

## Appendix 4.6

### Project Report

Title: Crabwood Oil Study: Equitable Use of NTFPs in Guyana: Report of the Pharmaceutical Dealers Survey

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# **Crab oil Survey**

## **Preliminary**

### Project Summary

Over the past three (3) months, 75 pharmaceutical dealers have been contacted. These dealers can be classified under the following headings: Drug Stores and Pharmacies, Laboratories, Herbalists and Pharmaceutical Distributors.

### Aims:

1. To get an idea of the availability of the product
2. To determine the selling price range of the product
3. To trace the source of crab oil

### Scope:

East Bank of the Demerara up to Timehri	Region 4
East Coast of Demerara up to Beehive, Mahaica	Region 4
West Coast of Demerara up to Utivlugt	Region 3
West Bank of Demerara up to Patentia	Region 3

### Results Summary

Of the 75 Dealers contacted 73.3% (55) are retailing, and in a few cases wholesaling in Crab oil. Of this 55, 30.9% (17) was able to give an idea of where their oil was being produced, some better than others. Of these 17 dealers 70.6% (12) buys oil from secondary wholesalers, in most cases bottled and labeled as their own. The remaining 29.4% buys directly from the middlemen and sell loosely in quantities as little as an ounce.

Three of the 75 places identified as crab oil sources are involved in the bottling, labeling and distribution of the oil. Two of these three are not aware of precisely where the oil is made of are unwilling to divulge such information. Nevertheless, their range of distribution is far-reaching. Though generally based in Georgetown and its environs, the bottled product of these three packagers can be found as far as Parika at the mouth of the Essequibo River and Golden Grove on the East Bank of Demerara (this is subject to the limitations of the research). Via telecommunication, contact was made with East Coast Berbice and Linden resulting in the identification of five (5) pharmacies/drug stores that retail crab oil.

In Georgetown the price of an ounce of crab oil ranges from \$40 to \$195 per ounce. The dealers who sell the oil loosely tend to be much less expensive than the persons selling the already bottled oil. The loose oil dealers charge within the range of \$50-\$100 per ounce while those bottled oil dealers charge between \$150 and \$195.

All Pharmaceutical Distributors with the exception of one and all Manufacturing Chemists have stated their non-involvement in the manufacture and/or distribution of the crab oil.

Given the seasonality of the oil production it is found that at one time or another Pharmacies and Drugstores have found themselves without oil and in waiting for ANY supplier to replenish their stock. From all indications it is common practice for these retailers to purchase oil in bulk qualities (from a few gallons by the small-scale drug stores to several 50 gallon drums by the established dealers and bottlers) to ensure constancy of annual supply.

The market cannot be described as firm and impenetrable. Retailers generally place maximum importance on the quality of oil and not where it is manufactured. As such, supplies tend to be purchased from anyone whose oil is deemed to be of impressive quality and whose timing is right as a result of which, this research has failed to identify the

producers of the oil. All whimsical gestures and guesses however, point to the Berbice River Area as the primary source of oil, but affirmation is yet to be had.

The availability of Crab oils shown to be much greater in Georgetown than any other part of the Region. The comparative occurrence of such dealers is as striking as 6.4:1 in both the Georgetown/East Bank Demerara and Georgetown/West Cost Demerara areas with the most striking being Georgetown/East Coast Demerara areas where there is an approximate of 32:1 occurrence. It is noteworthy that it is in the Capital City and its environs that crab oil is most accessible, an area with a population deemed the least knowledgeable of the oil and its uses both traditional and innovative. It will therefore be interesting to see the results of the Public Awareness Survey.

## APPENDIX

RETAILERS	SUPPLIERS	PRICE
<b>Pharmacies and Drug Stores</b>		
Georgetown		
1. <b>A Z Fashion &amp; Patent Store-</b> 22 Water St. Stabk		\$200/30 ml
2. <b>Brion's Pharmacy</b> -New Market St. A K Pharmaceuticals		\$170/30ml
3. <b>Bish Medi Mart</b> -Barr St. Kitty		\$50/oz
4. <b>Cecil D. Narain's Pharmacy-</b> 6 Public Rd. LaPen		\$195/bit >oz
5. <b>Deen's Pharmacy-</b> 33 Orange Walk Bourda		\$80/oz
6. <b>Health Mart Distribution Agency-</b> Sheriff St.		\$50/oz
7. <b>Health Plus Pharmacy-</b> 104 Pineapple St. East L/P		\$75/oz
8. <b>Jelante</b>	Unknown - Demerara River Area	\$235/2 oz bot.
9. <b>Joey's Pharmacy</b> -48 Sheriff St. C/ville	Mike's Pharmacy	\$200/30ml
10. <b>Latchmansingh Drug Store</b> -Camp St.	Unknown	\$80/1oz
11. <b>Medicare Pharmacy</b>	Unknown-Ebini	\$50/oz
12. <b>Medicine Chest</b> -315 Middle St.	Unknown	\$50/oz
13. <b>Mike's Pharmacy</b>	Unknown	\$150/oz (app)
14. <b>Parsatoon's Pharmacy</b> 126 Alexander St. Kitty		\$100/oz
15. <b>Piggot's</b> -Bourda	Unknown	\$60/oz
16. <b>Rams Pharmacy-</b> 101 Regent and Cumm. Sts		\$50/oz
17. <b>Right Value Shopping Centre-</b>	A&K Pharmaceuticals- 444 Herstelling E.B.D	\$195/oz
18. <b>Shaziman's Pharmaceuticals-</b> 159 Alexander St. Kitty		
19. <b>S.R. Cummings and Sons Drug Store</b>	Unknown	\$80/1oz
20. <b>Super Health Pharmacy-</b> 161 Orange Walk Bda		\$50/oz

21. <b>Tang's Drug Store</b> -Water St.	Unknown	\$80/oz
22. <b>The City's Pharmacy</b> - Avenue of the Republic	<b>Bacchus Drug Store</b> - Stabroek Mkt.	\$100/oz
23. <b>Triple A Discount Stores</b> Charlotte St.	<b>Tadd's Laboratories</b> -Public Road	\$190/app. 30 ml
24. <b>Wades' Pharmacy</b> - 29 Durban St. W/ville		\$100/oz

#### Herbalists

25. <b>Rasta Woman</b> -Orange Walk	Unknown – Essequibo River Area	\$50/oz
26. <b>Vendor #4</b> -Herbs woman Bourda St.	Unknown	\$50/oz

#### Bourda Market

27. <b>Vendor #1</b> – elderly man	North-West	
28. <b>Vendor #2</b> – elderly woman	Berbice	
29. <b>Roy's Pharmacy</b>	Smith of Ituni Creek	\$50/oz

#### Stabroek Market

30. <b>Bacchus Drug Store</b>	Unknown	\$40/oz
31. <b>Vendor #2</b>	<b>Tadd's Laboratories</b>	
32. <b>H. Tiwari Pharmacy</b>	Berbice	\$100/oz

#### East Bank Demerara

33. <b>Adesai Pharmacy</b> -Golden Grove	AK Pharmaceuticals	\$160/30ml
34. <b>Outreach Pharmacy</b> -Timehri	?	?
35. <b>Rocky's Pharmacy</b>		
36. <b>AZ Pharmacy</b> -Baggottown		
37. <b>Pharm x Plus</b> -Baggottown	AK Pharmaceuticals	\$150/30ml

#### East Coast Demerara

38. <b>Budget Supercentre and Pharmacy</b> -Lusignan Public Rd. ECD		\$145/30ml
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#### West Bank Demerara

39. <b>Countrywide Pharmacy</b> -		\$80/oz
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Stanley Town

40. **The Good News Drug Store-** \$80/oz  
Goed Intent
41. **Universal Pharmacy and** Mike's Pharmacy \$195/30ml  
**General Store**-Patentia

### West Coast Demerara

42. **The City's Pharmacy** Bacchus Drug Store \$95/oz  
27 Public Road, V/Hoop
43. **The Pharnax**-Hague \$100/oz
44. **Tiwari's Drug Store**-6 Utivlugt \$375/30ml  
Front, WCD
45. **Value Rite Pharmacy**-Hague AK Pharmacy \$195/30ml
46. **The County Pharmacy** Mike's Pharmacy \$195/30ml  
301Public Road, Parika

### Berbice

47. **Mitra Jones Pharmacy**-14 Pitt St. NA \$30/oz
48. **Poonai's Pharmacy and Animal Health Care** \$70/oz &  
Lot 76 Miller St. Rosehall, Corentyne \$180 per btl.  
>1oz
49. **Ross Drugs**-2 Public Rd. N/A \$75/oz
50. **Sarvanand's Pharmacy**-Lot 97, #78 C/ton stalls 16/17 \$195/2oz bot

### Linden

51. **Cope Pharmacy**-62 Republic Ave. Linden \$700/XM bot.
52. **RAJPAUL** -Robb Street
53. **Gibbo** Ebini

### Laboratories

54. **Tadd Laboratories**-Charlotte St. Unknown
55. A K Pharmaceuticals-444 Herstelling E.B.D

PHARMACIES AND DRUG STORES THAT **DO NOT** DEAL IN CRAB OIL

Pharmaceutical Distributors

1. Ansa McAl Trading Limited-91 Middle St. Georgetown
2. Atlantic Pharmaceuticals-169 New Market St. G/T
3. Carib Food Distributors Inc.-10 North Road Bourda
4. Desinco Trading Limited-48 Sheriff and John Sts C/Ville
5. Geddes Grant Guyana Ltd.-R6 Ruimveldt, G/T
6. Guyana Pharmaceutical Corporation-1 Public Road La Penitence
7. International Healthcare Pharmacy-3 Shell Road and Alexander St. Kitty
8. International Pharmaceutical Agency Health Care-22 B Camp St. NC/burg
9. Pharmagen Enterprises-1 "F" Area L Bel Air G/T
10. S M S Pharmaceutical Supplies-238 Forshaw St. Queenstown
11. Twins Manufacturing Chemists-30 Industrial Estate Ruimveldt

#### Pharmacies/Drugstores

12. Big V Enterprises-61 Zinnia Ave. Bel Air Park
13. Best Buy Pharmacy-99 Regent Road Lacytown
14. D. Singh and Sons Pharmacy-81 David Street, Kitty
15. Dabi's Variety Store-Stabroek Market
16. Health Mart Variety Store-114 Garnette St. N/Town Kitty
17. Jags Sales & Investment Company Ltd.-N1/2 11 America St. G/T
18. Quality+Bakery, Restaurant & Snackette-3-33 Regent and Hinck Sts.
19. Guyana Stores Ltd.-19 Water St. C/Burg
- Woodlands Health Care Ltd.-110-111 Carmichael St. N/Cburg

**DRUGSTORE/PHARMACY QUESTIONNAIRE**



Area: \_\_\_\_\_

Questionnaire #:

1. How long have you been selling Crab oil?  
(a) < 6 mths (b) 6-12 mths (c) between 1 and 5 yrs  
(d) between 5 and 10 yrs (e) between 10 and 15 yrs (d) > 15 yrs
2. Do you purchase your oil from a particular person or group? Y N
3. How many times have you changed suppliers since you started selling Crab oil?  
(a) 1 (b) 2 (c) 3 (d) 4 (e) 5 (f) 6  
(g) if more than 6 state amount \_\_\_\_\_
4. Where is your oil made?  
(a) North-west District (b) Berbice River (c) North Rupununi  
(d) Essequibo (e) other \_\_\_\_\_
5. How many times a year do you buy oil?  
(a) 1 (b) 2 (c) 3 (d) 4 (e) more \_\_\_\_\_
6. How much oil do you buy on an annual basis?  
(a) 1-10 gal (b) 10.1-20 gal (c) 20.1-30 gal (d) 30.1-45 gal  
(e) 45.1-60 gal (f) 60.1-80 gal (g) 80.1-100gal (h) 100.1-120 gal  
(i) 120.1-150gal (j) more than 150 gal \_\_\_\_\_
7. Do you sometimes find yourself without a supply of Crab oil when you need it? Y N
8. If yes, for how long approximately?  
(a) < than 1 week (b) 1.1-2 wks (c) 2.1-3 wks (d) 3.1-4 wks (e) 4.1-5 wks  
(f) 5.1-6 wks (g) 6.1-7 wks (h) 7.1-8 wks (i) 8.1-9 wks (j) > than 9 weeks
9. How much do you pay per gallon of oil?  
(a) \$2500-\$3000 (b) \$3001-\$3500 (c) \$3501-\$4000 (d) \$4001-\$4500  
(e) \$4501-\$5000 (f) \$5001-\$5500 (g) more \_\_\_\_\_
10. How would you describe the Crab oil market?  
Steady Y N  
Reliable Y N  
Starting up Y N  
Ok Y N  
Other \_\_\_\_\_
11. Please give details of changes in the price of Crab oil over the past 5 years.

<b>YEAR</b>	1996	1997	1998	1999	2000
<b>PRICE RANGE</b>					

12. Please give approximations of changes in the amount of oil sold over the past 5 years.

<b>YEAR</b>	1996	1997	1998	1999	2000
<b>QUANTITY</b>					

13. Do you export Crab oil? (a) Y (b) N

14. If yes, to what destination(s)?

- (a) Caribbean (b) South America (c) United States  
 (d) Latin America (e) other \_\_\_\_\_

15. If no, do you think there is scope for exportation? Y N

16. Do you or have you ever done anything to promote Crab oil? Y N

17. If yes, what form did it take?

- (a) TV ad (b) Poster ad (c) Radio ad (d) Word of mouth  
 (e) State other \_\_\_\_\_

18. If yes, has there been any change in the demand for Crab oil? Y N  
 Please give details.

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

19. If you have never done anything to promote the sale of the oil , why not?

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_



MARKET VENDOR QUESTIONNAIRE



Area \_\_\_\_\_

1. Do you make the Crab oil you sell?  
(A) Y (B) N
2. If no, from which area(s) do you get Crab oil?  
(A) Berbice River (B) North-West (C) Essequibo (D) other \_\_\_\_\_
3. Do you buy directly from the community producer?  
(A) Y (B) N
4. Do you buy from middle men/distributors?  
(A) Y (B) N
5. How many times have you changed supplier in the last year?  
(a) <3 (b) 3-4 (c) 5-6 (d) 7-8 (e) >8
6. How much do you pay per gallon?  
(A) \$2500-\$3000 (B) \$3001-\$3500 (C) \$3501-\$4000 (D) \$4001-\$4500  
(E) \$4501-\$5000 (F) >\$5000 \_\_\_\_\_
7. What is the price per ounce?  
(A) \$25-\$30 (B) \$31-\$40 (C) \$41-\$50 (D) \$51-\$60 (E) \$61-\$70 (D) \$71-\$80  
(F) \$81-\$90 (G) \$91-\$100
8. Approximately how much oil do you sell on the average market day? In ozs  
(A) <10 (B) 10-30 (C) 30.5-50 (D) 50.5-70 (E) 70.5-90 (F) 90.5-110  
(G) 110.5-130 (H) 130.1-150 (I) 150.5-170 (J) 170.5-190 (K) >190
9. Who buys your crab oil?  
(A) community members (B) other vendors (C) Pharmacies and drug stores  
(D) midwives
10. Do you sell oil to other markets?  
(A) Y (B) N
11. If yes, where?  
(A) Georgetown (B) EBD (C) ECD (D) WCD (E) WBD  
(F) Overseas  
\_\_\_\_\_ state specific country or regime
12. Do you sell other similar oils?  
(A) Y (B) N
13. Where are these made?  
(A) Berbice River (B) North-West (C) Essequibo (D) other \_\_\_\_\_
14. Do you sometimes have no Crab oil when you need it?  
(A) Y (B) N
15. If yes, for how long?  
(A) <1 week (B) 1-3 weeks (C) 3-5 weeks (D) 5-7 weeks  
(E) 7-9 weeks (F) >9 weeks
16. What are the major problems you have with selling Crab oil?  
(A) high cost  
(B) low price  
(C) inconsistent supply  
(D) not a popular product  
(E) other \_\_\_\_\_

Researcher: \_\_\_\_\_

Date: \_\_\_\_\_