

2. Inventory of Wholesalers

2.1 Which information to collect

Because VTV relies on wholesalers as the communicators of the malaria guidelines, it is important to have information on all of the wholesalers who live in the district or serve the district. Generally there will be two types of wholesalers: (1) Static – wholesale pharmacies and wholesale general shops that sell anti-malarials and other over-the-counter medicines; and (2) Mobile – independent drug vendors who usually move around on motorcycles and sell anti-malarials to retail outlets. The best way to organize information on the wholesalers is to create a database or spreadsheet (see Tables 1 and 2).

For static wholesalers, the following information should be gathered:

- 1) Date – when the information was obtained.
- 2) Name of the wholesale outlet – either pharmacy or general shop
- 3) Location – where the outlet can be found (a street address, or proximity to a known landmark, e.g., “opposite ABC school”)
- 4) Township – name of the town where outlet is situated
- 5) Name of the owner
- 6) Number of attendants – total number of counter attendants that work at the outlet
- 7) Sell approved drugs – whether outlet is currently selling the recommended anti-malarial drugs

Other desirable information to collect from the static wholesalers is:

- Postal address, if any
- Phone number, if any

- Main sources of drugs
- Main anti-malarial drugs sold
- Average daily number of customers

Note: The VTV team should feel free to add any further information to the database if they feel it would assist them in planning for training of wholesale counter attendants. However, they should be careful not to turn the inventory into a major data collection exercise.

For mobile wholesalers, the following information should be collected:

- 1) Date – when the information was obtained
- 2) Name of the mobile wholesaler
- 3) Contact address, if any
- 4) Number of retail outlets served – Estimated number of retail outlets and private clinics to which the mobile wholesaler sells anti-malarial drugs
- 5) Where purchase stocks – Where the mobile wholesaler purchases the drugs that he then sells to retail outlets. As mobile vendors are constantly moving around, the best way to contact them in the future may be through this establishment. (For instance, in Bungoma district the VTV team found that most mobile vendors got their supplies from one wholesaler, “Pema Shop”. To inform the mobile vendors of the planned training course, the team left the invitation letters at Pema’s and they were distributed to the mobile vendors when they came in to purchase stocks.)
- 6) Whether sell approved drugs – whether the vendor is currently selling the recommended anti-malarial drugs

Table 1
Sample Spreadsheet for Static Wholesalers

Date	Name of Wholesale Outlet	Location	Township	Name of owner	Number of attendants	Sell approved drugs?
21/9/01	Kwanza Pharmacy	Next to Post Office	Bungoma	Sarah Musaba	3	Yes
23/9/01	Papa General Shop	At junction with M1 & Bungoma road	Webuye	Joseph Okwenda	5	No