INTRODUCTION

Production is one end of the problem, the other end being the marketing and distribution. The marketing of agricultural commodities is different from the marketing of manufactured commodities because of the special characteristics of agriculture sector, which affects the supply and demand of agricultural products in a manner different from governing the supply and demand of manufactured commodities. The special characteristics which are different from the manufacturing sector are: Perishability of the product, Seasonality of Production, Bulkiness of Products, Difficulty in Standardisation and Grading, Variation in Quality of Products, Irregular supply, Large number of producers, Small size and scattered production, Long chain of intermediaries, Forced sale, Inadequate infrastructural Facilities, Illiteracy of the Farmers/producer suppliers and Small marketed surplus etc.

To overcome all these problems, government of India adopted a number of measures to improve the system of Agricultural marketing, the important one being establishments of regulated markets, construction of ware house for storage and preservation, provision for grading and standardizing of produce, standardization of weights and measures, daily broadcasting of market prices of agricultural crops on All India Radio and improvement of transportation facilities etc. To monitor the work of regulated markets, it became imperative to evolve a strong and efficient marketing system. The pre-requisite for this was the constitution of State Agricultural Marketing Boards. Haryana State Agricultural Marketing Board was therefore constituted on 1st Aug, 1969 with its headquarters at Chandigarh, which has now been shifted to Punchkula. At the time of its inception, that there were only 58 Market Committees in the state with 58 principal yards and 60 Sub Yards. It was realized that these markets were located in narrow and congested places and lacked the basic amenities and facilities for proper handling of food grain arrivals. The farmers had to travel long distances and in some cases even 50 to 60 kilometers to bring the produce through kacha and muddy roads. HSAMB was therefore established with the following aims and objectives:
AIMS AND OBJECTIVES OF HSAMB

- Creation of state wide marketing infrastructure, comprising of various MCs, market yards, purchase centers, link roads etc.
- Profit maximization for farmers by ensuring best possible prices for their produce at the various market yards, sub yards and purchase centers.
- Regulation and administration of various MCs all across the state as per the Punjab Agricultural Produce Market Act, 1961.
- Collection of Market Fees, sales Tax and other levies from the purchasers on various transactions taking place at the Mandis.
- Creation of additional facilities along with expansion and maintenance works on behalf of various MCs.
- Facilitating the procurement activities of organization such as FCI, Warehousing Corporation, HAFED, etc.

Since its inception, lot of public funds are being utilized in the process, it therefore becomes imperative to study as to how far the objectives fixed by the HSAMB have been achieved and critically examine its relevance in the changed scenario. Every organization, big or small is faced with several problems to achieve its aims and objectives, which could be due to administrative, social and economic constraints. In the case of HSAMB too, there could be several problems, which are responsible for slow/sustained growth or development. If critically examined, various suggestions could be forth coming to take HSAMB to new heights. The study, therefore, will endeavor to dive deep on various aspects and bring out the problems faced by HSAMB. The objectives delineated for the study were:

OBJECTIVES OF THE STUDY

- Critically examine the relevance of HSAMB in the changed scenario.
- To study the weaknesses in the present marketing system in Haryana and to suggest necessary modifications.
- To study the trends of Income and Expenditure of HSAMB.
- To analyse the relevant problems of HSAMB and.
- To suggest remedial measures based on the findings of the study.
REVIEW OF LITERATURE

Very little work on the HSAMB has been reported or published as evidenced from the review of literature. The work already accomplished and published relating to the various regulated markets is very sketchy and is from different locations of the country, the results of which are not applicable to this part of the country—Haryana. Thus the present study is an improvement over the earlier studies, which have been conducted on some stray regulated markets, both in contents and methodology used. It is needless to say that this study is the first of its type, which has been attempted for Haryana State Agriculture Marketing Board. This study has been especially designed to cover all the three administrative Zones, almost all the prominent crops in different Zones and both small as well as big and district as well as block level mandis. The various market functionaries viz. the farmers, arhtiyas, the market committee personnel, millers, sheller owners, weighman and auctioneers have been interviewed to make the true assessment about the progress made by HSAMB to meet its objectives.

METHODOLGY AND SAMPLING PROCEDURE

To arrive at the necessary results of the study, two stage sampling viz. at the board level and mandi level has been done. Haryana State Agricultural Marketing Board, which is the only Board in Haryana has been selected for the study. The state has been divided into three zones and from each zone, three mandis have been selected randomly. Thus the selected mandis from Karnal zone are: Karnal, Panipat and Taraori. From Hisar zone, the mandis selected are Tohana, Bhiwani and Fatehabad. From Gurgaon Zone, the selection zeroed at Rohtak, Ballabhgarh and Narnaul. Thus in all 9 mandis from the three zones have been selected randomly for the data collection. From each mandi, all the functionaries viz. the farmers, traders/ commission agents and the office of the mandi board were selected randomly for the data collection. From each mandi, 15 farmers from the various farming groups were selected randomly. Again from each mandi, 10 arhtiyas/commission agents too were selected randomly. From the other functionaries, officials from the various agencies procuring the agriculture produce and the other licensees too were selected randomly. Thus the total sample
comprised of 135 farmers, 90 Arhtiyas/commission agents, 9 mandi offices/officers and 20 other functionaries.

Both types of data viz. primary and secondary data has been collected and used in the study. Secondary data on income and expenditure and the investment on the various infrastructure facilities have been collected from the published and unpublished records, various reports, balance sheets and ledgers of Haryana State Agriculture Marketing Board, Panchkula. General views on the working of HSAMB were ascertained from the authorities working at the headquarters by lose ended survey schedule in an informal manner. In addition to this, the data on other parameters like number of mandis in different years, the procurement of grains/commodities by various organizations etc. was collected from the office of Economic and Statistical Adviser to the Govt. of Haryana, Statistical Abstract of various years, Economic Survey Reports of Haryana Government and other published and unpublished records. Records of various mandis selected too were scanned and the data on various aspects like number of traders and other functionaries operating in the mandi, staff employed and their designation, salaries drawn, procurement of various commodities during various years, villages attached to the mandi and the area covered by the mandi, length of roads, income of the mandi from all sources, capital and operational expenditure during different years and facilities available etc. were collected. The views on the operational aspects too were ascertained by informal interview method.

Primary data on various aspects has been collected from the selected farmers and arhtias/commission agents on pre structured and pre tested survey schedules by the researcher herself by personal enquiry method. The opinion of the farmers and other functionaries were sought regarding the functioning of the mandis, the facilities available and the extent to which the mal-practices have been eliminated. The data was also collected on the pre-structured schedule from the Mandi Board office and the informal discussion held with various officers and recorded. Views of various other functionaries operating in the market were ascertained by enquiry and discussion method and recorded. To have the frank and un-biased opinion similar questions were
asked from the different functionaries. Even the same question in different words/manner was asked from the same person.

The data collected and tabulated has been subjected to analysis as per the objectives of the study. Tabular analysis and quantitative techniques have been used for the analysis of data. The growth trends in respect of various parameters mentioned above have been ascertained using Simple Growth Rates and Compound Growth Rates by the exponential growth function technique.

RESULTS AND DISCUSSION

To critically examine the relevance of HSAMB in the present scenario, it is very important and essential to delve deep into the aims and objectives of the HSAMB and analyse, how far the organization has been able to achieve them and if it has already been achieved, then whether there is any need to continue with this organisation or to change, modify and set the fresh aims and objectives or to bid good bye to the organisation.

Haryana State Agricultural Marketing Board was constituted to look after the working of agricultural marketing in the state on 1st. Aug, 1969 with its headquarters at Chandigarh, which has now been shifted to Punchkula. At the time of its inception, that there were only 58 Market Committees in the state with 58 principal yards and 60 Sub Yards. At present, there are in all 106 market committees in the state, with 106 principal market yards (mandis), 182 sub yards and 178 purchase centers, 33 Fruit and vegetable mandis, 25 Fodder mandis and 106 Grain Markets. Haryana State Agriculture Board ensures that the facilities like Agri. Business Information Center, Boundary Wall, Check Posts and Gates, Common Auction Platforms, Covered Platforms, Individual Platforms, Kissan Rest House, Shops and Booths, Drinking Water facilities, Sulabh Shauchalyas, Light Arrangements, Parking Place, Canteen, Provision of water Supply and Sewerage System, Weigh Bridge, Internal and Service Roads, Approach and Link roads, Food Storage Godowns, Fire Fighting Station and Provision of Site for POST office and Banks need to be provided at all the regulated markets in the state.
To achieve its objectives, first Agri. Business centre at Sirsa was inaugurated by Shri Bhupinder Singh Hooda, Hon’ble Chief Minister Haryana on 10th Oct. 2005. Another centre was inaugurated at Hisar by Smt. Asha Sharma, IAS, Financial commissioner and Secretary to Govt. of Haryana on 24th Dec. in the same year. These centers seek to provide integrated services of all the departments connected with agriculture and attempt to cater all needs of farmers from procurement of inputs, production, post harvest technology and marketing point of view. The centers are being set up in all district headquarter mandis to provide information on market, agronomical practices and organize seminars, workshops and buyer seller meets etc. These centers also house the Agriculture Development Officers and provide regular training to farmers and help in improving the quality of agricultural products. Representatives of the various departments are provided space in these centres.

HSAMB is providing additional facilities like individual platforms, common platforms, covered sheds, kiosks, kissan rest houses, drinking water/water cooler, tower lights, sulabh shauchalyas, water supply and sewerage etc. in the various mandis. The Board is also developing new purchase centers and is engaged in the extension of existing purchase centers with a view to give facility for sale of agriculture produce within a radius of 5 kms of the mandi. From 1.4.1988 to 31.03.2006, an expenditure of Rs. 374.3 crores has been incurred on this account. During the financial year 2006-07, additional expenditure of 27.8 crores has been incurred for development and additional facilities in the mandis.

Development and up gradation of various market yards and setting up of cold storage facilities at 15 stations with facilities of pre-cool chambers and grading lines for Fruits & Vegetables Markets. Besides construction of buildings of Plant Health Clinic at 15 stations in the State viz., Ambala, Bhiwani, Faridabad, Fatehabad, Gurgaon, Hisar, Jhajjar, Karnal, Nuh, Panchkula, Panipat, Rohtak, Sirsa, Sonepat and Yamuna Nagar are also in progress with an estimated cost of Rs. 84.00 crores.

The work of development of new grain/vegetable markets at Mullana, Charkhi Dadri, Dabua Mandi, Faridabad, Jhajjar, Alewa, Ramthali, Babarpur (Phase- II), Nigdhu (Phase-III), Raipur Rani, fish market at Faridabad, vegetable markets at Jakhal, Bahadurgarh, Barwala, Panchkula, Nissing, Kosli and new grain & cotton
market at Uklana, extension of Sub-yard at Gorakhpur and additional mandi at Pehowa have been taken up and are in the process of completion. Prestigious projects of ‘Modern Kissan Mandi’ at Panchkula, modernization and up-gradation of grain/vegetable markets of Rohtak and Karnal and Chara Mandi (Fodder Market) at Sonipat are also being constructed. New cotton markets at Adampur, Barwala, Bhattu Kalan, Ratia, Jind, Tohana and Jullana are also in progress with the financial assistance of Cotton Corporation of India. A prestigious project of setting up of Terminal Market at Ganaur at a cost of about Rs. 1500 crores is also in process.

Development of new grain/vegetable markets have been sanctioned at an estimated cost of Rs. 740 crores. Out of 15 proposed development of hospital and medical facilities in the financial year 2009-10 (upto 31.12.09), mandi works to the tune of Rs. 43485 lakh so far been initiated are in the process of completion. The Board is in the process of setting up Terminal market at Ganaur, Apple Market at Panchkula and Agro Shopping Malls at Panchkula, Karnal, Panipat, Rohtak & Gurgaon. Apple Market in Panchkula has been completed with an expenditure of Rs. 300 lakhs. The work of Agro Shopping Mall at Panchkula is in advanced stage of completion and the work at Karnal, Panipat & Rohtak is in progress.

Plant Health Clinic work at Panchkula, Karnal, Rohtak and Sirsa have been completed and an expenditure of Rs. 1.47 crore so far has been incurred. Besides, construction of buildings of Plant Health Clinics at 11 more stations in the State viz., Ambala, Bhiwani, Faridabad, Fatehabad, Gurgaon, Hisar, Jhajjar, Nuh, Panipat, Sonepat and Yamuna Nagar are in progress with an estimated cost of Rs. 84 crores.

The storage capacity showed an increasing trend since 1966-67, the day Haryana was formed. It showed an increase of about 74 percent in 2008-09 over 1995-96. The compound Growth rate was observed to be 6.16 percent. Though in 1995-96, maximum storage capacity was available in owned Food Corporation of India godowns, followed by State Ware Housing Corporation and the HAFED, but in 2008-09, the situation underwent a change. In 2008-09, in between the agencies storing the grains, the maximum storage capacity was found to be with HAFED followed by State Ware Housing Corporation and the Food Corporation of India owned godowns.
HSAMB started storing the grains from 1990-91 onwards and the storage capacity increased from 3,78,000 tonnes in 1990-91 to 4,26,000 tonnes in 2008-09 showing an increase of about 13 percent. The compound growth rates during the period were observed to be 14.94 percent, 10.37 percent and 24.1 percent for HAFED, CVC and ARDC (with HWC) respectively. The growth rate however was the lowest for Food and Supplies Deptt. (4.52%), but was negative for ARDC.

The percentage growth of number of cold stores and their capacity was quite high in the initial years i.e. from 1985-86 to 1990-91 (10.2%), and further increased in 1995-96 by about 13 percent. Growth rate showed a decreasing trend in 1996-97 (6%), but again increased in 1997-98 by about 12.5 percent. However in 1998-99, the percentage growth was nominal.

Initially, Haryana State Agricultural Marketing Board through its engineering department was executing only its own deposit works (Market committees). Only from the year 2006-07, to utilize the spare capacity of the staff and infrastructure, it started undertaking the work of other departments like construction of Model Village, 3rd State Finance Commission Works, LADT Scheme, Sports Stadiums, Mahatma Gandhi Basti Yojna Works etc. Deposit works have further been categorized as construction of mandis-new mandis, additional facilities and repair of mandis etc., construction of new link roads and repair of link roads. All the above works were carried out on contractual basis from the approved/enlisted contractors of the Board after giving wide publicity in leading news papers. For the purpose, the Executive Engineer has the authority to give the contract up to Rs. 5 lakhs. The Superintending engineer was competent up to Rs. 10 Lakhs, while the Chief Engineer had the authority to give contract beyond 10 lakhs.

Regarding the expenditure on different heads, the overall picture for the last 10 years revealed that of the total expenditure on deposit works of HSAMB, about 44 percent was made on the construction of link roads, while around 24 percent was made on the repair of link roads. In other words, the expenditure on road infrastructure was more than 68 percent.

It could also be concluded that with the construction of roads, 1687 villages comprising of 80 in Ambala, 132 of Bhiwani, 19 of Faridabad, 92 of Foshabad, 9 of
Gurgaon, 55 of Hisar, 187 of Jhajjar, 86 of Jind, 111 of Kaithal, 83 of Karnal, 89 of Kurukshetra, 46 of Mewat, 18 of Mahendragarh, 28 of Palwal, 43 of Panipat, 11 of Panchkula, 52 of Rewari, 278 of Rohtak, 91 of Sirsa, 64 of Sonipat and 113 of Gurgaon were connected with the nearest mandis. The compound growth rate was found to be negative and was found to be around (-) 8 percent.

A study of the repair of rural roads revealed that from 25.07.1999 to 2.03.2005, 17 PWD link roads having a length of 65.29 kms were transferred to HSAMB for one time maintenance purpose. All these roads were got repaired at an expenditure of Rs. 341.65 lakhs. 65 more roads having a total length of 179.54 kms too were got repaired at an estimated cost of Rs.546.56 lakhs. After March, 2005 special repair of 17 roads at an estimated cost of Rs. 219 lakhs were also carried out. As on 31.3.2010, construction of 382 link roads, 381 number special repair of roads 140 mandi works, 62 public health works are in the process of completion for which spill over expenditure is 559.02 crores. The compound growth rate was found to be around 30 percent.

Percentage to total expenditure on all the roads was observed to be the highest in Hisar circle followed by Karnal circle in all the years under study except for 2005-06 and 2006-07, when it was slightly lower than Karnal and was at the 2nd place during all the years and combined for all the eight years as a whole for which the data was available. It was observed to be the lowest in Gurgaon followed by Rohtak and panchkula circles, which were very close to each other. The percentage expenditure by electrical circle Panchkula/Hisar was around 2 percent in almost all the years except 2006-07, when the expenditure was very low or almost zero. Across the years, no definite trend was discernible in any of the circles. However in general, in absolute terms, it showed an increasing trend. Percentage of amount spent in Rohtak circle was observed to be the minimum (6.6%), closely followed by Gurgaon Circle (7.9%). No specific trend was observed in between years in almost all the circles. However, it varied from 16.68 percent in 2007-08 to 25.42 percent in 2000-2001, the average being 19.73 percent in Panchkula. In Karnal it varied from 12.56 percent in 2000-01 to 43.68 percent in 2007-08, the average being 28.57 percent. In Rohtak, the variation was comparatively more and varied from almost nil in 2006-07 to 35.22 percent in 1999-
2000, the average for the period being 6.59 percent. Gurgaon too was in a similar position and the percentage of total expenditure in the circle varied from 0 percent in 1999-2000, 2000-01, 2005-06 and 2006-07 to 10.46 in 2003-04. Hisar was placed on a better plateau, where the percentage expenditure was highest and varied from 15.73 percent during 2004-05 to 50.65 percent in 2000-01, the average for the circle being almost 29 percent. It could be generalized that Hisar and Karnal circle competed for the resources in different years. In short, the expenditure, wherever was required was made during one year or the other depending upon urgency and the requirement. However, the total expenditure on development works varied from 476.32 lakhs in 2000-01 to 1246.86 lakhs in 2008-09 registering a growth of about 162 percent.

Percentage of expenditure on Development works to the total expenditure in Karnal circle was at the top in the use of funds (36%) followed by Panchkula (23%) and Hisar (20%). This could be due to the fact that to facilitate the farmers and to avoid congestion and daily traffic jams, the new mandi was constructed at G.T.Road, Karnal. All the existing Arhtiyas and commission agents were allotted the shops in the new mandi. Being new, all the facilities were to be provided there hence the increased expenditure. Again in Panchkula and Hisar also the additional facilities were to be provided. In the remaining circles, the expenditure was of the order of only 5 to 9 percent. No definite trend could be observed in the use of funds in various circles, but it could be said that the proportionate use of funds in Panchkula in percentage terms, showed an increasing trend from 1999-2000 to 2004-05 except for the year 2000-01 and 2002-03. Thereafter, it showed a declining trend, but in 2007-08, it slightly increased. In Karnal, these were observed to be the highest in 2001-02 accounting for about 66 percent and 9 percent in 2005-06 of the total expenditure. However in most of the years Karnal could elicit about 45 percent of the total expenditure. In Hisar, however, these were found to be the highest in 1999-2002 closely followed in 1999-2000 and 2005-06. In Rohtak and Gurgaon, the proportionate expenditure in many years was in a single digit figure. On the repairs of mandis across various circles on an average, the proportionate expenditure was observed to be the highest (34%) in Panchkula circle followed by Hisar (25 %) and Karnal circle (14%). It was observed to
be the lowest in Gurgaon circle. In Rohtak circle and the electrical circle (panchkula and Hisar), it was of the order of 10 and 12 percent respectively. In between the years, in this case too, no definite trend could be discernible. However during the year 2006-07 and 2007-08, in Panchkula circle alone, it was observed to be around 93 percent and 86 percent of the total expenditure of the state, which meant that in all other circles, the expenditure was very little. In Karnal circle, it was highest in 2002-03 (40%), followed by 26 percent in 1999-2000. During the year 2005-06, 78 percent of the total expenditure was incurred in Rohtak and the remaining 22 percent in Hisar circle. However, in Hisar circle 52 percent of the total expenditure was incurred during 2000-01. Gurgaon was very fortunate during 2003-04 and 2004-05, when it bagged 73 and 78 percent of the total budget of the HSAMB leaving very little for other circles. Thus it could be generalized that the percentage expenditure depended upon the need of the circle and the total budget and allocated among the circles in a phased manner. In general, the funds on repairs of mandis increased in the initial years up to 2005-06, showed a decreasing trend, but again increased in 2006-07 and 2007-08.

On the Board works across various circles on an average, the proportionate expenditure was observed to be the highest, 34 percent in Hisar circle followed by Karnal circle (26%) and Panchkula (18%). It was observed to be the lowest in electrical circle. In Rohtak circle and the Gurgaon circle, it was of the order of 13 and 6 percent respectively.

HSAMB was spending on the urban roads in early stages of development, but stopped spending on urban roads maintenance from the year 2003-04 onwards rather in the electrical circle very little amount has been spent from 2000-01 onwards. The overall picture of all the circles combined together revealed that Gurgaon circle got the number one priority and 40 percent of the total amount spent was used in this circle alone. The proportionate expenditure in Panchkula circle, Karnal circle, Hisar circle and electrical circle has shown small variation. This leads to conclude that HSAMB has played little role in the development of market infrastructure particularly after the year 2003-04.
HSAMB has launched a ‘Krishi Upchar Yojna’ from 2\(^{nd}\) Oct. 2000 on the eve of Gandhi Jayanti in all the mandis of the state. Under this scheme, the secretary market committee issues gift coupons to the seller farmers on production of ‘J’ form. One gift coupon is given to the farmers for selling the agriculture produce worth Rs 5000. Number of gift coupons would increase with the amount of sale of produce in the denomination of Rs. 5000/- each. Under this scheme, district wise lucky draws are being held on half yearly basis. The money value of first three prizes given in the form of agricultural implements is : two first prizes of Rs. 40000 each, 8 no. 2\(^{nd}\) Prizes, Rs 25000 each and 12 no. 3\(^{rd}\) prizes of Rs. 10000 each.

Scheme providing special assistance to the victims of accidents during agricultural operations/pursuits by the market committee came into existence from 24\(^{th}\) Feb., 1989. Under this scheme, financial assistance is being granted by market committees to the victims of accidents due to agricultural operations in the state. Compensation for the loss of limbs is given @ Rs. 5000/ to Rs. 40000 and in case of death a compensation of Rs. 50000 is paid. As per the available data, the total amount of financial assistance disbursed so far has been of the order of Rs. 2.6473 crores to 1199 persons from 1-02-2008 to 30-09-2009. The said scheme is operative in the age group of 10 years to 65 years.

Contract farming is proving to be a great success in Punjab. Corporates seem to be shying away from its neighbouring state of Haryana. At present, there is only one corporate house in Haryana, which has so far partnered with HSAMB for contract farming of malting barley in Haryana. SAB Miller, India, the Indian arm of SAB Miller Pic, one of the world’s largest breweries with popular brands like Foster’s, Castle Lager, Haywards, Royal challenge, etc. has roped in 400 farmers across 2500 acres in the state for contract farming of barley. The initiative is spread out in the arid regions of the state that involves Gurgaon, Jhajjar and Sirsa regions.

Other measures include: Setting up of Agri-Business Information Centres, Setting up of Farmers Markets, Setting up of New Modern Fruit and Vegetable Markets, Setting up of A Modern Terminal Market at RAI, Creation of Commercial,
Research & Training and Quality Control Divisions at the Headquarters and Farmers Development Scheme-Input Scheme, which includes (i) Subsidy for purchase of high/improved/Hybrid seeds and purchase of implements, ii) Subsidy on Purchase of Gypsum Reclamation of Alkaline land, iii) Providing working capital to Haryana Seeds Development Corporation.

The income of the HSAMB/Market Committees is derived from the collection of market fee on the sale and purchase of agricultural produce which is levied @ 2 percent advalorem basis except 21 items on which the rate of market fee is 1 percent advalorem basis. The market committees contribute 30 percent of the total collection of market fee to the board. The other sources of income of the Board/Market committees are from the sale of plots in the new mandis and license fee etc. For the purpose, the produce is divided into various categories. Since the study has been conducted on the Grain Market only, as such, the charges fixed for only Category “A” and “B” are being discussed here:

HSAMB had a significant amount of contribution from the market fee collected by the various market committees of Haryana. During the years 2000-01 to 2009-10, the income of HSAMB from the market fee has increased from 124.15 crores to 371.01 crores showing an increase of 199 percent or the simple growth rate per year is around 20 percent. The trend showed an increasing trend except for the year 2006-07, when it showed a slight decrease, but increased in the subsequent year. The growth analysis revealed that the growth rate in 2001-02 over 2000-01 was quiet high (15.60%). It showed a decreasing trend for two years, but showed a spurt in 2005-06. The very next year, the growth rate was negative, but in 2007-08, it rose to 38 percent, a significant jump. The growth rate showed a negative trend there after. This could be due to the change in the productivity and production during different years due to which the procurement was low and hence the low collection of market fee.

Total procurement of wheat from Haryana mandis by the various agencies during 2008-09 was 69118 hundred metric tonnes, which is only next to Punjab. The percentage contribution was observed to be the maximum by HAFED procuring around
36 percent of the total arrival in Haryana mandis followed by the Haryana Food and Civil Supplies Corporation (22%). The share of Food Corporation of India-administered by the Government of India was only around 13.5 percent. Three other agencies, the H.W.C., Haryana Agro Industries and CONFED were in the close race sharing between 9-10 percent each. The study across various districts of Haryana revealed that the role and share of various agencies varied in various districts. In Ambala, the share of HAFED in the total procurement in the district was more than 62 percent followed by the Food and Civil Supplies Corporation and the CONFED. HWC and Haryana Agro did not procure the wheat from the District.

The percentage procurement of wheat by the HAFED was found to be the highest from Bhiwani (61%), Mahendragarh (56%), Yamuna Nagar (55%), Sonepat (54%) Sirsa districts (43%), Rohtak (40%), Karnal (37%), Mewat (36%), Jind (34%), Kurukshetra (32%), Panipat (30%), Hisar (29%), Fatehabad (29%) and State Government through Food and Civil Supplies Corporation did the maximum procurement of wheat from Jhajjar (44%), Rewari districts (42%), Palwal (33%), Kaithal (32%) and Faridabad (32%). The percentage procurement from Panchkula was the highest (32%) by H.W.C. followed by Gurgaon (24%). Haryana Agro Industries procured the maximum wheat (29%) from Faridabad district. It could also be observed that State Govt. did not enter the districts of Panchkula and Mewat to procure the wheat. Similarly F.C.I. did not procure any wheat from the mandis of Panchkula, Rewari and Mahendragarh districts. HAFED was missing from the market of Gurgaon district while H.W.C. did not show its presence in the districts of Ambala, Mahendragarh and Bhiwani. Haryana Agro Industries and CONFED procured the wheat only from only nine and fifteen districts respectively.

To procure the paddy, 181 centres across the state were functional. All the government agencies like State Government, F.C.I., HAFED, H.W.C., Haryana Agro Industries and the CONFED were engaged in the procurement of Paddy from the state. In the case of paddy, the rice millers were also operative in the procurement process.
Like wheat procurement in the case of paddy too, most of the agencies were operative, though their purchase area varied. In certain districts production of paddy was less, as such in those districts, the number of agencies engaged in the procurement were limited to one or two. Of the total paddy arrival in the respective districts, the State government procured the maximum paddy from the districts of Kurukshetra (44%) followed by Sirsa districts and Ambala districts (32% each). The procurement by F.C.I. was very nominal from the districts of Kurukshetra, Kaithal, Karnal, Fatehabad and Sirsa districts, while no procurement was made by FCI from 14 districts of Haryana. However, the procurement from Rohtak and Faridabad by F.C.I. was 100 percent and 97 percent respectively. HAFED made the maximum procurement from the various districts like Fatehabad (57%), Jind (55%) ,Karnal (49%) and Ambala (44%). CONFED showed its presence by procuring 58 percent from Panchkula and 26 percent from Yamuna Nagar. The procurement made by Haryana Agro Industries was fairly good from Sirsa, Yamuna Nagar, Jhajjar and Fatehabad districts, while in Panchkula, Kurukshetra, it was medium, but low in Ambala and Karnal districts. In short, it could be generalized that the entry of various agencies in the market depended to a large extent to the production of the commodity and arrival in the market in the area. In general, the total procurement of paddy from the state was 22180 metric tones. The share of the purchase was the highest by HAFED accounting for about 35 percent followed by State Govt. through HSDC (25%). It was observed to be the minimum by FCI accounting for about 0.5 percent followed by 3 percent by HWC.

Wheat and paddy is being procured from all the districts of the state though in varying quantities, which again depends upon the total production in the area. In the procurement of wheat, Sirsa district tops the list from where about 15 percent of the total procurement wheat by the state has been made followed by Karnal (11.5%), Fatehabad (11.3%), Kaithal (10.5%) and Jind (10.2%). Thus only five districts mentioned above contributed over 58 percent of the total procurement of the state. The districts having the minimum procurement of less than 1 percent of the total procurement were Mahendragarh (0.3%), Panchkula (0.4 %), Jhajjar (0.6%), Rewari (0.7%) and Gurgaon (0.8%). Thus it could be generalized that the production/procurement of wheat was un evenly distributed across various districts of the state,
which again depended upon several factors like the type of soil, irrigation potential and the size of land holding etc, which again have an impact on cropping pattern, production of wheat and its arrival in the market. In case of paddy too almost similar observations were made. HAFED was the major agency engaged in the procurement of wheat from Haryana mandis during the period of study, followed by Food and Civil Supplies Corporation and the F.C.I. in order. The remaining three organizations viz. HWC, HAIC were in close race procuring between 9 to 14 percent of total procurement each. The procurement made by CONFED was a little less than 8 percent. It was further observed that no definite trend could be discernable in the procurement of paddy by FSC across various years. The procurement trend by the FSC in absolute terms revealed that the procurement showed an increasing trend from 1998-99 to 2001-02, showed a decreasing trend up to 2006-07 (except 2004-05) and again showed an increasing trend. No definite trend in the percentage contribution of FSC to the total procurement could be discernible however it varied between 19 to 24 percent. The trend was almost the same for HWC, HAIC and CONFED with slight variations here and there. The trends of total procurement of wheat revealed the increasing trend from 1998-99 to 2001-02. Thereafter the procurement revealed a decreasing trend up to 2006-07, but after that it started increasing and continued to increase up to 2009-10.

In general, it could be said that in Haryana during all these years combined together, HAFED was observed to be at the top procuring 37 percent of the total wheat from the mandis followed by Food and supplies (21%). FCI was at the third place procuring 14 percent of the total procurement. The share of HWC, HAIC and CONFED was found to be 11, 9 and 8 percent respectively.

The study regarding the growth rates of total production during the study period revealed that the total procurement increased at a growth rate of 23 percent in 1999-2000, which showed a decrease in 2000-01, increased in the subsequent year. The trend was negative during the next five years and varied from -51 percent in 2006-07 to -0.14 percent in 2004-05. It increased at an increasing rate for two years, but showed a decrease during the last year (2009-10).

No definite trend could be discernable in the case of paddy too. The share of leviable paddy and basmati paddy was found to be 53 and 47 percent respectively. The
leviable paddy was being procured by all the agencies mentioned in case of wheat, but the basmati paddy was being procured by the millers. In between the years, the trend analysis revealed that in case of FSC, HAFED, CONFED and HAIC, it showed an increasing trend from 1997-98 to 2002-03, decreased for two years and then increased. However in case of FCI, the decreasing trend from 2004-05 to 2008-09 was observed. In case of Basmati procurement by the millers, there were many ups and downs. The study of growth rates of paddy revealed that it was negative in 1998, increased for two years, then again it was negative for two years, The growth rate was positive from 2003-04 to 2005-06, but again was negative up to 2008-09.

The question of availability of various amenities provided by the HSAMB to the farmers in the mandis was discussed with the farmers and they were specifically asked the questions about this. 100 percent of the farmers were of the view that the loading and unloading of the produce brought into the mandi was being done in a proper manner. None of the farmer reported any malpractice or bungling in these operations. However some of the farmers reported that many a times, it takes time for them to wait for a suitable place under the shed, where they could stock their crop. Loading and unloading too some times takes a long time and the farmers had to wait for their turn. Regarding the filling and weighing of the produce, 100 percent of the farmers had the positive thinking and were satisfied with the process. Regarding the cleaning of the produce too, 100 percent of the farmers did not have any problem and were almost satisfied with the staff engaged in these operations. Stitching too was being done in a proper manner and none of the farmers faced any problem. The auction of the produce, though the waiting time was lengthy, but was being done properly. Most of the times, the auctioneers were in no hurry and were giving the proper time for each lot and almost around 90 percent of the farmers from all the mandis reported that before the fall of hammer, they were consulted. Regarding the facilities available, around 89 percent of the total farmers consulted, reported that their produce was normally kept under the covered sheds. Some times in the peak season, when there is more rush in the mandi and the time gap of the auction is large, it was kept in open platforms. 99 percent of the farmers were of the opinion that the covered area in the mandis and the pucca/raised platforms were sufficient. They were of the opinion that in the peak season and on
certain occasions, the shortage of place was witnessed, but was within manageable limits.

On being asked about their views regarding the connectivity of their villages with the mandi, almost all the farmers reported that their villages were connected with pucca roads. The kaccha roads were nowhere to be seen in the vicinity of their mandis. Within the villages, in 50 percent of the cases, the roads were the concrete roads, while in 30 percent cases, the brick lined roads existed. The remaining 20 percent mentioned a combination of all the three type of roads. However in the periphery of the village, the roads were mettle roads. In general roads were reasonably good, but at many places, patches of broken road did exist, especially at the entry and exit point of villages. The farmers also reported that in the absence of proper drainage system, wherever the water found its way towards the road, the road was damaged and this was more common on the portion of roads near and around the village, where there were no drains and the water logging was very common. The situation became worst during the rainy season, when many a times, the vehicles had to cross the knee deep waters. Though the HSAMB/ Panchayat carried out the repair work at intervals, but the breakage and pot holes of varied dimensions at several places were witnessed. The situation was worse on the roads, where traffic was very heavy and the trucks/heavy vehicles plied in large numbers. Regarding the stay facilities in the mandi (Rest House), 61 percent of the farmers reported that the facilities were available, while the remaining 39 percent were apprehensive about that. About the facility of toilets and bath rooms in the mandi, 87 percent of the respondents were of the view that the facilities did exist and they were using these facilities in the mandis, while 13 percent gave the negative opinion, which could be due to their ignorance or they were critical of the mandi administration without proper reason.

90 percent of the farmers reported that the condition of the roads in the mandis as also the approach road to their villages was satisfactory in all the mandis studied. Though some problems did exist in the mandis, but these were within tolerable limits. 89 percent of the farmers reported that the roads were being repaired periodically, but the rain and the water accumulated on the side of the village roads created regular problem. They laid a stress on provision of proper drainage of water from the houses into the drains and not the road side located along side the road.
should be given priority. However in the mandis, the problem was much less. Some times, the sewerage was not cleaned resulting in accumulation of water in the mandi area. 77 percent of the farmers reported the existence of pot holes on the village roads, but at the same time reported the repair of these pot holes occasionally.

Though the covered sheds were sufficient, but during the rain, the produce gets wet resulting in the increase in moisture content and refusal by the procurement agencies to lift the produce having more than specified percentage of moisture. It has been claimed that under such circumstances, tarpaulins were available and were being provided to the farmers. Around 80 percent of the farmers reported having availed such facility, but 20 percent were of the different view. May be that they could not avail this facility or they were not aware of it or they never required it or may not have asked from the proper person.

For the animals used in pulling the carts for bringing the produce to the market, only 12 percent of the farmers were of the opinion that the facility for tying the animals and parking of carts existed in the mandis, while the remaining 88 percent reported not having availed this facility in the mandis. Similar position was witnessed regarding the parking of their tractor and trollies in the mandis.

Regarding the availability of shops for the various inputs required for the production process, 87 percent of the farmers reported that these were located in the mandi area or its vicinity and didn’t face any problem in getting the fertilizers, seeds, pumping sets, tubewell motors, submersible pumps and various other tools and equipments or the other inputs required for the various operations on their farms. However around 13 percent of the farmers were negative and said that many things were not available and if available, the rates were higher than the market rates and they were exploited on this account.

About the sewerage lines, 79 percent of the farmer’s opinion was satisfactory, but the views of the remaining 21 percent were not positive and complained of blockage of sewer line particularly in the rainy season resulting in the flooding of mandi area. They were of the view that the cleaning of the sewerage could be done periodically and more particularly before the offset of rainy season. The situation was found to be bad in the rainy season.
100 percent farmers were of the view that watch and ward staff were generally there in the harvesting season, when the farmers needed them more, but in the off/slack season, the situation was not good and many a times watch and ward staff was not be seen any where.

Regarding the medical facilities for the farmers or their livestock, the farmers were very apprehensive. The medical facilities both for the farmers and their animals were not provided by the mandi board. This aspect was completely missing probably due to the reason that the farmers come and go and did not have the time to stay in the mandis. According to the farmers, this was one such area, where little attention was paid. Health being the basic fundamental requirement both for the human beings as well as animals, the facility is a must in the present circumstances. This has become more important as most of the mandis have shifted to more lucrative open areas. Previously near the mandis many nursing homes and medical clinics and the chemist shop had developed, which catered to the needs of farmers in emergency. But due to the shifting of many mandis these have not yet come up. May be that these could develop in the near future and this problem could automatically be solved.

As a requirement, there should be good lighting arrangement in the mandi to avoid thefts at night and proper care of the grain stocks. Almost 93 percent of the farmers were satisfied with the light poles and flood light provisions made in the mandi, but many of the farmers complained about the failure of light and power cuts for hours together resulting in the problems faced during unloading the produce at odd hours after sun set. Many a times they had to depend upon their own source, the tractor light for the purpose.

In short, it could be generalized that the HSAMB has attempted to provide the basic facilities to the farmers, but there are always constraints. It could be added that there is no end to the development. With the improvement in technology and the development of agriculture, new and new innovation and development techniques are coming up and the Board has to see that they should also employ the most modern techniques. It could therefore rightly be said that the HSAMB is relevant even today, but its activities should change to adopt the new techniques and methods and the new priorities should take the place of traditional systems and approach. No doubt, the
Board has taken the lead and is in the process of adopting new systems, setting up malls and super malls etc., which could prove to be more helpful in the development marketing system in general and the economy of farmers residing in rural areas in particular.

The income of the HSAMB varied across different years. No specific trend however could be observed, however receipts during the year 1997-98 were found to be around Rs. 10290 lakhs, which decreased to Rs. 10136 lakh in 1998-99 showing a decrease by (-) 1.50 percent. It showed an increase in the subsequent years from 1998-1999 to 2001-2002, showing an overall increase of 203 percent or a growth rate of over 50 percent per year. It decreased in 2002-03 and continued to decrease up to 2004-05, but again showed an increasing trend in the last two years. Though the decrease from 2002-03 to 2005-06 was about 16 percent, but the increase from 2005-06 to 2007-08 was very substantial and was observed to be 144 percent. This could be due to the varied production during different years. Since the overall production decreased the arrival of the produce was less in mandies resulting in the decrease in market fee in different mandis and consequent transfer to the board.

Regarding the expenditure part, in the initial years of the study period, an increasing trend was observed and increased from Rs. 8846 lakhs during the year 1997-98 to Rs. 31250 lakhs in 2001-02 showing an increase of over 253 percent. However, it showed a decreasing trend from 2002-03 to 2005-06 and the decrease too was quite high and found to be about 115 percent. Thereafter it again started increasing and increased in 2007-08. The increase in 2007-08 over 2005-06 was ascertained to be 199 percent. The overall compound growth rate was found to be 12.5 percent per annum.

In general the major income to the HSAMB was from the capital head except for the year (1998-99) during which the income from the revenue head was higher. The income from the loans and advances head was observed to be the lowest. The details of the data revealed that the share of income from revenue head varied widely from 16 percent in 2001-02 to about 43 percent in 1998-99. The trend analysis showed that even though no specific trend could be discernible, but the results revealed that the percentage share increased from 39 percent in 1997-98 to 43 percent in 1998-99. In 1999-2000, there was a tremendous decrease and the share decreased to around 18
percent. It was more or less constant in 2000-2001, but decreased in 2001-02. Thereafter, it showed an increasing trend, which continued up to 2004-05, during which the share increased to 26 percent. It again showed a decrease in the subsequent years and decreased to 14 percent in 2007-08.

Within the revenue head, the share of contribution from the market committees in respect of market fee collected under section 27 of the Act and licence fee collected under section 10 of Act was observed to be the maximum, which showed a wide variation and ranged from 73 percent in 2006-07 to 96 percent in 2000-01. The trend analysis revealed that the percentage contribution of the market fee decreased from 77 percent in 1997-98 to 74 percent in 1998-99. It showed a strategic change and increased to 95 percent in 1999-2000 and 96 percent in 2000-01. It showed a decline in 2001-02 (86%), but again showed an increase in 2002-03 (90%). Thereafter it showed a continuous decline and decreased to 73 percent in 2006-07, but increased to 90 percent in 2007-08. The percentage share of Misc. income, rent and suspense account was observed to be highest in the initial year of the study period 1997-98, which showed a continuous downward trend till 2007-08 except for the year 2000-01, when the decrease was slightly higher than the preceding period. The percentage share of interest on investment was the lowest during the year 2000-01 (2.6%) and was the maximum during the year 2006-07 (26.4%). The trend analysis revealed that the percentage share increased up to 1998-99, but showed a decline in 1999-2000 and 2000-01, showed a spurt in 2001-02 and was 12.6 percent. It again showed a decline in 2002-03 (8.3%), but thereafter showed a continuous increasing trend.

The percentage share of capital head account revealed that the percentage share decreased in 1998-99 to 36 percent from 55 percent in 1997-98. The share however showed an increasing trend and continued to increase up to 2002-03 (88%). From 2003-04 onwards, it showed a declining trend and decreased to 67 percent level in 2004-05, but again showed an increasing trend and increased to 83 percent in 2007-08. Percentage distribution of share within this head revealed no definite trend. The share of various constituents under the head showed changes in different years. The share of capital income though was found to be lower in the initial years, but was observed to be 84 percent in 1999-2000. It showed a decline and was found to be 55 Percent in 2001-
02, but thereafter it showed a continuous increase and increased to 99 percent in 2006-07, but reduced to 92 percent in 2008-09. The share of suspense account was found to be 36 percent in 1997-98, which increased to 82 percent in 1998-99. It was found to be meager 6 percent in 1999-2000, showed an increasing trend upto 2001-02 (38%), but a declining trend after words and continued to decrease upto 1 percent in 2006-07, but increased to 7 percent in 2007-08. Similar observations were observed in case of recoveries and miscellaneous income with slight variations here and there.

The trends of loans and advances revealed that the percentage share in the total receipts was 6 percent in 1997-98, which increased to 20 percent in 1998-99 and decreased to 2 percent in 2007-08 with slight variations.

The share of payments made by HSAMB varied across different years. However, in general, the share of payments made under the capital head was the maximum followed by revenue head. The data revealed that payments made under the revenue head varied from 12.4 percent in 2001-02 to 34.4 percent in 1998-99. Though no specific trend in terms of payments made from revenue head could be available, but the data revealed that the share of revenue head to the total payments made from revenue head revealed that the share of revenue head to the total payments increased in 1998-99 to 34.4 percent from 25.1 percent in 1997-98 showing an increase by about 37 percent. Thereafter, it showed a decreasing trend and decreased to only 12.4 percent in 2001-02, a decrease by about 64 percent. From 2002-03, it showed an increasing trend and increased to 25 percent in 2005-06 showing an increase by about 164 percent. It showed an decreasing trend again and decreased to 16 percent in 2007-08.

Within the recurring head, study of the share of different components of payments revealed that the share of salaries of the general establishments and works establishments was observed to be the maximum and ranged between about 71 percent in 2003-04 to about 93 in 1999-2000. No definite trend in respect of salaries could be ascertained and showed variations. The trend analysis of contingencies recurring expenditure revealed that the percentage expenditure to the total expenditure showed a decreasing trend from 1997-98 to 2005-06 and decreased from 9.3 percent in 1997-98 to 3.7 percent in 2004-05 registering a decrease of about 49 percent during the period. It however showed an increase in 2005-06 and 2006-07, but showed a decrease in
The share of miscellaneous expenditure was observed to be low and was observed to be around 3 percent in 1997-98 and 1998-99. It touched the lowest ebb (0.03%) in 1999-2000 and again started rising and was found to be the maximum during 2003-04 and 2004-05 touching the level of 23.9 and 24 percent respectively. It decreased to 6.9 percent in 2005-06, but again started rising and touched the level of 11.2 percent.

Analysis of trends of Capital expenditure revealed that major share of payments was made from the suspense account, where the payments were made for ongoing works of development in the mandis, creation of additional facilities in the mandis, repair works in existing mandis, construction of rural link roads, repairs and maintenance of rural roads constructed by market committees, repair of urban municipal roads and reserve stock etc. The trend of analysis on this head revealed that 70 percent of the total expenditure was made on this account in 1997-98, which increased to 93 percent in 1998-99. It showed a decreasing trend and decreased to less than 1 percent in 2001-02. It showed an increasing trend and increased to 44 percent in 2007-08, but decreased to only 5 percent in 2007-08. This was followed by the amount deposited with PWD for repair of rural road. In this case too, no definite trend could be ascertained. However the data revealed that it had a definite relation with the suspense account. The expenditure on this head moved the other way. If the expenditure on the suspense account were high, these were low on deposit with PWD. If the expenditure on both these heads is combined together, then about 90 percent to 95 percent of the total expenditure is made under this head except for the year 2002-03, when 33 percent of the total expenditure was made on the investments and other miscellaneous expenditure.

The trend analysis of the miscellaneous expenditure revealed that the expenditure in most of the periods was very little. Only the main years in which the payments were made on this account was 2002-03 (33%) followed by 1999-2000 (15%) and 2001-02 (10%). In short, it could be generalized that 90-95 percent of the funds during different years were spent on creating amenities either by the works establishment of the board or through the other state government organ the PWD. The
amount spent on the recurring and non-recurring was very little except for the year 1998-99 when it observed to be around 6 percent.

It could be further observed that the proportion of payment to the total receipt varied and was not dependent upon the total receipt. The results of the analysis revealed that in 1997-98, the proportion of expenditure to the total receipt was only 86 percent. It showed an increasing trend and increased to 109 percent in 2001-02. The percentage of expenditure to the income decreased to 102 percent in 2001-02 and 100.4 percent in 2002-03, but came down to 93 percent in 2003-04, but again showed an increasing trend and increased to 106 percent in 2005-06. It however came down to 82 and 88 percent in 2006-07 and 2007-08 respectively. The analysis further revealed that in most of the years the payments/expenditure was more than the receipts. The higher expenditure during the years was met from the balances available with the Board.

**PROBLEMS OF AGRICULTURAL MARKETING**

It could thus be generalized that HSAMB is doing a lot for the development of market, its infrastructure, but still the agricultural marketing is suffering with various weaknesses and problems. The weaknesses in general in the marketing system in Haryana are: Illiteracy and Under-developed People, Low Retaining/Bargaining Power, Grading and Standardisation, Cleaning of Produce, Market Linked Transportation, Assembling and Selling Facilities, Low Price of the Produce, Time Gap of Auction, Unavailability of Boarding and Lodging, Unavailability of Hospital Facilities, Non-availability of Sufficient Parking Place, Delay in the payment of the produce by the Arhtiyas/Procurement agencies, Sale in Villages, High Charges in the Mandis, Marketing Information, Lack of Credit Facilities etc.

**SUGGESTIONS FOR IMPROVEMENT OF AGRICULTURAL MARKETING**

- Though the farmers are getting the knowledge of production of crops from the various agricultural extension agencies and the NGO’s, but still their knowledge in marketing of agriculture produce is very poor, because of the prevailing illiteracy and backwardness. The farmers need to be given both the formal, informal and technical education to enable them to solve their problems.
• Another prominent problem is of low retaining power/bargaining power of the farmers, it is suggested that the farmers more particularly the marginal and small farmers should be provided the loans at lower rates for which the formalities should be reduced to the bare minimum.

• The production process is complete only when the produce has been marketed at a remunerative price. It is imperative that the marketing activity should be guided by certain principles, which could help in increasing the income of the farmers.

• Impurities, stones or the straw particles present in the grains lower the price offered by the traders-buyers in the mandis. It is therefore suggested to always bring the produce to the mandis for sale after duly cleaning it and removing the foreign particles.

• It is again suggested that all the varieties should be sold separately. The farmers could get a higher price because of the purchaser’s preferences for specific varieties.

• The transportation system which may help the marginal and small farmers could be improved or it could be market linked transportation system.

• Storage facilities in the production area as well as in the mandis need to be improved where the farmers could store their produce for a certain period on rent basis.

• As the procurement agencies/sheller owners accept a particulars range of moisture content, so many a times it is rejected. This problem of the farmer should be properly addressed and the crop with more moisture content or defective/discoloured and damaged grains be accepted.

• The prices of the farm produce should be linked with the price index as also with the inputs price cost. Moreover the MSP of the produce should be enhanced as per the index of production inputs.

• To help farmers decrease the cost of production, it is essential to provide free/subsidized power supply.

• The time gap between the arrival of the produce in the mandi and the time of auction is very high and hence needs to be reduced.
- The existing legislations are out-dated and are not in tune with the changing trends and technological inventions and the same needed to be updated.
- Various infrastructure facilities like parking facilities, medical aid/hospital/vetinary hospital needs to be improved.
- Action should be taken against hoarders, and black marketers, who create artificial scarcity and sell their stocks at higher prices affecting the consumers and producers alike.
- Counseling centers should be set up in the villages at Panchayat level for awareness of the farmers regarding the worth of their stocks that they can sell at better price.
- To get the fair, just and remunerative prices for farmers, direct marketing is another good option. Efforts could be made to lift the entire stock that the farmers are prepared to sell at an incentive price.
- Creating local outlets where the farmers sell their stock direct to the consumers or authorized buyers at fixed prices would help to a great extent in the marketing of agricultural produce.
- The small and marginal farmers should form their own cooperative marketing societies to obtain fair prices of their produce since cooperative marketing can confer multifarious advantages to the farmers.
- The two institutions viz. regulated markets and cooperative marketing developed together can help the farmers to a great extent and help in improving the marketing system. The activities of the marketing societies should be further diversified.
- To help the farmers to have adequate knowledge of prices, the market information system needs to be strengthened. Modern communication technologies like SMS on cell phones/mobiles and the FM radio stations, local cable network could be used to disseminate the prices prevalent in the market to the farmers.
- Contract farming needs to be encouraged.
• The overall environment prevailing in agriculture market needs to be improved. The ever present problem of corruption at various levels in the process, which seriously affects the impact on agricultural marketing

PROBLEMS FACED BY HSAMB

HSAMB is doing a lot of work to improve the condition of farmers by improving the agricultural marketing structure. The discussions held with the farmers, arhtiyas, marketing committee people and staff at the head quarter revealed that lot of problems both organizational & operational are being faced at the various ends. Some of the problems at HSAMB level are: Administrative Problems, Acquisition of Land, Selection of new site, Acquiring of Land, Litigation, Lack of Funds, Sub Standard Products, Problems faced in giving contracts, Lacking Technical Persons, Market information and market intelligence, Computerization and net working, Hindrances and Road Blocks, Expenditure on HSAMB, Development of additional facilities, Loop holes in various rules & regulations

SUGGESTIONS AND RECOMMENDATIONS

Because of the various problems faced by the HSAMB mentioned above, some suggestions which may help improve the system are being made.

• Since the Board comprises of bureaucrats-only I.A,S and HCS officers, who are no doubt very able and competent administrators, but they lack knowledge in agriculture and dealing with agriculture produce. Hence it is suggested that full time agricultural post graduates having wide experience in marketing of agricultural produce could be added as a full time member.

• The Board has expanded its activities manifold, to monitor and enforce the various rules and regulations with the present staff has become some what difficult, The number of post should be increased and the recruitment of additional staff due to the political or other interference be stopped altogether to save the expenditure.
- The working of the HSAMB should not be controlled by the Government and some autonomy should be given to the organization to deal with urgent matters and take the necessary decisions immediately.

- Transfers of the officers should be done only in the off season so that the work in the flush period may not suffer.

- Proper care should be given to the acquisition of land. While selecting the land, care should be taken to prefer the barren and uncultivated lands on which nothing grows, which will save the Board from several problems. Care should however be taken that the price of land fixed is realistic and can be well compared with the existing market price.

- Litigation should be avoided as far as possible. For the purpose a high level grievances committee to remove the grievances of the farmers as well as the employees should be formed at the headquarters and the affected parties should be given a chance to present their problems which should be resolved in a time bound manner.

- Funds should be generated by the Board/ Market Committees and the loopholes in the system should be plugged.

- License fee should be mandatory for all the functionaries and the rules may be tightened on this account. Proper supervision by the enforcement should be made and the rules and regulation laid down and amended from time to time be implemented religiously.

- The State Boards should help in and persuade the central government to declare the MSP at the time of sowing the crop, so that the farmers are able to decide the cropping pattern to follow. Board should take the initiative of persuading the various procurement agencies to start the procurement at the proper time and well before the produce reaches the mandis.

- The problems of the sheller owners, rice millers, floor millers and cotton ginners should be considered well in advance and the board can coordinate in solving those problems.
• Regarding the higher moisture content in paddy and percentage of discoloured and damaged paddy grains, the problem should be solved taking the positive approach.

• The market Committee should help the farmers in getting their payments as early as possible and should not be asked to visit the mandis time and again on this count.

• The mode of giving contracts for various construction jobs should be made transparent. Calling the quotations/tenders from the limited number of contractors enlisted with the Board could be avoided to bring in healthy competition. An attempt has been made in this direction by HSAM to computerize the system. This work could be expedited and should cover all the purchases made by the board.

• The board should employ/recruit technical persons preferably having agriculture and marketing background on permanent basis so that the planning could be done in a better way.

• The post of Agriculture economist/farm management specialist could be created at the headquarter, who should be assigned the job of periodical analysis of data related to the cost and expenditure so that the ways and means could be devised to reduce the cost as far as possible.

• Market information and market intelligence needs to be improved. Statistical wing at the HSAM headquarter may be created which should collect the prices of various agricultural commodities and disseminate to the various marketing committees in the state. The gap period of the information the farmers receive could be reduced significantly.

• A strong computer net work should be created. All the market committees in the state should be connected with the HSAM headquarter through the network. The data pertaining to all the market committees should be fed in the computers and headquarter should have an easy access to that. The data for the committees too can be analysed by the agricultural economist for various parameters which could help in reducing the cost and increasing the profit and efficiency.
• The aims and objectives and the policies of HSAMB should be very clear. The approach of Co-operative marketing, Organic farming and the Contract farming could be clearly spelled out. The role of their representatives in the governing body could also be spelled out clearly.

• The expenditure on the HSAMB could be curtailed down and the priority should be given to the expenditure on providing the facilities to the farmers and development of infrastructure in the existing mandis. Small and essential jobs involving small amount of money should be taken up immediately without delay.

• Loop holes in various rules and regulations, wherever possible may be plugged and made clear so that no body can take the advantage out of it.

• Above all the corruption and the corrupt practices, if any, could be tackled at the war footing.