

Study on Marketing Practices of Skin and Hides in Larkana District of Pakistan

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ABSTRACT

The present study was carried out to study the marketing practices of skin and hides in Larkana district of Pakistan. Results of present study indicated that in taluka Larkana, almost (100%) of the livestock keepers sell their hides and skins to district market. Whereas, (100%) of them sell their hides and skins to collection centers in taluka Ratodero, Bakrani and Dokri. Majority of the butchers keep the animals inside house until they are slaughtered in all talukas and rest of the keeping the animals outside house until they are slaughtered in taluka Ratodero and Dokri. Most of the respondents (100%) stated that hides and skins are important for cash income in all talukas. In all talukas of the district, majority of respondents used freshness of hides and skins criteria for buying them. 75.00%, 100%, 100% and 100% respectively of the respondents noticed physical defects such as absence of flay cuts for determination of best selling price of goat skins in all talukas. 50%, 100%, 100% and 100% respectively of the collection centers purchased hides and skin in the last three months from middlemen in all four talukas. Almost (100%) of the collection centers have opinion that the most dominant reasons for purchasing hides and skins was low price offer in all four talukas. 100% of the respondents stated that the market price varies from season to season in all four talukas. Most of the respondents believed that the major reason for variation in market prices of skins and hides from season to season might be due to factory/tannery price variation / setting. In conclusion, the respondents facing many impediments in marketing of skin and hides in district larkana. The major constraints faced by butchers are administrative problems, poor quality of skin and hides, storage, transportation facility, lack of handling skin and hides.

Keywords: Animal byproducts, Economic value, Marketing, Perception. Skin damage.

INTRODUCTION

Livestock contributed approximately 58.3 percent to the agriculture value added and 11.4 percent to the overall GDP during 2016-17 compared to 58.3 percent and 11.6 percent during the corresponding period last year, respectively. Gross value addition of livestock at constant cost factor of 2005-06 has increased from Rs. 1288 billion (2015-16) to Rs. 1333 billion (2016-17), showing an increase of 3.4 percent over the same period last year. According to the latest (Economic Survey of Pakistan 2016-17) the sheep and goat population was stood at 30.1 and 72.2 million with annual skin and hide production of 55,526 and 16,421 million (GOP, 2017). Hide and skin are broadly defined as external integument of large animal, while skin is provided by smaller animal. The

best source of hide and skin from domestic animal are cattle, sheep and goats. However, hide and skin can also be obtained from other species of domesticated and wild animals, hide from buffalo, horse, camel, and elephant, and skin from goat and sheep. In developing world, they are almost never exploited to anything like their full potential. In majority of developing countries, despite the fact that they have enormous livestock population, their contribution to growing supply of hide and skin on the world market is very unreasonable (Teklay, 2010).

It is estimated that bovine hides represent 12 percentage of the value of animal. Generally the hide is 17 percentage of the carcass weight and 7 percentage of live weight. Hence this part adds the considerable value in the animal products.

The number of animals slaughtered daily clearly indicates the significant income potentiality of hides and skin, but in many parts of mountain and high-mountain, the hide is not collected at all or used inefficiently. Hide is considered just as waste material in these places. The suppliers have no or little access there due to transport difficulty. Similarly, most of the goat meat consumers prefer the skin intact meat. Public awareness along these lines is still not adequate, and the cash value of skin is ignored in many of the places. (FAO, 2010). The use of leather goes back to the pre-historic times. The principal raw material is the hide or skin of animals. Hides and skin constitute valuable material removed from the animal carcass. Skin of cow and buffalo is called hide and skin of goat and sheep is called skin. Cow and buffalo hides are 1.5-4.5 square meter in size and weigh about 15-30 kilograms (kg). Similarly, sheep and goat skins are 0.4-0.5 square meter in size and around 2 kg in weight. In Nepal, buffalo hide and sheep and goat skin are the byproducts of meat industry. But the cattle hide is collected from naturally died animals due to ban on cow slaughter in this country. It is estimated that bovine hides represent 12% of the value of animal. The number of animals slaughtered daily clearly indicates the significant income potentiality of hides and skin, but in many parts of mountain and high-mountain, the hide is not collected at all or used inefficiently (Kagunyu *et al.*, 2011).

Majority of the world's rural poor and a significant proportion of the urban poor keep livestock for various reasons that extend far beyond income generation (Randolph *et al.*, 2007). Channels of hide and skin market function by four factors in which they are primary, secondary, tertiary and terminal. Homestead slaughter houses based on primary markets in rural town, local collectors based on secondary markets in the districts. Livestock keepers buying their hides and skin to the primary traders in the villages and sell to wholesaler (Leach, 1995). Goat skin is considered high quality raw material for leather industry. A policy on market weight and age of slaughter may yield qualitative and quantitative leather, reduce the cost of tanning and higher value due to larger skin size. Policy is also required to generate good dividend in the market and economic return to the farmers. Presently, scanty information is available on the effect of indiscriminate marketing and slaughtering of goats on yield of hides and skins their likely impact on economy. Therefore, an investigation

is needed to formulate effective policies on rearing and marketing of goats for improving production, income of the owners as well as meet consumer's requirement. Hides and skins are the basic raw materials for the leather industry. Currently there are about 27 tanneries in the country and have an average capacity of 4,000 pieces of hides and 30,000 pieces of skins per day. (EEA 2007). However, they are working under capacity even if the country has a potential to supply around 20 million pieces of hides and skins per annum. Hides and skins by-products of the livestock sector are primarily the raw material for the tanning industry; where they provide leather for the manufacture of miscellaneous leather products, but especially shoes. Although any hide or skin can be processed into leather various breeds of sheep and goats provide the overwhelming majority of raw materials. During the course of conventional (chrome) tanning, processes may be interrupted to provide intermediate materials such as pickled skins and wet blue leathers. All of these semi-processed materials, as well as raw materials and finished leathers (and leather products) may be traded internationally (FAO, 1995). Up to 65% of the defect that lead to decline of the quality occur in the pre-slaughter stage of production while the animal still alive and a considerable portion of these pre-slaughter defects are directly associated to skin disease initiated by external parasites (Desta, 2008).

Limited work has been conducted on the skin and hides in the area. Information of this study may serve as a guideline for planning of proper skin removing at slaughter house, marketing channels and transportation, be care from defects scratch, and wound. Keeping in view the importance of hide and skin, the present study is designed with the following objectives.

MATERIALS AND METHODS

The present study was carried out during the year 2017 on the marketing of skin and hides in district Larkana. Initially, the general information was obtained from different sources for physical situation of the study area. Prior to sampling, meetings were arranged with livestock experts in the district to make the clear purpose of study. Field visits were made to gather pre-information and select the villages and thereby the household. A total of 100 respondents from different agencies involved in skin and hide marketing were interviewed to know the major management issues, constraints

and causes of defect at tanneries regarding skin and hides of sheep/goat, cattle/buffalo and camel.

The research was completed through a field survey by using well validated interview schedule. The interviewing schedule/questionnaire was considered an appropriate tool for the present study, which was advised according to the requirement and relevance of the present research to collect relevant data. Required data were collected through field survey. To attain accurate and reliable data, care and caution were taken in course of data collection. The farmers were asked questions in a face to face manner while door step. Based on the questionnaire the following major information was collected demographic characteristics such as educational status, purpose of keeping ruminants. 100 respondents were selected for determining pre and post quality defects such as skin purification, wounds infestation, damages during grazing and slaughtering, knife cuts, ecto-parasites, horn rake, rope mark, small pox, branding, swelling, nodules, coloration as well as perception of respondents regarding hides and skin viz., veterinary services for sick animals, use of hide and skin, care of skin, selling of hide and skin, problems in finding buyers for sale of skin and hide, where they sale the hide and skin, constraints in sale of hides and skin in the market, marketing channels information, criteria of skin and hide buy, determination of sale prices, which type of skin and hide is highly demanded, etc.

Statistical Analysis

The data was statistically analyzed using computerized statistical package i.e. Student Edition of Statistic version 8.1. Frequency and percentage of the obtained data was worked out and presented in result chapter.

RESULTS

Age Wise Distribution of the Respondents

In taluka Larkana, maximum number of respondents (52.38%) was lying in the age group of 31-35 years and minimum number of respondents (4.76%) was fall in the age of 15-20 and 36-40 years. In case of taluka Ratodero, maximum number of respondents (32.00%) was lying in the age group of 41-45 years and minimum number of respondents (8.00%) was fall in the age of 36-40 years. In taluka Bakrani, maximum number of respondents (28.00%) was belongs to the age group of 26-30 years and

minimum number of respondents (4.00%) was fall in the age of 15-20 years. However, in taluka Dokri, maximum number of respondents (27.59%) was belongs to the age group of 31-35 years and minimum number of respondents (6.90%) was fall in the age of 41-45 years (Table-1).

Educational Background of the Respondents

Educational status of respondents in various talukas of district Larkana was evaluated and represented in Table-2. Majority of the respondents (76.19%) was intermediate, 23.81% and 4.76% was educated up to matric and middle level of education in taluka Larkana. However, the majority (60.00%) of respondents in taluka Ratodero was educated upto matric level, 24.00% educated upto intermediate level and 12.00% educated up to middle level. In case of taluka Bakrani, maximum percentage (64%) of the respondents was educated up to primary level of education, 20.00% middle, 12.00% matric and 4.00% educated intermediate level. In taluka Dokri, maximum percentage (48.28%) of the respondents was educated up to primary level of education, 20.69% educated up to middle and matric level and 10.34% educated intermediate level (Table-2).

Perception of Middlemen/Traders (Market) on Hides and Skin

The perception of middlemen/traders (market) regarding the hides and skin was evaluated and presented in Table-3. In taluka Larkana, almost (100%) of the livestock keepers sell their hides and skins to district market. Whereas, (100%) of them sell their hides and skins to collection centers in taluka Ratodero, Bakrani and Dokri. In all four talukas the majority (28.57%, 88.89%, 81.82% and 76.92%) of respondents said they face difficulty to sell and rest of the (71.42%, 11.11%, 18.18% and 23.08%) of respondents said no any difficulty in finding buyers when to sell. Exactly, 100% of the respondents sell hides and skin at lower price when hides and skin were not sold, that they sold in low price in all talukas. Majority (100%) of the respondents have opinion that the major reason of selling hides and skins was low price offer in all talukas. Almost (100%) of the respondents stated that national price fixed the hides and skins prices in the market in all talukas. Mostly (85.71%, 77.78%, 90.91% and 84.62%) of the respondents said no regarding look or quality of the skin when they buy and rest of the (14.29%, 22.22%, 9.09% and 15.38%) said yes for this question in all talukas.

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Majority (71.43%, 66.67%, 81.82% and 76.92%) of the respondents argued that look of the skin have impact on the price and remaining (28.57%, 33.33%, 18.18% and 23.08%) of the respondents say no regarding look of the skin have impact on the price in all talukas. Almost (100%) of the respondents sell their hides and skin in the same market in all talukas. Mostly (100%) of the respondents said no regarding rejection of skin/hide when they buying in all talukas. Majority (57.14%, 44.44%, 66.67% and 55.56) of the respondents observed ecto-parasite infestation in hides and skins, whereas (28.57%, 22.22%, 44.44% and 55.56%) of the

respondents observed fly cut defect in hides and skins at the time of buying and rest of the (14.29%, 33.33%, 11.11% and 33.33%) of the respondents observed wound defect in hides and skins in all talukas. Most of the respondents (100%) used transport system for hides and skins in all talukas. Almost (100%) of the respondents immediately sale hides and skins after slaughtering in all talukas. Mostly (100%) of the respondents used salting method for preservation of hides and skin in all talukas. Most of the respondents (100%) stated that hides and skins are important for cash income in all talukas.

Table1. Age of the respondent (N=100)

Age (years)	Larkana (n=21)		Ratodero (n=25)		Bakrani (n=25)		Dokri (n=29)	
	Freq	%	Freq	%	Freq	%	Freq	%
15-20	1	4.76	3	12.00	1	4.00	3	10.34
21-25	2	9.52	5	20.00	5	20.00	5	17.24
26-30	4	19.05	4	16.00	7	28.00	6	20.69
31-35	11	52.38	3	12.00	6	24.00	8	27.59
36-40	1	4.76	2	8.00	4	16.00	5	17.24
41-45	2	9.52	8	32.00	2	8.00	2	6.90

Table2. Education of the respondent (N=100)

Education	Larkana (n=21)		Ratodero (n=25)		Bakrani (n=25)		Dokri (n=29)	
	Freq	%	Freq	%	Freq	%	Freq	%
Illiterate	0	0.00	0	0.00	0	0.00	0	0.00
Primary	0	0.00	1	4.00	16	64.00	14	48.28
Middle	1	4.76	3	12.00	5	20.00	6	20.69
Matric	5	23.81	15	60.00	3	12.00	6	20.69
Intermediate	16	76.19	6	24.00	1	4.00	3	10.34
Diploma	0	0.00	0	0.00	0	0.00	0	0.00
Graduate	0	0.00	0	0.00	0	0.00	0	0.00

Perception of Butchers on Hides and Skin

Results in regards to perception of butchers regarding marketing of hides and skin is presented in Table-4. In all four talukas, most of the (100%) respondents buy the animals from local markets. Almost (70.00%, 85.71%, 61.54% and 66.67%) of the butchers transport their animals from market to slaughter house by means of foot and rest of the (30.00%, 14.29%,

38.46% and 33.33%) transport their animals by means of track in all talukas. Majority (80.00%, 78.57%, 92.31% and 73.33%) of the butchers noticed some condition that could damage the skin/body of the animal along transportation route and remaining (20.00%, 21.43%, 7.69% and 26.67%) did not noticed any condition that could damage the skin/body of the animal along transportation route in all talukas.

Table3. Perception of middlemen / traders (market) (N=40) regarding marketing of hides and skin in districts

Perceptions	Larkana (n=7)		Ratodero (n=9)		Bakrani (n=11)		Dokri (n=13)	
	Freq.	%	Freq.	%	Freq.	%	Freq.	%
Selling of Hides/Skins								
To district market	7	100	0	0	0	0	0	0
To middlemen	0	0	0	0	0	0	0	0
To collection center	0	0	9	100	11	100	13	100
Difficulty in finding buyers								
Yes	2	28.57	8	88.89	9	81.82	10	76.92
No	5	71.42	1	11.11	2	18.18	3	23.08
Poor hides / skins market								
Sell at lower price	7	100	9	100	11	100	13	100
Discard it	0	0	0	0	0	0	0	0
Reason								

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Low price offer	7	100	9	100	11	100	13	100
Low quality product	0	0	0	0	0	0	0	0
Price fixation								
National price	7	100	9	100	11	100	13	100
Looking quality								
Yes	6	85.71	7	77.78	10	90.91	11	84.62
No	1	14.29	2	22.22	1	9.09	2	15.38
Impact on the price								
Yes	5	71.43	6	66.67	9	81.82	10	76.92
No	2	28.57	3	33.33	2	18.18	3	23.08
Sale of skin/hide								
In the same market	7	100	9	100	11	100	13	100
To other market	0	0	0	0	0	0	0	0
Rejection of skin/hide								
Yes	0	0	0	0	0	0	0	0
No	7	100	9	100	11	100	13	100
Skin/hide defects								
Wound	1	14.29	3	33.33	1	11.11	3	33.33
Fly cut	2	28.57	2	22.22	4	44.44	5	55.56
Ectoparasite	4	57.14	4	44.44	6	66.67	5	55.56
Transport system								
by foot	0	0	0	0	0	0	0	0
by transport	7	100	9	100	11	100	13	100
Keeping of skin/hide								
Immediate	7	100	9	100	11	100	13	100
Later	0	0	0	0	0	0	0	0
Preservation method								
Salting method	7	100	9	100	11	100	13	100
Purpose of skin/hide keeping								
Cash income	7	100	9	100	11	100	13	100

Table 4. Perception of butchers (N=52) regarding marketing of hides and skin

Perception	Larkana (n=10)		Ratodero (n=14)		Bakrani (n=13)		Dokri (n=15)	
	Freq.	%	Freq.	%	Freq.	%	Freq.	%
Sale of animals								
Local Markets	10	100	14	100	13	100	15	100
From another markets	0	0	0	0	0	0	0	0
Transport system								
By foot	7	70.00	12	85.71	8	61.54	10	66.67
By track	3	30.00	2	14.29	5	38.46	5	33.33
Looking quality								
Yes	8	80.00	11	78.57	12	92.31	11	73.33
No	2	20.00	3	21.43	1	7.69	4	26.67
Parameters for determining animals before slaughter								
Animal with good body condition	6	60.00	11	78.57	10	76.92	11	73.33
Animal with good body condition and pure skin	4	40.00	3	21.43	3	23.08	4	26.67
Looking quality of skin at buying								
Yes	8	80.00	11	78.57	10	76.92	13	86.67
No	2	20.00	3	21.43	3	23.08	2	13.33
Keeping of animals								
In house	10	100	12	85.71	13	100	11	73.33
Outside	0	0	2	14.29	0	0	4	26.67
Care of skin								
Yes	10	100	14	100	13	100	15	100
No	0	0	0	0	0	0	0	0
Purpose of skin/hide keeping								
Cash income	10	100	14	100	13	100	15	100

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Almost (60.00%, 78.57%, 76.92% and 73.33%) of the butchers slaughter their animals due to animal with good body condition and pure skin, while (40.00%, 21.43%, 23.08% and 26.67%) of them slaughtered due to animal with good body condition and pure skin in all talukas. Majority (80.00%, 78.57%, 76.92% and 86.67%) of respondents considered the look or quality of the skin when they buy hides and skins from the market and rest of the (30.00%, 21.43%, 23.08% and 13.33%) did not consider at all in four talukas of the district. Majority (100%, 85.71%, 100% and 73.33%) of the butchers keep the animals inside house until they are slaughtered in all talukas and rest of the (14.29% and 26.67%) keeping the animals outside house until they are slaughtered in taluka Ratodero and Dokri. Mostly (100%) of butchers care for the skin before slaughter in all talukas. Most of the respondents (100%) stated

that hides and skins are important for cash income in all talukas.

Perception of hide and skin collection centers on hides and skin

The data in Table-5 entails the information in regards to the perceptions of hide and skin collection centers for marketing of hides and skin in the district Larkana. In all talukas of the district, majority (100%) respondents used freshness of hides and skins criteria for buying them. Majority (75.00%, 100%, 100% and 100%) of the respondents notice physical defects such as absence of flay cuts for determination of best selling price of goat skins in all talukas. Mostly (75.00%, 100%, 100% and 100%) of the respondents notice freshness for determination of best selling price of sheep hides in all talukas.

Table5. Perception of hide and skin collection centers (N=8) regarding marketing of hides and skin

Perception	Larkana (n=4)		Ratodero (n=2)		Bakrani (n=1)		Dokri (n=1)	
	Freq.	%	Freq.	%	Freq.	%	Freq.	%
Criteria of buy hides								
Absence of flay defects	0	0	0	0	0	0	0	0
Freshness	4	100	2	100	1	100	1	100
Criteria of buy skins								
Absence of flay defects	0	0	0	0	0	0	0	0
Absence of pre slaughter defects	0	0	0	0	0	0	0	0
Freshness	4	100	2	100	1	100	1	100
Parameter for selling price for goat skin								
Absence of defects such as flay cuts	1	25.00	0	0	0	0	0	0
Freshness of the skin	3	75.00	2	100	1	100	1	100
Parameter for selling price for sheep hide								
Absence of defects such as flay cuts	1	25.00	0	0	0	0	0	0
Absence of defects such as skin lesions and brands	0	0.00	0	0	0	0	0	0
Freshness of the skin	3	75.00	2	100	1	100	1	100
Purchasing of Hides & Skins								
Middlemen	2	50.00	2	100	1	100	1	100
Butcheries	2	50.00	0	0	0	0	0	0
Demand of skin/hide								
Salted	4	100	2	100	1	100	1	100
Price fixation								
National price	4	100	2	100	1	100	1	100
Difficulty in purchasing of skin/hide								
Yes	1	25	0	0	0	0	0	0
No	3	75	2	100	1	100	1	100
Reason								
Lack of price information	0	0	0	0	0	0	0	0
Low price offer	4	100	2	100	1	100	1	100
Low quality product	0	0	0	0	0	0	0	0
Market price selling hides and skins								
Yes	4	100	2	100	1	100	1	100
No	0	0	0	0	0	0	0	0

Price information of hides and skins in the market								
Broker	2	50	2	100	1	100	1	100
Other Hides and Skins traders	1	25	0	0	0	0	0	0
Friends/ other producer's	1	25	0	0	0	0	0	0
Price variation of hides & skins								
Yes	4	100	2	100	1	100	1	100
No	0	0	0	0	0	0	0	0
Reason								
Export price variation	0	0	0	0	0	0	0	0
Factory/Tannery price variation /setting	4	100	2	100	1	100	1	100
Wholesalers price setting	0	0	0	0	0	0	0	0
High price variation								
During holidays	4	100	2	100	1	100	1	100
Other than holidays	0	0	0	0	0	0	0	0

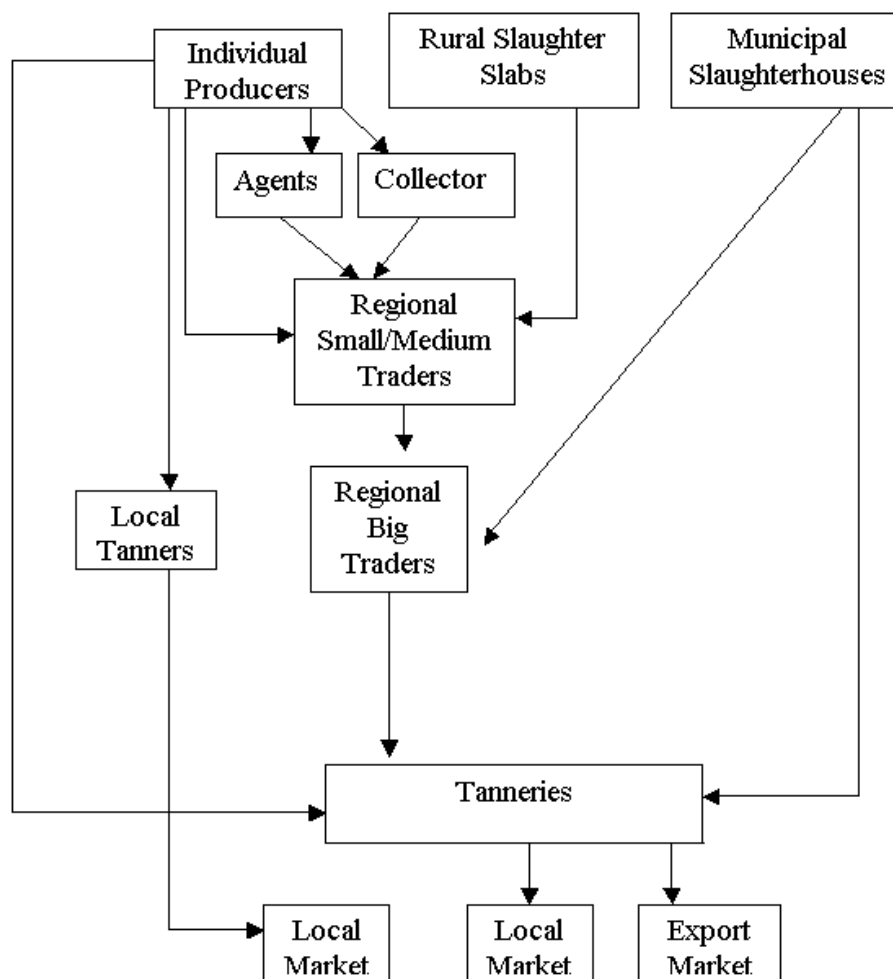


Figure1. Marketing structure for hides and skins

Almost (50%, 100%, 100% and 100%) of the collection centers purchased hides and skin in the last three months from middlemen in all four talukas. According to the (100%) of collection centers salted hides and skins is highly demanded in the market in the last three months in all four talukas. Most of the (100%) collection centers stated that the hides and skins

prices was fixed in the market according to the national price in all four talukas. A bulk of (75%, 100%, 100% and 100%) of collection centers argued that they did not faced difficulty in finding buyers when they want to purchased hides and skins on urgent basis in all four talukas. Almost (100%) of the collection centers have opinion that the most dominant reasons for

purchasing hides and skins was low price offer in all four talukas. Majority (100%) of the collection centers have awareness regarding market price of hides and skins before selling-out to retailers in all four talukas. Mostly (50%, 100%, 100% and 100%) of the collection centers get market price information of hides and skins from broker in all four talukas. Almost (100%) of the respondents stated that the market price varies from season to season in all four talukas. Most of the (100%) respondents believed that the major reason for variation in market prices of skins and hides from season to season might be due to factory/tannery price variation / setting. However, majority (100%) of the collection centers stated that during holidays the price variation reaches high in the market.

Market structure

Structure of marketing hides and skin begins from consumer / producer, middlemen and end to the tanneries (Figure-1). Chain of marketing for raw hides and skin consists of meat processing plants, municipal slaughter houses, rural slaughter slabs, abattoirs and individual meat consumer (primary consumers/producers), local tanners, collectors, agents of traders, regional / larkana big traders and tanneries.

DISCUSSION

Hides and skins need to be preserved in the mean time until they reach their final place. This is because of the fact that they are easily damaged otherwise. Preservation is a partial dehydration of the skin. The use of salt or simply air drying is supposed to assist the process of dehydration. The objectives of preservation follow the natural process of decomposition and maintain the structure of the skin in the best possible condition. The preservation process starts from the moment the animal is skinned until the skin reaches the factory where it is going to be processed (Liulseged lemma 2011). In view of the present finding, the study concluded that the respondents facing major constraints in marketing of skin and hides in all three Taluka. The most prominent constraints viz., diseases and parasites, fly cut, lack of veterinary service, drought, lack of competitive pricing, lack of transparent quality, lack of access to the market, respectively. The major constraints faced by butchers were administrative problems, unstable, poor quality of skin and hides, storage (preservation of skin and hides by means of salted vs non salted), transportation facility, lack of handling skin and hides, hygienic condition

and information flow regarding marketing of skin and hides. Findings of Addis (2014) demonstrated the major factor that caused rejection of skin and hide on wet blue skins and hides. The study of Chaudhry *et al.* (2011) studied the hide and skin markets and abattoirs of Lahore and Faisalabad and tanneries of Sheikhpura, Kasur and Sialkot. An aggregate of 21,671 skins and hides were inspected out of which 3918 skins and 600 hides were analyzed at the abattoirs of Lahore and Faisalabad, Skins 6784 and hides 1399 at hide markets and skins 8091 and hides 879 at tanneries. Out of aggregate 21,671 skins and hides, 66.12% were normal and 33.88% were having some sort of damage. The most widely recognized damages watched in general in all species contemplated were decay of skin 6.38%, followed in diving order watched was lesions of wounds 4.94%, old lesions of pox 4.82%, flaying cuts 3.17%, tick infestation 3.08%, lesions caused by parasites infestation 2.45%, scratches 2.33%, lesions caused by chatter fly hatchlings 1.47%, disintegration 1.32%, charr (fibrosis) 1.28%, ringworm contamination 1.10%, broad ruining by manure 0.84%, interminable abscesses 0.46%, and lice infestation 0.17%. Zenaw and Addis (2012) observed 99.9 % defects. Of the aggregate skins analyzed in the study 49.2% (492/1000) fresh pickled skins were turned out to be influenced with cockle. Among the 492 skins known not cockle defects 77.23% (380/492) were sheep skins and 22.76% (112/492) were goat skins. The species particular prevalence of cockle in sheep and goats were 76% (380/500) and 22.4% (112/500), respectively. Melkamu (2014) evaluated the apparent defects and grading of hides and skins in Eastern Gojjam zone. From these, 74 (41.1%) hides, 750 (33.3%) sheep skins, 151 (31.4%) wet salted and 88 (30.9%) air dried goat skins were grade I; 90 (half) hides, 1380 (61.3%) sheep, 261 (54.4%) wet salted and 168 (58.9%) air dried goat skins were grade II; 16 (8.9%) hides, 120 (5.3%) sheep skins, 67 (14%) wet salted and 29 (10.2%) air dried goat skin were grade III; and 1 (0.2%) wet salted goat skin was grade IV. The main watched defects that downgrade the hides were messiness with a value of 142 (17.9%), gouge mark with a value of 140 (17.7%) and poor example with a value of 107 (13.5%). Zembaba *et al.* (2013) investigated the dissemination and extent of major defects of sheep and goat skins. Defects caused by soil and blade are observed to be the most important defects of sheep and goatskins.

The most widely recognized damages watched in general in all species contemplated were decay of skin (thin skin) 6.38%, followed in diving order watched was lesions of wounds 4.94%, old lesions of pox 4.82%, flaying cuts 3.17%, tick infestation 3.08%, lesions caused by parasites infestation 2.45%, scratches 2.33%, lesions caused by chatter fly hatchlings 1.47%, disintegration 1.32%, charr (fibrosis) 1.28%, ringworm contamination 1.10%, broad ruining by manure 0.84%, interminable abscesses 0.46%, and Lice infestation 0.17%. Melkamu (2014) evaluated the apparent defects and grading of hides and skins in Eastern Gojjam zone. From these sums, 74 (41.1%) hides, 750 (33.3%) sheep skins, 151 (31.4%) wet salted and 88 (30.9%) air dried goat skins were grade I; 90 (half) hides, 1380 (61.3%) sheep, 261 (54.4%) wet salted and 168 (58.9%) air dried goat skins were grade II; 16 (8.9%) hides, 120 (5.3%) sheep skins, 67 (14%) wet salted and 29 (10.2%) air dried goat skin were grade III; and 1 (0.2%) wet salted goat skin was grade IV. The main watched defects that downgrade the hides were messiness with a value of 142 (17.9%), gouge mark with a value of 140 (17.7%) and poor example with a value of 107 (13.5%). Zembaba *et al.*, (2013) investigated the dissemination and extent of major defects of sheep and goat skins. Defects caused by soil and blade are observed to be the most important defects of sheep and goatskins.

CONCLUSION

Study concludes that the respondents facing major constraints in marketing of skin and hides in the larkana. The most prominent constraints viz., diseases and parasites, fly cut, lack of veterinary service, drought, lack of competitive pricing, lack of transparent quality, lack of access to the market, respectively. The major constrains faced by butchers were administrative problems, unstable, poor quality of skin and hides, storage (preservation of skin and hides by means of salted vs non salted), transportation facility, lack of handling skin and hides, hygienic condition and information flow regarding marketing of skin and hides.

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