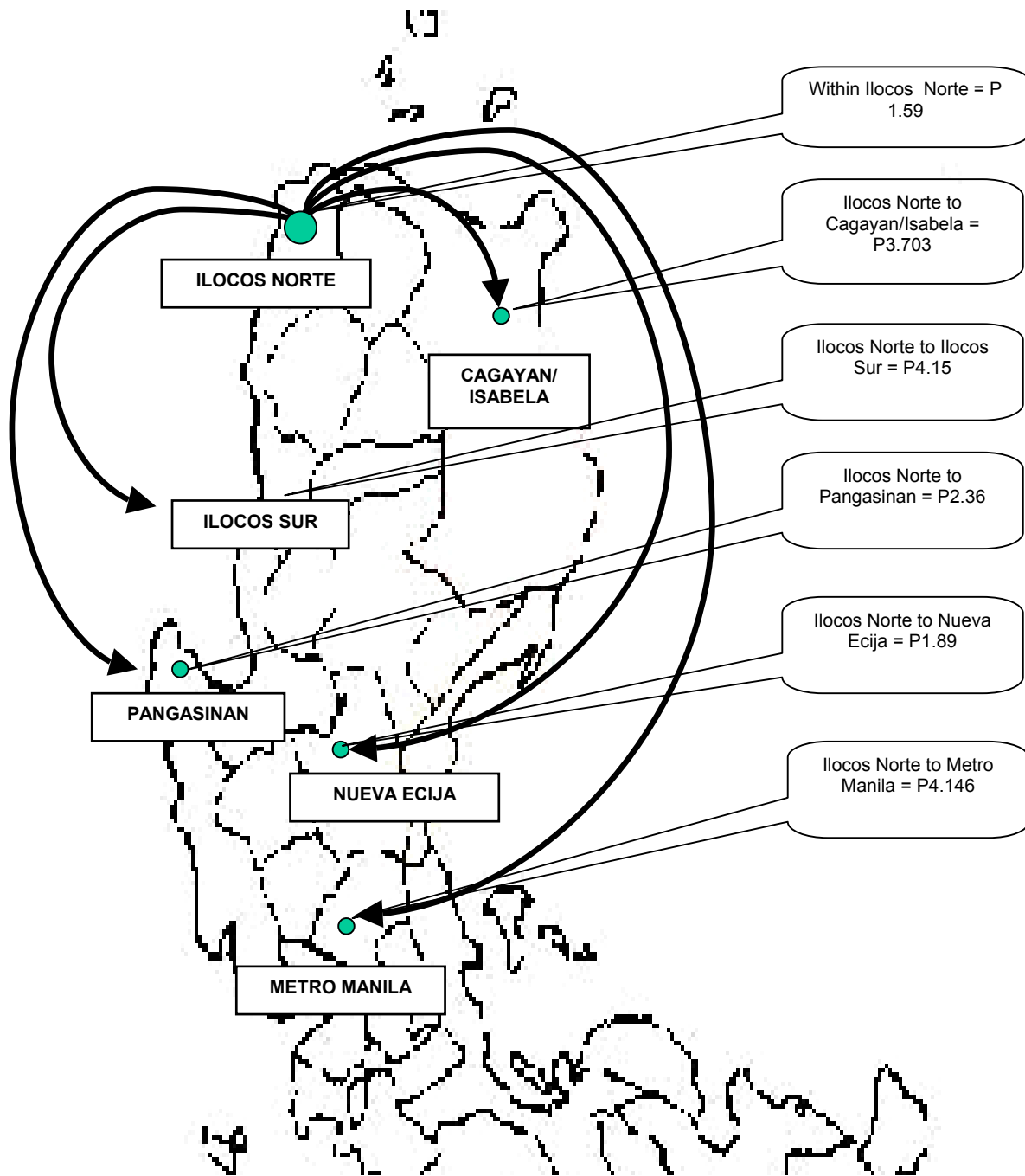


Figure 7. Average Marketing Costs for Onion, by Point of Destination, Ilocos Norte, 2002

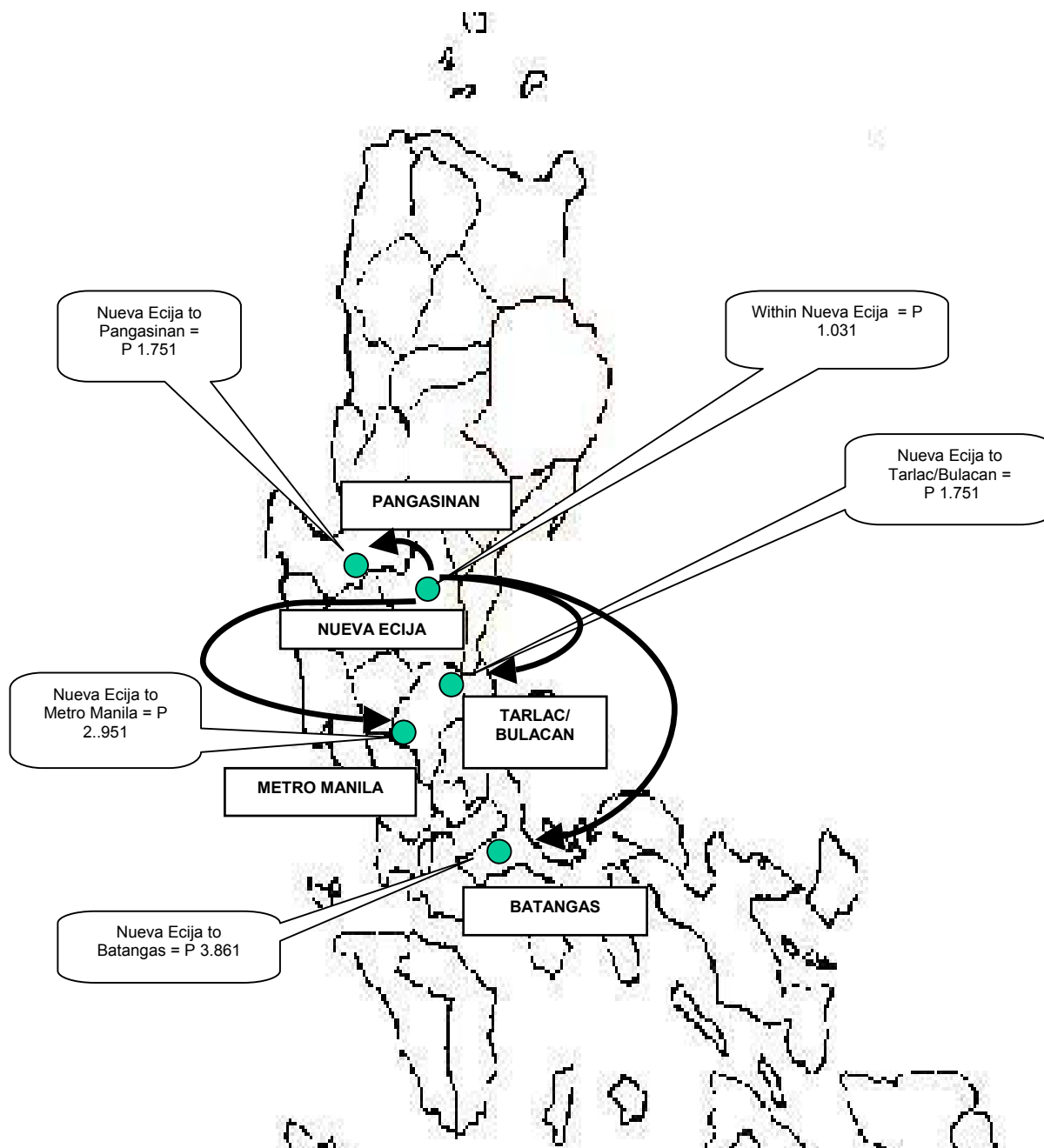


Figure 8. Average Marketing Costs for Onion, by Point of Destination, Nueva Ecija, 2002



Marketing Margins

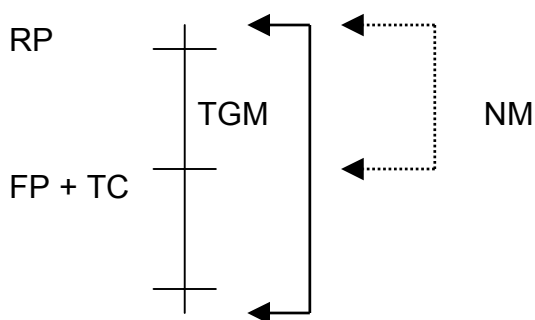
A marketing margin is the difference between the price of a product at one stage and the value of the product at another stage in the marketing process. Measuring this margin indicates how much has been paid for processing and marketing services applied to the product at that particular stage. This information is useful in assessing the performance of the food marketing system.

The initial step in measuring the marketing margins is to describe the structure of the marketing chain, starting at the farm gate and tracing the product through the various intermediaries until it reaches the final consumer. Second is to identify and list the various functions that are performed at each stage in the marketing process.

The estimation of marketing margin requires price data at which the product is bought and sold at each stage in the marketing process. Costs incurred in marketing plus the buying price give the estimated selling price.

On the part of traders, buying price can be considered an expense. They have to pay for the commodity as the initial investment at prices agreed by both parties, the farmer and the trader. The gross margin, which still includes the cost of trading and the risk/losses, is the difference between the retail price and the effective buying price at the farm level.

The net margin, or the net return, therefore, is the remainder when the total marketing costs were subtracted from the total gross margin. Below is the illustration of the concept:



where:

- RP = retail price
- FP = farm price or the effective buying price at farm level
- FP+TC = farm price plus the total costs
- TGM = total gross margin (RP - FP)
- NM = net margin or return
[RP - (FP + TC)]

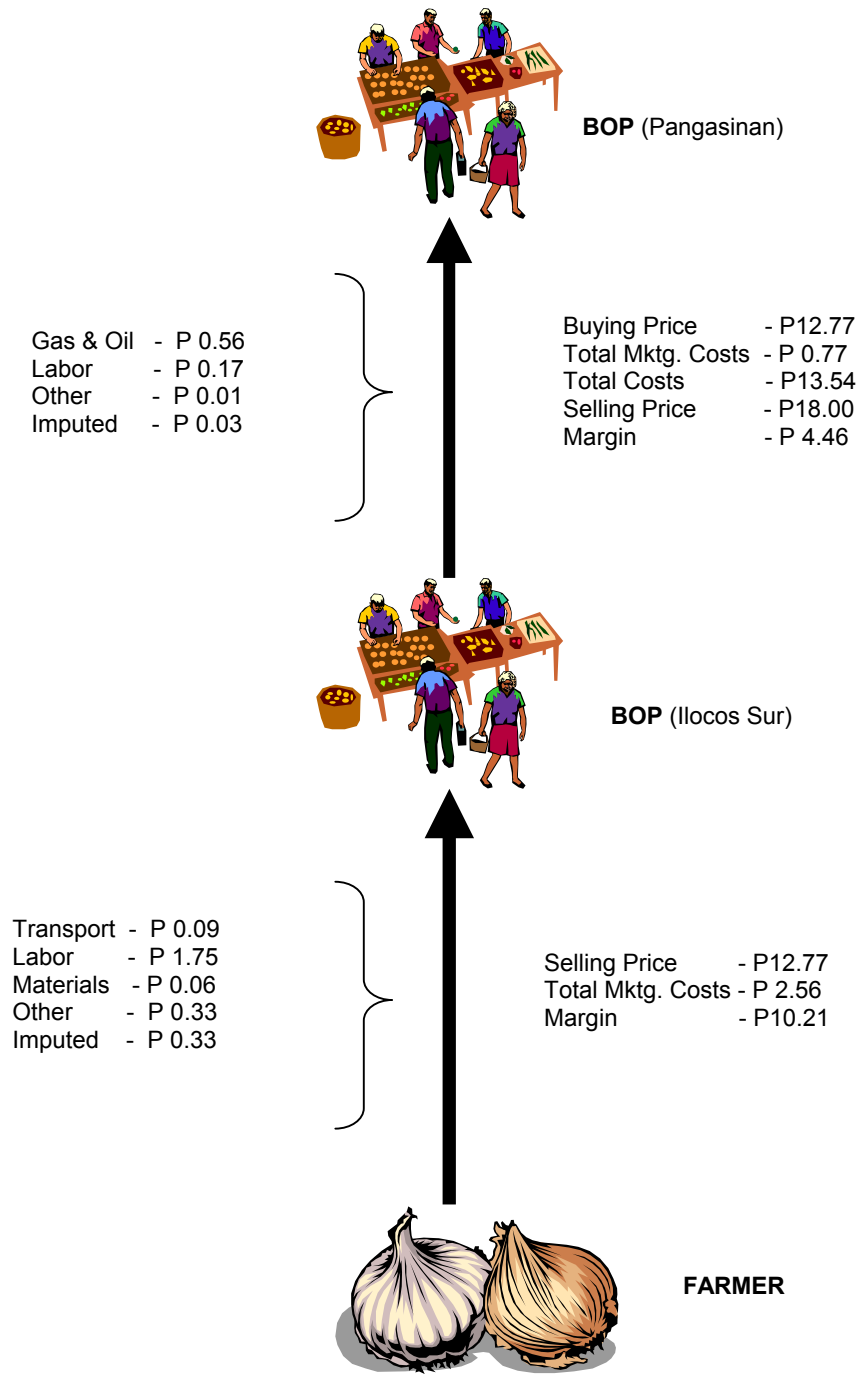


Figure 9. Marketing Costs of Onion by Channel, Ilocos Norte, 2002

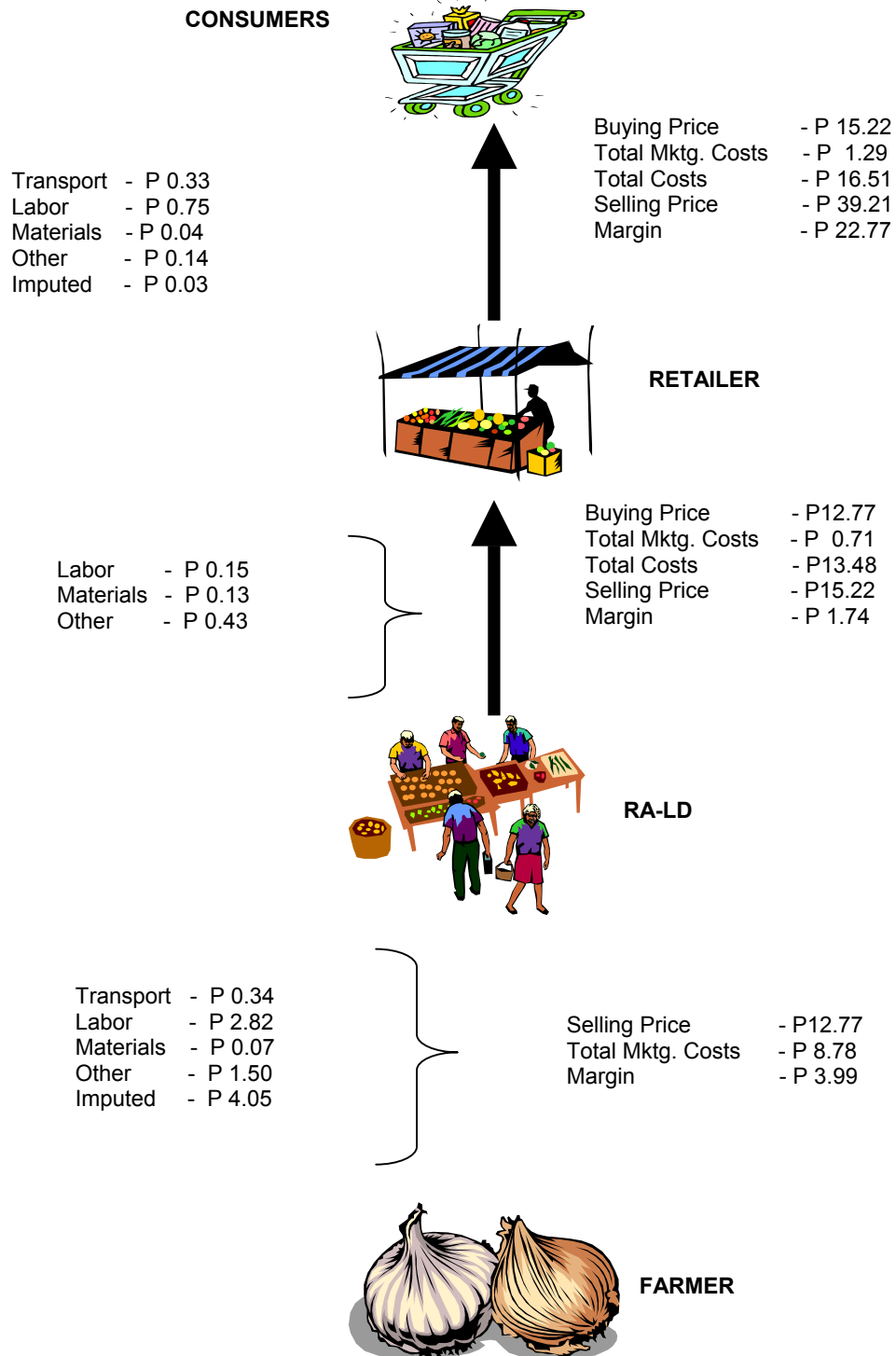


Figure 9a. Marketing Costs of Onion by Channel, Ilocos Norte, 2002

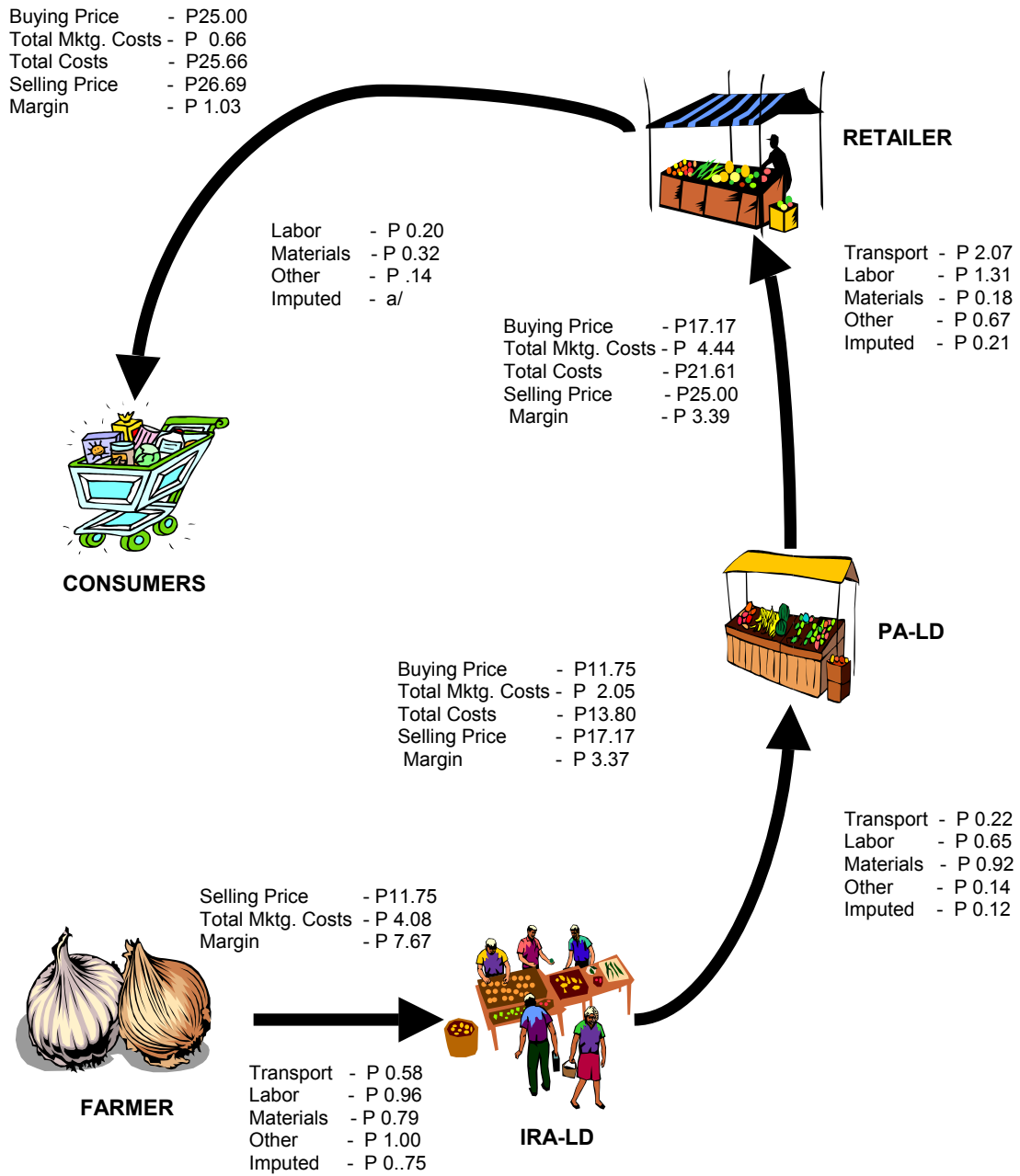


Figure 10. Marketing Costs of Onion by Channel, Nueva Ecija, 2002



❖ *Ilocos Norte*

- 📖 From the various marketing channels in Ilocos Norte mentioned by the respondents during the survey proper (Fig. 5), the two distinct channels are from the farmer to buyers outside the province (Figure 9) and the other one is from the farmer to RA-LD to retailer (Figure 9a).
- 📖 Farmers who sold their goods directly to the traders in Ilocos Sur at P12.77 per kilogram have incurred a total marketing cost of P2.56 per kilogram, thus, earning a margin of P10.21 per kilogram inclusive of the production costs.
- 📖 From these traders in Ilocos Sur, onions were brought to Pangasinan with total expenses of P0.77 per kilogram. At buying price of P12.77 and selling price of P18.00, traders in Pangasinan netted of P4.46 per kilogram.
- 📖 Farmer respondents gained average margin of P3.99 per kilogram when selling onion to RA-LD within the province (Figure 9a).
- 📖 In computing the margins of the traders the highest profit was received by the retailers at P21.23, followed by PA-SD at P14.32. Municipal assembler – large distributor got the lowest earning at P1.17 per kilogram.
- 📖 The total costs incurred by RA-LD was P13.48 per kilogram. At the selling price of P15.22 per kilogram, RA-LD earned a net profit of P1.74 per kilogram when they sell to the retailers. Likewise, retailers have a net margin of P22.77 per kilogram in selling onion directly to consumer at P39.21.

❖ *Nueva Ecija*

- 📖 Figure 6 shows the different channels that are present in the province during the survey. However, the team noted the usual movement of onions from the producers to the final consumers, i.e., farmers ->IRA-LD -> PA-LD -> retailer -> consumer (Fig.10).
 - 📖 In this channel, IRA-LD who sell onion to PA-LD earn a net margin of P3.37 per kilogram; PA-LD who sell to retailers have a margin of P3.39; Retailers have a margin of P1.03 when selling to consumers.
-
-



D. Problems/Constraints Encountered

- ❖ Farmers cited the low price of onion as their major problem due to the presence of imported onion in the market. However, traders in Metro Manila also complained of the difficulty in selling native onion because of the imported varieties which command much lower prices compared to native onions.
 - ❖ Farmers and traders in all the areas covered in the study complained of the high percentage of onion wastage.
 - ❖ Competition among traders, lack of buyers, bouncing check and bad debts of the customer are the problems of traders.
 - ❖ Other problems included lack of capital, poor quality of the produce, poor condition of the road, price fluctuation, no permanent stalls, and high transport cost incurred by traders.
-
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STATISTICAL TABLES





Table 1. ONION: Distribution of respondents, by type, by province/municipality, Philippines, 2002

PROVINCE/MUNICIPALITY	FARMER	TRADER	TOTAL
METRO MANILA		12	12
Pasay City		3	3
Muntinlupa City		2	2
City of Manila		6	6
Quezon City		1	1
BENGUET		10	10
Baguio City		7	7
La Trinidad		3	3
ILOCOS NORTE	40	9	49
Badoc	24	3	27
Vintar	16	1	17
Laoag City		2	2
Lucaben		1	1
Pinili		2	2
ILOCOS SUR		6	6
Sinait		5	5
Cabugao		1	1
NUEVA ECIIJA	40	13	53
Rizal	8	1	9
Llanera	8	1	9
San Jose City	14	3	17
Bongabon	8	3	11
Talavera	2		2
Cabanatuan City		4	4
Palayan City		1	1
CEBU		11	11
Talisay		4	4
Mandaue		1	1
Cebu City		6	6
MISAMIS ORIENTAL		9	9
Lapasan		6	6
Carmen		1	1
Cogon		2	2
TOTAL	80	70	150



Table 2. ONION: Distribution of respondents, by type of marketing participants, by province, Philippines, 2002

PROVINCE	FARMER	IRA-LD/ RA-LD/ PA-LD/ MA-LD	PA-MD/ BA-MD	PA-SD
Metro Manila		5		
Benguet		2		
Ilocos Norte	40	4		1
Ilocos Sur		6		
Nueva Ecija	40	8	2	
Cebu		4	1	
Misamis Oriental		5	1	
TOTAL	80	34	4	1

PROVINCE	AGENT	RETAILER	TOTAL	PERCENT
Metro Manila		7	12	8
Benguet		8	10	7
Ilocos Norte		4	49	33
Ilocos Sur			6	4
Nueva Ecija	2	1	53	35
Cebu		6	11	7
Misamis Oriental		3	9	6
TOTAL	2	29	150	100



Table 3. ONION: Number and percentage distribution of farmer respondents, by size of farm, by province, Philippines, 2002

FARM SIZE (in hectare)	ILOCOS NORTE	NUEVA ECIJA	TOTAL	PERCENT
Less than 1	23	35	58	73
1.00 - 1.99	10	4	14	18
2.00 - 2.99	4	1	5	6
more than 3	3	-	3	4
TOTAL	40	40	80	100

Table 4. ONION: Number and percentage distribution of farmer-respondents, by tenurial status, by province, Philippines, 2002

TENURIAL STATUS	ILOCOS NORTE	NUEVA ECIJA	TOTAL	PERCENT
Owner	14	21	35	44
Tenant	21	5	26	33
Both	5	-	5	6
Inherited	-	1	1	1
CLT	-	9	9	11
Lessee	-	3	3	4
Rent free	-	1	1	1
TOTAL	40	40	80	100

* Includes public land occupant, rent free & not specified



Table 5. ONION: Number of farmer-respondents, by month of planting, harvesting and trading, by province, 2002

PROVINCE/ ACTIVITY	JAN	FEB	MAR	APR	MAY	JUN
Ilocos Norte						
Planting		7	5			
Harvesting	14	10		7	4	1
Trading	3	10	7	6	1	
Nueva Ecija						
Planting	12					
Harvesting		1	25	14		
Trading			17	18	2	2

PROVINCE/ ACTIVITY	JUL	AUG	SEP	OCT	NOV	DEC
Ilocos Norte						
Planting			18	25	4	
Harvesting					10	14
Trading					9	13
Nueva Ecija						
Planting					1	27
Harvesting						
Trading	1					



**Table 6. ONION: Distribution of trader respondents, by type of business, by province
Philippines, 2002**

TYPE OF BUSINESS	METRO MANILA	BENGUET	ILOCOS NORTE	ILOCOS SUR	NUEVA ECIJA
Single Proprietorship	11	10	9	5	11
Partnership				1	
Commission					2
Corporation	1				
TOTAL	12	10	9	6	13

TYPE OF BUSINESS	CEBU	MISAMIS ORIENTAL	TOTAL	PERCENT
Single Proprietorship	11	9	66	95
Partnership			1	1
Commission			2	3
Corporation			1	1
TOTAL	11	9	70	100



Table 6a. ONION: Distribution of respondents, by type traders, by type of business, by province, Philippines, 2002

PROVINCE	IRA-LD/RA-LD/ PA-LD/ MA-LD	PA-MD/ BA-MD	PA-SD	AGENT	RETAILER	TOTAL
METRO MANILA						
Single proprietorship	4				7	11
Corporation	1					1
BENGUET						
Single proprietorship	2				8	10
ILOCOS NORTE						
Single proprietorship	4		1		4	9
ILOCOS SUR						
Single proprietorship	5					5
Partnership	1					1
NUEVA ECIJA						
Single proprietorship	8	2			1	11
Commission				2		2
CEBU						
Single proprietorship	4	1			6	11
MISAMIS ORIENTAL						
Single proprietorship	5	1			3	9
TOTAL	34	4	1	2	29	70



Table 7. ONION: Distribution of trader respondents, by nature of capitalization, by province, 2002

NATURE OF CAPITALIZATION	METRO MANILA	BENGUET	ILOCOS NORTE	ILOCOS SUR	NUEVA ECIJA
Self-financed	11	9	8	6	10
Under financing			1		
Borrowed		1			1
Commission					2
Both a/	1				
TOTAL	12	10	9	6	13

NATURE OF CAPITALIZATION	CEBU	MISAMIS ORIENTAL	TOTAL	PERCENT
Self-financed	10	9	63	90
Under financing			1	1
Borrowed	1		3	4
Commission			2	3
Both a/			1	1
TOTAL	11	9	70	100

a/ self financed and borrowed



Table 7a. ONION: Distribution of respondents, by type of traders, by nature of capitalization, by province, Philippines, 2002

PROVINCE/ NATURE OF CAPITALIZATION	IRA-LD/RA-LD/ PA-LD/ MA-LD	PA-MD/ BA-MD	PA-SD	AGENT	RETAILER	TOTAL
METRO MANILA						
Self financed	5				6	11
Both a/					1	1
BENGUET						
Self financed	2				7	9
Borrowed					1	1
ILOCOS NORTE						
Self financed	3		1		4	8
Under financing	1					1
ILOCOS SUR						
Self financed	6					6
NUEVA ECIJA						
Self financed	8	1			1	10
Borrowed		1				1
Commission				2		2
CEBU						
Self financed	4	1			5	10
Borrowed					1	1
MISAMIS ORIENTAL						
Self financed	5	1			3	9
TOTAL	34	4	1	2	29	70

a/ self financed and borrowed



Table 8. ONION: Distribution of respondents, by length of experience, by province, Philippines, 2002

YEARS IN BUSINESS	METRO MANILA	BENGUET	ILOCOS NORTE	ILOCOS SUR	NUEVA ECIJA
less than 5	2	3	6		1
5 - 10	4	3	23	1	20
11 - 15			7		8
16 - 20	3	1	6	2	6
more than 20	3	3	7	3	18
TOTAL	12	10	49	6	53

YEARS IN BUSINESS	CEBU	MISAMIS ORIENTAL	TOTAL	PERCENT
less than 5		5	17	11
5 - 10	2	1	54	36
11 - 15		2	17	11
16 - 20	4		22	15
more than 20	5	1	40	27
TOTAL	11	9	150	100



Table 9. ONION: Distribution of respondents, by manner of procurement, by province, Philippines, 2002

MANNER OF PROCUREMENT	METRO MANILA	BENGUET	ILOCOS NORTE	ILOCOS SUR	NUEVA ECIJA
Picked up	5	5	5	2	7
Delivered	6	5	3	4	5
Both	1		1		1
TOTAL	12	10	9	6	13

MANNER OF PROCUREMENT	CEBU	MISAMIS ORIENTAL	TOTAL	PERCENT
Picked up	7	5	36	51
Delivered	4	3	30	43
Both		1	4	6
TOTAL	11	9	70	100



Table 9a. ONION: Distribution of respondents, by type of traders, by manner of procurement, by province, Philippines, 2002

PROVINCE/MANNER OF PROCUREMENT	IRA-LD/RA-LD/PA-LD/MA-LD	PA-MD/ BA-MD/ PA-SD	AGENT	RETAILER	TOTAL
METRO MANILA					
Picked-up	1			4	5
Delivered	3			3	6
Both	1				1
BENGUET					
Picked-up	1			4	5
Delivered	1			4	5
ILOCOS NORTE					
Picked-up	3			2	5
Delivered	1	1		1	3
Both				1	1
ILOCOS SUR					
Picked-up	2				2
Delivered	4				4
NUEVA ECIJA					
Picked-up	3	1	2	1	7
Delivered	4	1			5
Both	1				1
CEBU					
Picked-up	3			4	7
Delivered	1	1		2	4
MISAMIS ORIENTAL					
Picked-up	1	1		3	5
Delivered	3				3
Both	1				1
TOTAL	34	5	2	29	70



Table 10. ONION: Distribution of respondents, by mode of payment in procurement, by province, Philippines, 2002

MODE OF PAYMENT	METRO MANILA	BENGUET	ILOCOS NORTE	ILOCOS SUR	NUEVA ECIJA
Cash	12		8	6	12
Consignment		9			1
Both					
Every 15 th of the month			1		
Bank to bank					
After one week		1			
TOTAL	12	10	9	6	13

MODE OF PAYMENT	CEBU	MISAMIS ORIENTAL	TOTAL	PERCENT
Cash	8	8	54	78
Consignment			10	14
Both	2		2	3
Every 15 th of the month		1	2	3
Bank to bank	1		1	1
After one week			1	1
TOTAL	11	9	70	100



Table 10a. ONION: Distribution of respondents, by type of traders, by mode of payment in buying stocks, by province, Philippines, 2002

PROVINCE/MODE OF PAYMENT	IRA-LD/RA-LD/PA-LD/ MA LD	PA-MD/ BA-MD/ PA-SD	AGENT	RETAILER	TOTAL
METRO MANILA Cash	5			7	12
BENGUET Consignment	1			8	9
After one week	1				1
ILOCOS NORTE Cash	4	1		3	8
Every 15th day of the month				1	1
ILOCOS SUR Cash	6				6
NUEVA ECIJA Cash	8	1	2	1	12
Consignment		1			1
CEBU Cash	1	1		6	8
Both a/ Bank to bank	2 1				2 1
MISAMIS ORIENTAL Cash	4	1		3	8
Every 15th day of the month	1				1
TOTAL	34	5	2	29	70

a/ cash and/or consignment and/or credit



Table 11. ONION: Distribution of respondents, by mode of delivery, by province, Philippines, 2002

MODE OF DELIVERY	METRO MANILA	BENGUET	ILOCOS NORTE	ILOCOS SUR	NUEVA ECIJA
Picked up	11	10	35	4	43
Delivered			11	1	5
Both	1		3	1	5
TOTAL	12	10	49	6	53

MODE OF DELIVERY	CEBU	MISAMIS ORIENTAL	TOTAL	PERCENT
Picked up	8	7	118	79
Delivered	2	2	21	14
Both	1		11	7
TOTAL	11	9	150	100



Table 11a. ONION: Distribution of respondents, by type of marketing participants, by mode of delivery, by province, Philippines, 2002

PROVINCE/MODE OF DELIVERY	FARMER	IRA-LD/RA-LD/PA-LD/MA-LD	PA-MD/ BA-MD/ PA-SD	AGENT	RETAILER	TOTAL
METRO MANILA						
Picked up		4			7	11
Both		1				1
BENGUET						
Picked up		2			8	10
ILOCOS NORTE						
Picked up	27	3	1		4	35
Delivered	10	1				11
Both a/	3					3
ILOCOS SUR						
Picked up		4				4
Delivered		1				1
Both a/		1				1
NUEVA ECIJA						
Picked up	35	3	2	2	1	43
Delivered	1	4				5
Both a/	4	1				5
CEBU						
Picked up		1	1		6	8
Delivered		2				2
Both a/		1				1
MISAMIS ORIENTAL						
Picked up		3	1		3	7
Both a/		2				2
TOTAL	80	34	5	2	29	150

a/ picked up and delivered



Table 12. ONION: Number of respondents, by mode of payment in distribution, by province
Philippines, 2002

MODE OF PAYMENT	METRO MANILA	BENGUET	ILOCOS NORTE	ILOCOS SUR	NUEVA ECIJA
Cash	10	9	44	5	52
Both b/ Every 15th and 30th of the month	2	1	2	1	1
Bank to bank			3		
TOTAL	12	10	49	6	53

MODE OF PAYMENT	CEBU	MISAMIS ORIENTAL	TOTAL	PERCENT
Cash	8	7	135	90
Both b/ Every 15th and 30th of the month	1	2	9	6
Bank to bank	1		5	3
	1		1	1
TOTAL	11	9	150	100

a/ less than 1 percent

b/ payment were either cash and/or credit and/or consignment and/or every 15th of the month



Table 12a. ONION: Number of respondents, by type of marketing participants, by mode of payment for distribution, by province, Philippines, 2001

MODE OF PAYMENT	FARMER	IRA-LD/ RA-LD/ PA-LD/ MA-LD	PA-MD/ BA-MD/ PA-SD	AGENT	RETAILER	TOTAL
METRO MANILA						
Cash		5			5	10
Both a/					2	2
BENGUET						
Cash		1			8	9
Both a/		1				1
ILOCOS NORTE						
Cash	36	3	1		4	44
Both a/	1	1				2
Every 15th & 30 of the month	3					3
ILOCOS SUR						
Cash		5				5
Both a/		1				1
NUEVA ECIIJA						
Cash	40	7	2	2	1	52
Every 15th of the month		1				1
CEBU						
Cash		1	1		6	8
Every 30th of the month		1				1
Bank to bank		1				1
Both a/		1				1
MISAMIS ORIENTAL						
Cash		4			3	7
Both a/		1	1			2
TOTAL	80	34	5	2	29	150

a/ payment were either cash and/or credit and/or consignment and/or every 15th of the month



Table 13. ONION: Major sources and destinations, by province, Philippines, 2002

PROVINCE/CITY/ AREA	SOURCE		DESTINATION	
	Within the province	Outside the province	Within the province	Outside the province
METRO MANILA	City of Manila, Pasay City, Muntinlupa City	Nueva Ecija, Pangasinan	City of Manila, Pasay City, Muntinlupa City	Luzon Provinces
BENGUET	Baguio City	Pangasinan, Ilocos Norte, Ilocos Sur, Nueva Ecija	Baguio City, La Trinidad	Metro Manila
ILOCOS NORTE	Laoag City, Badoc, Vintar	Nueva Ecija, Ilocos Sur	Badoc, Bacarra, Lacuben, Pnili, Darrat, Vintar, Laoag City	Nueva Ecija, Ilocos Sur, Isabela, Pangasinan, Cagayan and Metro Manila
ILOCOS SUR	Sinait	Ilocos Norte	Sinait, Vigan, Candon	Isabela, Pangasinan, Cagayan, Metro Manila
NUEVA ECIIJA	Rizal, Llanera, San Jose City, Bongabon, Talavera, Sto. Nino I, Cabanatuan City, Palayan City	Metro Manila, Pangasinan, Ilocos Norte & Sur, Bulacan	Bongabon, San Jose City, Llanera, Cabanatuan City, Talavera	Metro Manila, Pangasinan, Aurora, Bicol, Cebu, Negros Occidental, Misamis Oriental & Occidental, Zamboanga provinces
CEBU	Cebu City, Tabunok, Minglanilla	Metro Manila, Nueva Ecija, La Union	Tabunok, Mandaue, Minglanilla, Cebu City	Leyte, Samar, Bohol
MISAMIS ORIENTAL	Cogon, Agora	Metro Manila, Nueva Ecija	Cogon, Agora, Carmen	Bukidnon, Iligan, Agusan Norte & Sur, Surigao Norte, Lanao del Sur, Negros Occidental, Iloilo, Cebu, Zamboanga del Norte, Misamis Occidental



Table 14. ONION: Labor costs incurred by activity/practice,
by province, Philippines, 2002

MARKETING ACTIVITY/ PRACTICE	METRO MANILA	BENGUET	ILOCOS NORTE	ILOCOS SUR	NUEVA ECIJA	CEBU	MISAMIS ORIENTAL
	<i>peso per kilogram</i>						
Pre-marketing							
Hauling a/	0.10		0.23		0.12		0.20
Procurement	0.08	0.64	0.12	1.16	0.59	0.18	0.04
Handling b/							
Loading	0.02	0.32	0.060	0.03	0.10	0.09	0.020
Unloading	0.02	0.32	0.06	0.03	0.09	0.09	0.020
Sorting	0.04				0.19		
Packing c/				1.00	0.21		
Filing				0.10			
Shipping							
Arrastre							0.24
Distribution	0.25		3.92	0.64	1.12	0.03	
Handling							
Loading	0.010		0.11	0.12	0.10	0.02	
Unloading	0.020		0.11	0.12	0.10	0.01	
Sorting	0.22		1.31		0.20		
Drying			0.25		0.06		
Bundling			1.03		0.080		
Selling			1.11				
Weighing				0.40	0.200		
Packing					0.200		
Braiding					0.180		
Salaries and Wages	0.27	0.55	0.10	0.01	0.120	0.12	0.29
TOTAL	0.70	1.19	4.37	1.81	1.95	0.33	0.77

a/ Loading of onion from the farm to the truck/vehicle used

b/ Loading and unloading of commodities from the truck to the stall, bodega, pier or place of the buyer

c/ includes bundling and braiding of onion



Table 14a. ONION: Labor costs incurred by marketing participants
by activity/practice, Metro Manila, 2002

MARKETING ACTIVITY/PRACTICE	IRA-LD	RETAILER
	<i>peso per kilogram</i>	
Pre-marketing		
Hauling	0.10	
Procurement	0.08	0.13
Handling		
Loading	0.02	0.06
Unloading	0.02	0.07
Sorting	0.04	
Distribution	0.31	0.10
Handling		
Loading	0.01	
Unloading	0.02	
Sorting	0.28	0.10
Salaries and Wages	0.25	0.54
TOTAL	0.74	0.77

Table 14b. ONION: Labor costs incurred by marketing participants, by
activity/practice, Benguet, 2002

MARKETING ACTIVITY/PRACTICE	IRA-LD	RETAILER
	<i>peso per kilogram</i>	
Procurement		0.64
Handling		
Loading		0.32
Unloading		0.32
Salaries and Wages	0.55	0.54
TOTAL	0.55	1.18



Table 14c. ONION: Labor costs incurred by marketing participants, by activity/practice, Ilocos Norte, 2002

MARKETING ACTIVITY/PRACTICE	FARMER	RA-LD	MA-LD	PA-SD	RETAILER
	<i>peso per kilogram</i>				
Pre-marketing	0.23				
Hauling	0.23				
Procurement		0.11	0.18		0.17
Handling a/					
Loading		0.06	0.09		0.09
Unloading		0.05	0.09		0.08
Distribution	2.59			1.42	0.69
Handling					
Loading				0.11	
Unloading				0.11	
Sorting	1.31				
Drying	0.25				
Bundling	1.03				
Selling				1.20	0.69
Salaries and Wages		0.05		1.20	0.88
TOTAL	2.82	0.16	0.18	2.62	1.74



**Table 14d. ONION: Labor costs incurred by marketing participants,
by activity/practice, Ilocos Sur, 2002**

MARKETING ACTIVITY/PRACTICE	IRA-LD	RA-LD
	<i>peso per kilogram</i>	
Procurement	0.48	1.83
Handling a/		
Loading		0.03
Unloading		0.03
Packing b/	0.48	1.67
Filing		0.10
Distribution	0.40	0.24
Handling		
Loading		0.12
Unloading		0.12
Weighing	0.40	
Salaries and Wages		0.01
TOTAL	0.88	2.08

a/ Loading and unloading of commodities from the truck to the stall, bodega, or place of the buyer

b/ includes bundling and braiding of onion



Table 14e. ONION: Labor costs incurred by marketing participants, by activity/practice, Nueva Ecija, 2002

MARKETING ACTIVITY/PRACTICE	FARMER	IRA-LD	RA-LD	PA-LD	PA-MD	RETAILER
	<i>peso per kilogram</i>					
Pre-marketing	0.24			0.12		
Hauling a/	0.24			0.12		
Procurement		0.53		0.39	0.56	0.20
Handling b/						
Loading				0.12	0.09	0.10
Unloading				0.08	0.09	0.10
Sorting		0.03		0.19	0.19	
Packing		0.50			0.19	
Distribution	0.72		0.20	0.80	0.38	
Handling						
Loading	0.06			0.10		
Unloading	0.05			0.10		
Sorting	0.17			0.20	0.19	
Bundling	0.08					
Packing c/	0.12		0.20	0.20	0.19	
Drying	0.06					
Braiding	0.18					
Weighing				0.20		
Salaries and Wages		0.12				
TOTAL	0.96	0.65	0.20	1.31	0.94	0.20



Table 14f. ONION: Labor costs incurred by marketing participants, by activity/practice, Cebu, 2002

MARKETING ACTIVITY/PRACTICE	IRA-LD	BA-MD	RETAILER
	<i>peso per kilogram</i>		
Procurement	0.18		0.10
Hauling a/			
Handling b/			
Loading	0.09		0.05
Unloading	0.09		0.05
Selling	0.03		
Handling			
Loading	0.02		
Unloading	0.01		
Cleaning c/			
Salaries and Wages	0.10	0.63	1.14
TOTAL	0.31	0.63	1.24

Table 14g. ONION: Labor costs incurred by marketing participants, by activity/practice, Misamis Oriental, 2002

MARKETING ACTIVITY/PRACTICE	IRA-LD	RETAILER
	<i>peso per kilogram</i>	
Procurement	0.04	0.20
Hauling		0.20
Handling		
Loading	0.02	
Unloading	0.02	
Shipping	0.24	
Arrastre	0.24	
Salaries and Wages	0.29	
TOTAL	0.57	0.20



Table 15. ONION: Transportation costs incurred by activity/practice,
by province, Philippines, 2002

MARKETING ACTIVITY/PRACTICE	METRO MANILA	BENGUET	ILOCOS NORTE	ILOCOS SUR	NUEVA ECIJA	CEBU	MISAMIS ORIENTAL
	<i>peso per kilogram</i>						
Procurement	1.04	0.46	0.54	1.22	0.80	0.71	0.68
Jeep	0.23	0.26	0.02	1.00	0.10	0.70	0.37
Tricycle	0.39		0.18		0.20		
Truck/Forword	0.42	0.20		0.22	0.50	0.01	0.20
Bus			0.34				
Motorella							0.11
Shipping						0.96	0.89
Distribution	0.38		1.77	0.60	1.98		
Truck	0.08		1.21	0.60	0.54		
Jeep	0.30		0.50		0.25		
Tricycle			0.06		1.19		
TOTAL	1.42	0.46	2.31	1.82	2.78	1.67	1.57



Table 15a. ONION: Transportation costs incurred by marketing participants, by activity/practice, Metro Manila, 2002

MARKETING ACTIVITY/PRACTICE	IRA-LD	RETAILER
	<i>peso per kilogram</i>	
Procurement	0.42	0.62
Jeep	-	0.23
Tricycle	-	0.39
Truck	0.42	
Distribution	0.08	0.30
Truck	0.08	
Jeep	-	0.30
TOTAL	0.50	0.92

Table 15b. ONION: Transportation costs incurred by marketing participants, by activity/practice, Benguet, 2002

MARKETING ACTIVITY/PRACTICE	RETAILER
	<i>peso per kilogram</i>
Procurement	
Truck	0.20
Jeep	0.26
TOTAL	0.46



Table 15c. ONION: Transportation costs incurred by marketing participants, by activity/practice, Ilocos Norte, 2002

MARKETING ACTIVITY/PRACTICE	FARMER	IRA-LD	MA-LD	RETAILER
	<i>peso per kilogram</i>			
Procurement		0.39	0.02	0.33
Tricycle		0.05		0.33
Jeep			0.02	
Bus		0.34		
Distribution	0.34		2.37	
Tricycle	0.06			
Jeep	0.28		1.16	
Truck			1.21	
TOTAL	0.34	0.39	2.39	0.33

Table 15d. ONION: Transportation costs incurred by marketing participants, by activity/practice, Ilocos Sur, 2002

MARKETING ACTIVITY/PRACTICE	IRA-LD	RA-LD	MA-LD
	<i>peso per kilogram</i>		
Procurement	1.00	0.22	
Truck		0.22	
Jeep	1.00		
Distribution			0.60
Truck			0.60
TOTAL	1.00	0.22	0.60



Table 15e. ONION: Transportation costs incurred by marketing participants, by activity/practice, Nueva Ecija, 2002

MARKETING ACTIVITY/PRACTICE	FARMER	IRA-LD	RA-LD	PA-LD
	<i>peso per kilogram</i>			
Procurement		0.10	0.50	0.20
Jeep		0.10		
Tricycle				0.20
Truck			0.50	
Distribution	0.58			1.87
Elf	0.10			1.20
Jeep	0.25			
Truck/Forward	0.23			0.67
TOTAL	0.58	0.10	0.50	2.07

Table 15f. ONION: Transportation costs incurred by marketing participants, by activity/practice, Cebu, 2002

MARKETING ACTIVITY/PRACTICE	IRA-LD	RETAILER
	<i>peso per kilogram</i>	
Procurement	0.01	0.70
Jeep		0.70
Truck	0.01	
Shipping	0.96	
TOTAL	0.97	0.70



Table 15g. ONION: Transportation costs incurred by marketing participants, by activity/practice, Misamis Oriental, 2002

MARKETING ACTIVITY/PRACTICE	IRA-LD	BA-MD	RETAILER
	<i>peso per kilogram</i>		
Procurement	0.20	0.12	0.39
Motorella		0.12	0.02
Forward	0.20		
Jeep			0.37
Shipping a/	0.89		
TOTAL	1.09	0.12	0.39

Table 16. ONION: Cost of material inputs incurred by marketing, activity/practice, by province, Philippines, 2002

MARKETING ACTIVITY/COST ITEM	METRO MANILA	BENGUET	ILOCOS NORTE	ILOCOS SUR	NUEVA ECIJA	CEBU	MISAMIS ORIENTAL
	<i>peso per kilogram</i>						
Procurement		0.320	0.131	0.054	0.140		0.280
Plastic bag		0.200					
Sacks		0.080		0.050			
"Kaing"		0.040					
Red bag			0.130	0.004	0.140		0.280
Twine b/			0.001		a/		
Distribution	0.194	0.680	0.610		0.200	0.231	0.192
Plastic bag	0.018	0.080	0.410		0.020	0.020	0.190
Rubber band		0.070					
Cellophane		0.410			0.150	0.010	
Office supplies	0.020		0.130			0.110	0.002
"Bilao"	0.002						
Plastic tray	0.004						
Twine b/	0.040	0.040	0.020		0.010		
Sacks	0.110	0.080					
Red bag			0.050		0.020		
"Kaing"						0.090	
Knife						0.001	
TOTAL	0.194	1.000	0.741	0.054	0.340	0.231	0.472

a/ less than 0.001

b/ include straw, bamboo strips



Table 16a. ONION: Cost of material inputs incurred by marketing participants, by activity/practice/ item, Metro Manila, 2002

ITEM	IRA-LD	RETAILER
	<i>peso per kilogram</i>	
Distribution		
Plastic bag	0.200	0.040
Office supplies		0.020
"Bilao"	0.001	0.002
Plastic tray		0.004
Twine	0.040	
Sacks	0.110	
TOTAL	0.35	0.07

Table 16b. ONION: Cost of material inputs incurred by marketing participants, by activity/ practice/ item, Benguet, 2002

ITEM	IRA--LD	RETAILER
	<i>peso per kilogram</i>	
Procurement		0.32
Plastic bag		0.20
Sacks		0.08
Kaing		0.04
Distribution	0.08	0.70
Sack		0.08
Straw/twine		0.04
Plastic bag	0.08	0.10
Rubber band		0.07
Cellophane		0.41
TOTAL	0.08	1.02



Table 16c. ONION: Cost of material inputs incurred by marketing participants, by activity/practice/item, Ilocos Norte, 2002

ITEM	FARMER	IRA-LD	RA-LD	PA-SD	RETAILER
	<i>peso per kilogram</i>				
Procurement		0.13	0.001		
Red bag		0.13			
Straw/Twine			0.001		
Distribution	0.07			0.74	0.07
Red bag	0.05				
Bamboo strips	0.02				
Plastic bag				0.58	0.06
Office supplies				0.16	0.01
TOTAL	0.07	0.13	0.001	0.74	0.07

Table 16d. ONION: Cost of material inputs incurred by marketing participants, by activity/practice/item, Ilocos Sur, 2001

ITEM	IRA-LD
	<i>peso per kilogram</i>
Procurement	
Red bag	0.004
Sacks	0.05
TOTAL	0.054

a/ less than 0.001



Table 16e. ONION: Cost of material inputs incurred by marketing participants, by activity/practice/item, Nueva Ecija, 2002

ITEM	FARMER	IRA-LD	RA-LD	PA-LD	RETAILER
	<i>peso per kilogram</i>				
Procurement		0.30	<i>a/</i>	0.14	
Red bag		0.30		0.14	
Straw/Twine <i>b/</i>			<i>a/</i>		
Distribution	0.79	0.62		0.04	0.32
Plastic bag	0.54	0.47		0.02	0.32
Red bag	0.24			0.02	
Cellphane		0.15			
Twine	0.01				
TOTAL	0.79	0.92	<i>a/</i>	0.18	0.32

a/ less than 0.001

b/ includes bamboo strips

Table 16f. ONION: Cost of material inputs incurred by marketing participants, by activity/practice/item, Cebu, 2002

ITEM	IRA-LD	BA-MD	RETAILER
	<i>peso per kilogram</i>		
Distribution			
Plastic bag	0.01	0.13	0.28
Office supplies			0.11
Cellophane	0.01		0.03
Kaing		0.09	
Knife		0.001	
TOTAL	0.02	0.22	0.42



Table 16g. ONION: Cost of material inputs incurred, by marketing participants, by activity/practice/item, Misamis Oriental, 2002

ITEM	IRA-LD	RETAILER
	<i>peso per kilogram</i>	
Procurement Red bag	0.28	
Distribution Plastic bag Office supplies	0.18 0.002	0.27
TOTAL	0.462	0.270

Table 17. ONION: Other operating costs by item, by province, Philippines, 2002

ITEM	METRO MANILA	BENGUET	ILOCOS NORTE	ILOCOS SUR	NUEVA ECIJA	CEBU	MISAIS ORIENTAL
	<i>peso per kilogram</i>						
Business permit	0.09	0.030	0.002		a/	0.01	0.062
Market fee		0.010					
Parking fee	a/				0.001		
Ticket	0.050	0.080	0.05		0.01	0.07	0.26
Stall fee	0.630		0.32	0.11	0.04	0.12	
Rental fee b/	0.580	0.100	0.08	0.120	0.67		0.13
Electricity	0.07	0.07	0.14	0.15	a/	0.03	0.04
Telephone	0.03	0.16	0.40			0.03	0.01
Water	0.020	0.11					0.03
Sanitary permit c/	0.01	0.02	0.02			0.004	a/
Cellcard	0.01	0.03				0.01	
Entrance fee		0.01	0.300	0.01	0.02		
Security fee		0.18				0.05	
Calibration of weighing scale		0.003	0.002			a/	0.01
Boundary for the driver		1.75					
Gas and Oil		0.04			0.12		0.002
Interest on loan		0.03				0.01	
Meals and beverages			0.05		a/	0.04	
Wastage			1.08			0.07	
Repair and maintenance			0.18		a/		
Business tax			0.02				
DTI permit			0.01				
Agents commission					0.55		
Tollgate					a/		
Others d/					a/		
TOTAL	1.49	2.62	2.65	0.39	1.41	0.44	0.54

a/ Less than 0.001

b/ include rental fee for storage and rental for weighing scale

c/ Include payment for garbage collection

d/ Include checkpoint, tong and sticker



Table 17a. ONION: Other operating costs incurred by marketing participants, by item, Metro Manila, 2002

ITEM	IRA-LD	RETAILER
	<i>peso per kilogram</i>	
Business permit	0.09	0.01
Parking fee		a/
Ticket	0.05	0.06
Stall fee	0.67	0.190
Rental fee b/	0.58	
Electricity	0.07	0.090
Telephone	0.03	0.02
Water	0.02	
Sanitary permit c/		0.01
Cellcard	0.01	
TOTAL	1.52	0.38

a/ less than 0.001

b/ rental fee for storage

c/ includes payment for garbage collection

Table 17b. ONION: Other operating costs incurred by marketing participants, by item, Benguet, 2002

ITEM	IRA-LD	RETAILER
	<i>peso per kilogram</i>	
Water		0.110
Telephone	0.160	
Stall rental	0.070	0.190
Entrance fee ("cuartais")	0.010	0.030
Electricity	0.070	0.070
Cellcard	0.030	
License/municipal permit	0.030	0.300
Market fee	0.010	
Sanitary permit		0.020
Security fee		0.180
Calibration of weighting scale		0.003
Ticket		0.080
Boundary of driver		1.750
Gas and oil		0.040
Interest on loan		0.030
TOTAL	0.38	2.80



Table 17c. ONION: Other operating costs incurred by marketing participants,
by item, Ilocos Norte, 2002

ITEM	FARMER	IRA-LD	RA-LD	MA-LD	PA-SD	RETAILER
	<i>peso per kilogram</i>					
Licenses/ permit a/			0.001			0.01
Meals and Beverages	0.13	0.02	0.06	0.07	0.96	0.87
Entrance fee	0.11		0.35			
Wastage	1.08					
Repair and maintenance	0.18					
Stall fee					0.29	0.43
Calibration of weighing scale					0.001	0.002
Rental fee b/						0.08
Electricity						0.14
Telephone						0.40
Ticket		0.05				0.05
Sanitary permit			0.02			
Income tax						0.02
DTI permit						0.01
TOTAL	1.50	0.07	0.43	0.07	1.25	2.01

a/ Includes business and barangay permit paid in Ilocos Norte and permit paid in Cagayan

b/ Includes rental fee for weighing scale



Table 17d. ONION: Other operating costs incurred by marketing participants, by item, Ilocos Sur, 2002

ITEM	RA-LD	MA-LD
	<i>peso per kilogram</i>	
Stall fee		0.11
Electricity		0.15
Rental fee for weighing scale		0.12
Entrance fee	0.01	
TOTAL	0.01	0.38

Table 17e. ONION: Other operating costs incurred by marketing participants, by item, Nueva Ecija, 2002

ITEM	FARMER	IRA-LD	RA-LD	PA-LD	PA-MD	RETAILER
	<i>peso per kilogram</i>					
License/municipal permit		0.03		a/	0.01	
Stall fee					0.04	0.08
Rental fee b/	0.93			0.67		
Entrance fee			0.02			
Parking fee	0.001					
Electricity		0.01		a/		0.04
Meals and Beverages	0.07	0.09		a/		
Ticket	0.004	0.01	0.04			0.02
Repair and maintenance				a/		
Agent's commission		0.55				
Gas and oil		0.12				
Tollgate		0.003		a/		
Others b/	a/	0.02		a/		
TOTAL	1.005	0.833	0.060	0.670	0.050	0.140

a/ less than 0.001

b/ include checkpoint, tong and sticker



Table 17f. ONION: Other operating costs incurred by marketing participants, by item, Cebu, 2002

ITEM	IRA-LD	BA-MD	RETAILER
	<i>peso per kilogram</i>		
Stall rental	0.050	0.84	0.21
Meals and beverages	0.030		0.22
Telephone	0.030		
Ticket	0.040	0.19	0.20
Garbage collection	0.004		
License/municipal permit	0.01		0.01
Electricity	0.02	0.26	0.49
Calibration of weighing scale	a/	a/	a/
Security guard	0.05		
Cellcard	0.01		
Wastage	0.04		0.29
Interest on loan			0.01
TOTAL	0.28	1.29	1.43

a/ less than 0.001

Table 17g. ONION: Other operating costs incurred by marketing participants, by item, Misamis Oriental, 2002

ITEM	IRA-LD	BA-MD	RETAILER
	<i>peso per kilogram</i>		
Gas and oil	0.002		
Stall rentals	0.130	0.440	0.280
Electricity	0.030	0.040	0.150
Calibration	0.010	0.001	0.001
Business permit	0.070	0.010	0.210
Mayor's permit	0.002		
Sanitary permit	a/		0.010
Telephone	0.010		
Ticket			0.260
Water			0.030
TOTAL	0.25	0.49	0.94



Table 18. ONION: Imputed costs by materials, facilities and equipment used by province, Philippines, 2002

ITEM	METRO MANILA	BENGUET	ILOCOS NORTE	ILOCOS SUR	NUEVA ECIJA	CEBU	MISAMIS ORIENTAL
	<i>peso per kilogram</i>						
Equipment	0.033	0.092	0.094	0.026	0.000	0.003	0.004
Weighing Scale	0.004	0.010	0.010	0.004	a/	0.001	0.001
Calculator	0.001	a/	0.010	0.002	a/	a/	0.002
Chair	0.001	0.001	0.010		a/	a/	a/
Electric fan b/	0.003	0.001	0.030				a/
Umbrella	0.001	0.040					
Table	0.003		0.002				
Cellphone	0.02	0.01		0.020	a/	0.002	0.001
Computer		0.030					
"Arko"			0.030				
"Tolda"			0.002				
Facilities		0.100	0.010		a/	0.001	a/
Stall		0.100					a/
Storage			0.010	0.050	a/	0.001	
Drying place					a/		
Transportation	0.030		2.540	0.460	0.418	0.221	
Jeep	0.030		1.900	0.430	0.003		
Trailer			0.050		0.200		
Tricycle			0.180		0.050		
Kuliglig			0.410				
Truck				0.030	a/	0.210	
Hand tractor					0.160		
Elf					a/		
Forword					0.005		
Tamaraw						0.010	
Pushcart						0.001	
Labor	0.200	0.770	2.060		0.001		0.050
TOTAL	0.263	0.962	4.704	0.486	0.419	0.225	0.054

a/ less than 0.001



Table 18a. ONION: Imputed costs by materials, equipment and transportation used, Metro Manila, 2002

COST ITEM	IRA-LD	RETAILER
	<i>peso per kilogram</i>	
Equipment	0.031	0.016
Weighing Scale	0.004	0.010
Calculator	a/	0.001
Chair	0.001	0.001
Electric fan b/	a/	0.002
Umbrella	0.003	0.001
Table	0.003	0.001
Cellphone	0.02	
Transportation		
Jeep		0.030
Labor	0.19	0.260
TOTAL	0.221	0.306

a/ less than 0.001

b/ includes blower

Table 18b. ONION: Imputed costs by materials and equipment used, Benguet, 2002

COST ITEM	IRA-LD	RETAILER
	<i>peso per kilogram</i>	
Materials	0.046	0.100
Weighing scale	0.010	0.010
Chair	0.001	0.02
Calculator	a/	0.01
Electric fan	0.001	
Cellphone	0.004	0.02
Umbrella		0.04
Computer	0.03	
Equipment		
Stall		0.10
Labor		0.77
TOTAL	0.046	0.970

a/ less than 0.001



Table 18c. ONION: Imputed costs by materials, facilities and equipment used, Ilocos Norte, 2002

COST ITEM	FARMER	IRA-LD	MA-LD	PA-SD	RETAILER
	<i>peso per kilogram</i>				
Equipment	0.06		0.01	0.01	0.09
Weighing Scale	0.03		0.01	0.004	0.01
Chair	0.03			0.001	0.01
Calculator					0.01
Electric fan					0.03
Ark					0.030
Tolda					0.002
Table					0.002
Facilities					0.01
Storage					0.01
Transportation	2.54				
Trailer	0.05				
Tricycle	0.18				
Jeep	1.90				
Kuliglig	0.41				
Labor	1.45	0.20	0.04		0.96
Hauling/drying	0.15	0.20	0.04		
Bundling/Braiding	0.30				0.32
Sorting	1.00				
Cleaning					0.32
Selling					0.32
TOTAL	4.05	0.20	0.05	0.01	1.06

a/ less than 0.001



Table 18d. ONION: Imputed costs by materials, facilities and equipment used, Ilocos Sur, 2002

Item	IRA-LD	RA-LD	MA-LD
	<i>peso per kilogram</i>		
Equipment	0.01	0.004	0.07
Weighing scale	0.01	0.004	0.002
Calculator			0.002
Cellpone			0.02
Facilities			
Storage			0.05
Transportation	0.43	0.03	
Jeep	0.43		
Truck		0.03	
TOTAL	0.44	0.03	0.07

a/ less than 0.001



Table 18e. ONION: Imputed costs by equipment, facilities and transportation used,
Nueva Ecija, 2002

COST ITEM	FARMER	IRA-LD	RA-LD	PA-LD	PA-MD	AGENT	RETAILER
	<i>peso per kilogram</i>						
Equipment	0.022	0.002	0.001	a/	0.003	0.002	a/
Weighing scale	0.010	0.001	0.001	a/	0.003		a/
Calculator	0.002	a/		a/			a/
Cellphone	0.010			a/		0.002	
Chair		0.001			a/		
Facilities	0.060	0.010		a/	0.080		
Storage Stall	0.060	0.010		a/	0.080		
Drying place				a/			
Transportation	0.670		0.060	0.207		0.010	
Hand tractor	0.160						
Jeep	0.080			0.002			
Tricycle	0.430					0.010	
Elf			0.060	a/			
Trailer				0.200			
Forword				0.005			
Truck				a/			
Labor			0.001		0.010		
TOTAL	0.752	0.012	0.062	0.207	0.093	0.012	a/

a/ less than 0.001



Table 18f. ONION: Imputed costs by equipment, facilities and transportation used, Cebu, 2002

COST ITEM	IRA-LD	BA-MD	RETAILER
	<i>peso per kilogram</i>		
Equipment	0.001	0.010	0.014
Weighing scale	a/	0.010	0.002
Chair	a/		a/
Calculator	a/		0.002
Cellphone	0.001		0.010
Facilities	0.001		0.001
Storage	0.001		0.001
Transportation	0.211		0.010
Tamaraw			0.010
Truck	0.210		
Pushcart	0.001		
TOTAL	0.213	0.010	0.025

a/ less than 0.001

Table 18g. ONION: Imputed costs by equipment and facilities used, Misamis Oriental, 2002

Item	IRA-LD	BA-MD	RETAILER
	<i>peso per kilogram</i>		
Equipment	0.004	0.010	0.005
Weighing scale	0.001	0.010	0.003
Electric fan	a/		
Calculator	0.002		
Cellphone	0.001		0.002
Chairs			a/
Facilities			
Stall			a/
Labor	0.03	0.220	1.98
TOTAL	0.034	0.230	1.985

a/ less than 0.001



Table 19. ONION: Total marketing costs by major components,
by province, 2002

COST ITEM	METRO MANILA	BENGUET	ILOCOS NORTE	ILOCOS SUR
	<i>peso per kilogram</i>			
Cash Cost	3.804	5.273	10.075	4.074
Labor	0.700	1.190	4.370	1.810
Transportation Expenses	1.420	0.460	2.310	1.820
Material Inputs	0.194	1.000	0.741	0.054
Other Operating Expenses	1.490	2.623	2.654	0.390
Non-cash Cost	0.263	0.962	4.704	0.486
Depreciation	0.263	0.962	4.704	0.486
TOTAL	4.067	6.235	14.779	4.560

COST ITEM	NUEVA ECIJA	CEBU	MISAMIS ORIENTAL
	<i>peso per kilogram</i>		
Cash Cost	6.481	2.675	3.084
Labor	1.950	0.330	0.770
Transportation Expenses	2.780	1.670	1.570
Material Inputs	0.340	0.231	0.200
Other Operating Expenses	1.411	0.444	0.544
Non-cash Cost	0.419	0.225	0.054
Depreciation	0.419	0.225	0.054
TOTAL	6.900	2.900	3.138

a/ less than 0.001



Table 19a. ONION: Total marketing costs by item (cash costs and non-cash costs),
by province, 2002

ITEM	METRO MANILA	BENGUET	ILOCOS NORTE	ILOCOS SUR	NUEVA ECIJA	CEBU	MISAMIS ORIENTAL
	<i>peso per kilogram</i>						
Cash Cost	3.804	5.273	10.075	4.074	6.481	2.675	3.084
Labor	0.430	0.640	4.270	1.800	1.830	0.210	0.480
Hauling	0.10		0.23		0.12		0.20
Handling							
Loading	0.03	0.32	0.170	0.15	0.20	0.11	0.020
Unloading	0.04	0.32	0.17	0.15	0.19	0.10	0.020
Sorting	0.26		1.31		0.39		
Drying			0.25		0.06		
Bundling			1.03		0.08		
Weighing				0.40	0.20		
Packing				1.00	0.41		
Filing				0.10			
Braiding					0.18		
Selling			1.11				
Arrastre							0.240
Salaries and Wages	0.270	0.550	0.100	0.010	0.120	0.120	0.290
Transportation Expenses	1.420	0.460	2.310	1.820	2.780	1.670	1.570
Transporting	1.420	0.460	2.310	1.820	2.780	0.710	0.680
Shipping						0.960	0.890
Material Inputs	0.194	1.000	0.741	0.054	0.340	0.231	0.200
Plastic bag	0.018	0.280	0.410		0.020	0.020	0.190
Rubber band		0.070					
Cellophane		0.410			0.150	0.010	
Office supplies	0.020		0.260			0.110	0.002
"Bilao"	0.002						
Plastic tray	0.004						
Twine b/	0.040	0.040	0.021		0.010		
Sacks	0.110	0.160		0.050			
Red bag			0.050	0.004	0.160		0.280
"Kaing"		0.040				0.090	
Knife						0.001	



Table 19a. (continued)

ITEM	METRO MANILA	BENGUET	ILOCOS NORTE	ILOCOS SUR	NUEVA ECIJA	CEBU	MISAMIS ORIENTAL
	<i>peso per kilogram</i>						
Other Operating Expenses	1.490	2.623	2.654	0.390	1.411	0.444	0.544
Business permit	0.09	0.030	0.002		a/	0.01	0.062
Market fee		0.010					
Parking fee	a/				0.001		
Ticket	0.050	0.080	0.05		0.01	0.07	0.26
Stall fee	0.630		0.32	0.11	0.04	0.12	
Rental fee b/	0.580	0.100	0.08	0.120	0.67		0.13
Electricity	0.07	0.07	0.14	0.15	a/	0.03	0.04
Telephone	0.03	0.16	0.40			0.03	0.01
Water	0.020	0.11					0.03
Sanitary permit c/	0.01	0.02	0.02			0.004	a/
Cellcard	0.01	0.03				0.01	
Entrance fee		0.01	0.300	0.01	0.02		
Security fee		0.18				0.05	
Calibration of weighing scale		0.003	0.002			a/	0.01
Boundary for the driver		1.75					
Gas and Oil		0.04			0.12		0.002
Interest on loan		0.03				0.01	
Meals and beverages			0.05		a/	0.04	
Wastage			1.08			0.07	
Repair and maintenance			0.18		a/		
Business tax			0.02				
DTI permit			0.01				
Agents commission					0.55		
Tollgate					a/		
Others d/					a/		
Non-cash Cost	0.263	0.962	4.704	0.486	0.419	0.225	0.054
Depreciation	0.263	0.962	4.704	0.486	0.419	0.225	0.054
Equipment	0.033	0.092	0.094	0.026	0.000	0.003	0.004
Facilities		0.100	0.010		a/	0.001	a/
Transportation	0.030		2.540	0.460	0.418	0.221	
Labor	0.200	0.770	2.060		0.001		0.050

a/ less than 0.001



Table 20. Marketing costs for onion by point of destination, 2002

SUPPLY AREA/DESTINATION	MARKETING COSTS (peso per kilogram)		
	Origin	Destination	TOTAL
ILOCOS NORTE			
- within the province	1.59		1.59
- Ilocos Sur	1.59	2.56	4.15
- Pangasinan	1.59	0.77	2.36
- Isabela/Cagayan	1.59	2.113	3.703
- Nueva Ecija	1.59	0.30	1.89
- Manila	1.59	2.556	4.146
NUEVA ECIIJA			
- within the province	1.031		1.031
- Pangasinan	1.031	0.72	1.751
- Tarlac/Bulacan	1.031	0.973	2.004
- Batangas	1.031	2.83	3.861
- Manila	1.031	1.92	2.951

Table 20a. Marketing costs for onion from supply area to point of destination, 2002

SUPPLY AREA/DESTINATION	MARKETING COSTS (peso per kilogram)					TOTAL
	Transportation	Materials	Labor	Operating Expenses	Imputed	
Ilocos Norte						
- within the province	0.01	0.05	1.08	0.08	0.37	1.59
- Ilocos Sur	0.09	0.06	1.75	0.33	0.33	2.56
- Pangasinan	0.56		0.17	0.01	0.03	0.77
- Isabela/Cagayan	0.70	0.003	0.90	0.35	0.16	2.113
- Nueva Ecija	0.17	0.12			0.01	0.30
- Manila	1.07	0.002	1.47	0.01	0.004	2.556
Nueva Ecija						
- within the province	0.20	0.03	0.80	0.001	a/	1.031
- Pangasinan	0.13	0.06	0.49	0.01	0.03	0.72
- Tarlac/Bulacan	0.80	0.002	0.12	0.05	0.001	0.973
- Batangas	1.60	0.16	0.32	0.72	0.03	2.83
- Manila	0.78	0.25	0.24	0.62	0.03	1.92

a/ - less than P0.001



Table 21. Marketing costs and margins by marketing channel, by province, Philippines, 2002

PROVINCE/MARKETING PARTICIPANTS	VOLUME TRADED (kgs)	PRICES (Php/kgs)		TOTAL MARKETING COSTS (Php/kgs)	MARGINS (Php/kgs)	
		Buying	Selling		Gross	Net
ILOCOS NORTE						
Farmer	102,805	-	12.77	8.78	2.77	-
IRA-LD	26,000	8.14	17.17	0.79	9.03	8.24
RA-LD	104,000	8.14	18.00	0.59	9.86	9.27
MA-LD	58,000	8.14	12.00	2.69	3.86	1.17
PA-SD	9,360	8.14	27.08	4.62	18.94	14.32
Retailer	12,740	12.77	39.21	5.21	26.44	21.23
NUEVA ECIJA						
Farmer	272,243	-	13.86	4.087	13.86	-
IRA-LD	124,960	14.44	18.00	2.515	2.56	1.045
RA-LD	468,000	16.00	18.00	0.72	2.00	1.28
PA-LD	155,783,233	18.00	25.00	4.437	7.00	2.563
PA-MD	901,875	25.00	29.69	1.083	4.69	3.607
Retailer	9,125	23.00	29.69	0.66	6.69	6.03

Table 22. ONION: Distribution of respondents, by problems encountered, by province, Philippines, 2002

PROBLEMS	METRO MANILA	BENGUET	ILOCOS NORTE	ILOCOS SUR	NUEVA ECIJA	CEBU	MISAMIS ORIENTAL
1. Few buyers and too many competitors		3		2		4	4
2. High percentage of wastage	5	3	1	1	2	2	2
3. Bad debts/bouncing checks		2	4	2	4		3
4. No support from the government		1					
5. Lack of capital			1			1	
6. Poor quality of produce				1	7		1
7. Price fluctuation			1				1
8. Buyers prefer to buy imported goods					1		
9. No permanent stall					1		
10. Poor condition of farm to market road					2		
11. Low price because of too many imported goods in the market	7		30		26		
12. Buyers dictates the price			3				
13. High costs of transport			2				
14. No problem	5	1	17		14	4	3
TOTAL	17	10	59	6	57	11	14