CHAPTER VII

SUMMARY AND SUGGESTIONS

MARKETING EFFICIENCY:

Production is only half the story; proper marketing of the produce and remunerative price for the producer is the rest of it. The need to market a produce is closely linked with the need to produce. It is stated in the pre-text that in this tribal area the agriculture production leaves little marketable surplus at the end of marginal and small farmers as it is limited to the subsistence level.

The marketing efficiency depends on many economical and social factors such as, fair price to the sellers and buyers proper knowledge of the prevailing prices in the market, weights and measures, and the like. During the study it was found that the villagers were not aware of the four major points to market their produce efficiently, namely (i) right place to sell, (ii) the prevailing market prices in various urban and neighbouring market centres, (iii) the advantages of grading, packing, storing, etc. and (iv) lack of knowledge of demand structure for the products they sell.

The study of the sample markets shows that there are no adequate infrastructural facilities for marketing the products of small producer efficiently in the rural areas. The functioning of the market is dominated by private traders, who work against the interests of the small producers. In addition to this, the lack of proper warehousing and storage
facilities, especially for the perishable products and some of the forest products like - mahua, tamarind, etc. and lack of transportation and other ancillary facilities adversely affect the supply of farm and non-farm products in the weekly markets. The private traders pay less price to the tribals for the commodities they sell compared to co-operative marketing societies.

In the tribal areas, by and large, the tribal co-operative marketing societies are defunct, the monopoly and lobby of the petty traders, commission agents and wholesale traders have dominated over the market. This is another major reason for the inefficient marketing in the tribal areas. Exploitation is the basic factor, responsible for making the marketing efficiency in the tribal area, quite feasible. In the backward areas, the state machinery has geared to increase the production. Produce or perish is the common slogan. The distribution of the production in the backward areas is left to the traditional market forces which have only one objective of earning maximum profit as quickly as possible and in this game the weaker section suffers. The National Commission on Agriculture explains the marketing situation in the rural areas in the following words—"The traders come from town, bring with them cloth and general merchandise, usually of low quality but charge higher prices. In addition to the periodical 'haats' there are town based hawkers who visit the villages door to door. The goods carried by them are of low quality and often represent imitations. There are also representatives of big traders who visit the villages periodically and enter into bargain with
the producers to purchase their commodity. If a villager has to come to the town market, he has to undergo fatigue and waste his time and even then he cannot be certain with the urban traders to have a fair deal"¹.

Further, due to the lack of basic education and lack of appropriate organisational and institutional arrangement, the tribals cannot market their produce fairly and efficiently.

**SUMMARY:**

Bastar has in fact always been an unknown backwater of the river of Indian history. The early history of the Bastar State is yet obscure, but from the inscriptions of some epical and historical movements it appears that the Bastar State, had a heavy past. It is a part of Dandakaranya which exists since ages. The modern researches done on various historical and anthropological aspects indicate that Bastar is the famous land of the Ramayan age. The historical studies on Bastar also revealed that Mahakavi Kalidas took birth in this tribal land. Till the fifth century the history of Bastar was concealed. In the fifth century the Kings of Karnataka extended their kingdom upto Orissa and their chiefton ruled from Orissa to this Bastar area. Later, Pandyas, Cholas and Pallavas, the rulers of Tamil areas, extended their territory and reigned this place.

During the fifteenth century a permanent rule of the Kaktiya dynasty was established. Ananaddev was the first

¹ National Commission On Agriculture, Report 1976, Part XII.
ruler of the Kaktiya family. The Bastar state was taken over by the Britishers under their control after second revolt by the people of the Bastar state during 1875. The state merged into the Indian Union in the year 1948 after India achieved independence in 1947 when the King Praveer Chandra Bhanjdev just attained majority to rule his state. After the merger of the state it has become a district in Madhya Pradesh and recently has attained the status of revenue division.

Bastar is the biggest district in Madhya Pradesh spread in the area of 39060 sq.km. According to Griggson the area of the district makes it suitable for a separate state. It is equal to Kerala in size and larger than Belgium and as large as Holland in Europe. Maharastra, Andhra Pradesh and Orissa are the three adjacent states of Bastar district. It is situated on a plateau more than 2500 feet above sea level. The district received on an average 51" rainfall in an year. The irrigation potentiality in this district is only 27% which feeds the 10% of the need of crops. The land in this district is suitable for paddy cultivation.

Rice is the staple food of the tribals. Paddy is sown in 41.4% of the area, whereas minor millets cover 45% of the total cultivable land in the district. Oil seeds and pulses are sown in the 5.9 and 3.7% area respectively.

The tribals have very simple technology of cultivating their farms. They apply compost in very insignificant

quantity in the paddy field and are still reluctant to use chemical fertilizers and pesticides. The transplantation method is adopted by few farmers. The maximum number of farmers cultivate their fields in traditional way by broadcasting the seeds. The maximum proportion of the yield is consumed by the family.

The Bastar district possesses very feable infrastructure, because of inadequate transportation and communication facilities. In the villages, tribals live in small hamlets, which are linked with footpaths. There are 12% villages linked with all weather roads, 40% are linked with dry weather roads and 48% of the villages have no proper roads. The villages which are situated in the range of 51 - 100 kms. from the nearest town possess maximum dry weather roads. Most of the people come to the market from their nearby villages by walk. The auto-diesel transportation viz. bus, truck, taxi, etc. is limited in the district. The education, health, communication and other civil facilities are also inadequate in this tribal district.

The entire district is sparsely populated. The density of population is 47 person per sq.km. There are 218 weekly markets, functioning in the district. The attendance in the weekly market held in interior village such as Kutru, Darbha, etc. is within 1000 on an average. A weekly market serves its nearby villages falling in the radius of 16 kms.
The market centres in the hierarchical level may be classified into three categories - primary market centres, secondary market centres or 'Mandies' and wholesale market or 'Gunj'. There are only eight regular markets in the district. The weekly markets are locally known as 'Haat'. The 'haats' form the most effective economic net-work in the district. In the weekly markets the commodities brought from the villages and from urban areas are displayed. The people of different castes and trade attend the market. The locally produced farm and non-farm commodities are purchased by the different levels of traders. The traders sell these products in wholesale market.

The Mandi is in the second tier of market hierarchy. These markets are generally situated in towns. There are only eight Krishi Upaj Mandies in Bastar district. They serve only 20% of the farmers of the district. These markets usually serve an area of 20 kms. radius. The basic function of these markets is to serve as assembling centres of farm and non-farm produce but they also function as the distribution centres for the wholesale markets.

The wholesale markets are classified in the third tier of market hierarchy, where the produce is finally disposed off to the processor or assembled for export. In Bastar district there are two wholesale markets - Jagdalpur and Kanker, specialised in the export of the forest products such as mahua flower, mahua seed, tamarind, gum and the like.
Jaigdalpur is the export centre for Andhra Pradesh and Orissa whereas the farm and non-farm products are exported to Raipur and Durg districts from Kanker. The paddy and oil seeds like mustard, til, etc. are processed in the district in small quantity.

The farm and non-farm products are purchased by the private traders. The wholesale traders also purchase the produce through their agents. The private traders pay less for the farm and non-farm products, compared to the Cooperative marketing society. The produce collected in the weekly markets is graded and sold in the wholesale market.

The weekly markets taken for this study have been classified into three categories - the markets situated in the tribal-urban complex, tribal-semi-urban complex and the markets situated in the tribal complex. The markets in the tribal-urban complex are on the national and state highways. The markets falling in the second category are situated on the fair weather roads. The markets of tribal complex are in the interior places without proper road links.

The products imported from the urban areas like cloth, ornament, vessels, cosmetics, etc. are sold in the weekly market. The provision and fancy items are also displayed in the weekly markets.

The weekly markets usually begin in the forenoon and end before sun set at the regular bazar site. In the market place the sellers sit in rows. Many traders erect tent shops at their fixed place. The villagers sit in an open air.
The marketable surplus of paddy and cash crops is very little in this district. The maximum proportion of paddy is used for domestic consumption. The marginal and small farmers sell their produce to the private traders whereas the big farmers sell their produce in the cooperative marketing societies. The private traders pay less price for the paddy and cash crops compared to the cooperative marketing society.

Pulses and minor millets are sold in the weekly market with traditional measures—peili (equal to 1,400 kgs) and soli (equal to 400 gms). Among the pulses moong, urad and tuar is sold in the weekly market. The oil seeds are generally purchased by the private traders for cash. Among the oil seeds, mustard and fine and coarse variety of til is commonly sold in the weekly market. Mustard is also sold to the cooperative marketing societies in small quantity. The private traders pay less price to the villagers for mustard and till compared to the cooperative marketing society.

The villagers bring vegetables of different types for sale in the market between October and February. The vegetables are sold by the villagers in the traditional way. The vegetables are heaped and the price is fixed according to its volume. Bargaining is often carried on vigorously. On an average 25% price is reduced by bargaining in the weekly markets. The tribals receive little income by the sale of the vegetables. The vegetables are sold for cash.
In the 'haat', a tribal is really a seller first and a buyer later. In the weekly markets seasonal forest produce like mahua flower, mahua seed, tamarind, etc. are brought by the tribals for sale between December and April on an average. Mostly the forest produce is purchased by the private traders. The price of the different forest products vary in the weekly markets according to the price fluctuation in the whole-sale market.

The co-operative marketing societies also purchase the above forest products from the villagers on high prices compared to the private traders. Most of the villagers sell their produce to the private traders. The teak end salseed, gum, lac, etc. is purchased by the government through the forest department.

In the weekly markets, the cloth shops are in large number and are prominent. The mill made cloth with attractive colours and designs are displayed in the cloth shops. The hand-loom cloths are also sold in the market. The cloth traders visit the weekly markets in a hexagonal cycle all the six days of week conducting their business. The cloth merchants earn profit of Rs. 116 per week.

The tribals also purchase ornaments in the weekly market. Among the ornaments silver and gillet bracelets, neckrings, ear-rings and anklets are commonly purchased by the tribals in the markets. The gold is rarely purchased in the weekly market. The traders dealing with the ornaments fetch 30 to 40% profit out of the total sale per week.
The provision and general shopkeepers, selling rice, pulses, spices, potatoes, onions, garlic, soap, matches, commercially hand made candy, jaggary, salt in small quantity, tea and coconut, etc. occupy 30% of the market area in the weekly markets. The traders take 6.69% profit on the provision and general goods. The articles sold here are in little quantity and of inferior quality. The traders selling fancy items such as mirrors, combs, flash-lights, etc. earn 20% profit on each item.

The hotel owners also erect their tents on the market day. The villagers spend Rs. 0.35 on an average for tea, snacks, etc. The hotel owners earn net profit of Rs. 34/- on an average on the market day.

There are separate shops selling tobacco, betel nuts and candy on retail. The tobacco is purchased by large number of market visitors. Even in the smallest weekly market minimum two tobacco sellers are found selling the commodity on retail. They get 10% profit per kilogram of tobacco.

In the big weekly markets, which are situated in the tribal urban and tribal semi-urban complexes, the tailors, cobblers, blacksmiths and folk art makers attend on their business. The potters and blacksmiths are found in all the weekly markets. These occupation groups have demand for their products throughout the year.

Besides all the above commodities bought and sold, fowls and fish are also sold in the markets.
The seasonal variations are observed in the purchase of farm products and non-farm products. It is observed that the post harvest price of paddy is always low compared to the price paid in the months of April to June. On an analysis of the data collected in support of price movement in the marketing of mustard, it is observed that there is a continuous hike in the price of mustard since 1976-77 by 8.2% per annum on an average. The prices of vegetables increases between February and August. During the winter the vegetable prices are decreased.

The non-farm products such as mahua flower, mahua seed, tamarind, teak and sal seeds, etc. also undergo price variations. The prices of these commodities depend upon the wholesale market price. The prices of mahua flower and tamarind remains low between March and May. Later the price tends to increase upto July. The price of tamarind and mahua again decreases between August and October.

No variation in the prices of kirana, cloths, ornaments, cosmetics, provision are noticed during the study of the prices of two respective weeks of the weekly markets.

In the weekly markets, all the transactions are made in cash only. The credit and barter system is very limited in the weekly markets. Credit is very much limited among the tribals in the markets.

The traders visit weekly markets all the six days in a week. Generally, the buying traders sit on the outskirts of the market area or just outside the checkposts.
of the main road or footpaths connecting the weekly markets. The visitor's choice of the trader is limited. The villagers generally sell their products to the private traders sitting on the outskirts of the market area.

Exploitation of the tribals in the weekly markets is rampant. The art of buying and selling is still unknown to them. The tribals are neither good buyers nor good sellers. As a buyer too the tribal stands on a weak platform. They have no idea of the prevailing prices and the quality differences in the commodities in the market. As a seller he is not aware about the modern weights and measures and its value. He is obviously at a disadvantage to strike a profitable bargain. Above all these, tribals have to face the hooligan attempts of the traders.

SUGGESTIONS:

The weekly markets in the tribal areas are the only economic institutions based on social and cultural background. The tribal economy moves round the weekly markets. They have to be re-conditioned to draw an efficient and effective network of rural marketing in the tribal areas. With this view the following approaches are suggested:

1. Production and marketing are the two faces of a coin. Both are closely linked with each other. The agriculture production is very low in Bastar district. The forest products provide maximum income to the villagers of this district. The marginal and small farmers can be
benefited by providing the inputs at low cost to increase the level of production. The required inputs should be provided to the farmers in adequate quantity and in right time.

2. The marginal and small farmers should be ensured for correct payments for the produce sold. The co-operative marketing societies should ensure the villagers for correct weight and price for their products. An appropriate marketing programme should be chalked out for the same.

3. The tribals are not aware of the modern marketing techniques. Under such circumstances, if proper training is given to the farmers or producers, regarding all aspects of marketing, such as grading, standardization, packaging, storing, etc. it would ensure better price for their produce.

4. An economic system works best and in an efficient manner when appropriate road linkages are established. The location and provision of the missing infra-structure is a necessary exercise. To strengthen the inter-village economy, all the weekly markets have to be interlinked in tribal areas to activate and liberalize the movement of the goods and services. The villages falling in the radius of 15 km. should be linked to the market village. Market centres as central places, should be equipped with all necessary infra-structural facilities.
5. It is suggested to draw a plan to perform the effective and efficient marketing. The plan should include setting up of market reformative committees to check exploitation on the villagers and to ensure better price for their products. The committee should have five members—an agriculturist, trader, Sirpanch, Kandi representative and a representative of Block Development Office. The committee should regulate the market laws and try to stop the exploitation.

6. Sufficient financial allocations should be made for the development of marketing facilities. Such financial allocations for the marketing facilities should be towards the improvement of infrastructure. Shelters and warehousing facilities should be provided in the markets, where attendance is between 2000 to 3000 on an average. This would facilitate the marketing in rural areas.

7. In the big weekly markets where attendance is between 2000 to 3000, the market information cells have to be established with relevant staff to make the villagers aware of the prevailing prices. The unanimity in the prices should also be maintained during the market day, especially of the produce sold by the tribals.

8. The information regarding the prevailing prices of various farm and non-farm products in different weekly and wholesale markets should be broadcasted through All India Radio. Further, the social welfare department should provide a public radio in the radius of every 16 kms. to enable the
villagers to aware themselves about the prevailing prices of various commodities. The gram-sevaks or panchayat employees have to be entrusted with this responsibility.

9. It is observed that the petty traders enjoy monopolistic benefits to increase their profit. To check this practice, competition among the traders is to be created by strengthening cooperatives or government purchasing units as a strong counter. This would be a better alternative for the villagers to sell the produce for better price.

10. The cooperative marketing society should launch door to door purchasing campaign to collect the farm and non-farm products during the season on fair price. This programme would increase the business of the cooperative marketing societies, as well as ensure better price for the farm and non-farm products.

11. The cooperative organisation has to be modified to make it a strong counter of the private traders lobby in this region. This organisation should be set up in such a way that the primary producers should be the members of the society. This should be provided adequate infra-structure and other facilities. The working of these should be controlled by the elected executive body. This type of cooperative societies should only purchase the farm and non-farm products at the prevailing market prices. The membership should be given only to the tribals in such cooperative purchasing society. A check should be made over the cooperative purchasing society by the district level cooperatives.
12. The financial and credit support should be ensured to such Tribal Co-operative Purchasing Society. The society would also provide all basic facilities of marketing to the tribals such as grading, storing, market information and the like as well as would take up various operational steps involved in the course of marketing.

13. Further the Krishi Upaj Mandies have to be set up in every tribal development block and should purchase the farm and non-farm products brought by the tribals at fair price. At present the mandies which are existing do not cater the needs of all farmers as they are situated only in eight places. This set up would have a check over the exploitation done by the petty traders.

14. To the tribals, if they have to get real price for their produce, it is essential that the Government must forthwith eliminate the usage of traditional weights and measures and educate them in the usage of modern weights and measures. They should also be educated about the present pattern of currency. A wide programme should be prepared to educate the tribals in commercial economy with the help of the administrative staff and social workers.

15. It is suggested to construct the raised platforms and sheds in the weekly markets. This would ensure the sellers to display the commodities safely in summer and rainy season. Shelter is one of the prime necessities of the sellers in weekly market.
16. The forest produce is mainly sold in the weekly markets. The agriculture production is very low in this district so the tribals have little marketable surplus. The efforts should be made to increase the farm productivity. To serve this purpose, a collective farming may be adopted under the intensive supervision of the agriculture department.

17. The hooliganism of the private traders such as squeezing their product by force, etc. should be completely stopped. The entire trade should be conducted in the market place only and those who break this rule may be punished. The traders should not be allowed to purchase the farm and non-farm products at the outskirts of the market.

18. The co-operative marketing societies should be allowed to function as multipurpose co-operatives in all the market villages of above 1000 population. They should display the essential consumption goods on fair price. Atleast every Large Scale Multipurpose Co-operative Society (LAMPS) situated in panchayat village should provide this facility. The co-operatives functioning in each market village should also purchase the farm and non-farm products from the tribals.

19. The trade between the seller and co-operatives or government purchasing unit is to be motivated by respective organisations to alleviate the exploitation done by the private traders. This practice would also ensure better price to the sellers.
20. The practice of selling the commodities of fixed quantity for fixed price is to be carried on till the tribals are fully educated about the modern weights and measures. A regular training should be given to them in this regard.

21. In the tribal areas, the weekly markets are not only economic institutions but are also places of congregation for religious and cultural activities. Therefore, the markets should be made more attractive by proper sitting arrangements for the sellers in the market place. The sites should be classified for the sale of classified commodities. Other ancillary facilities like water, electricity, shelter, etc. should also be provided in the market place.

22. To support the village economy, the trade protection should be given to the rural artisans, folk-art workmen, weavers etc. The sale of commodities imported from the urban areas have dominated the sale of commodities brought from the rural areas. This sort of market trend has badly affected the rural economy in the Bastar district.

23. Some of the social-habits of the tribals have been systematically exploited by outsiders. For example, drinking is an integral part of the social life on the tribals. This has badly affected the tribal economy. So a prohibitory check has to be made over the commercialization of distilled liquor and sulfi (juice of a tree which is used
for intoxication) as well as its consumption at least on market days. These are purchased by the outsiders at very cheap rate and smuggled in the adjacent districts of the states Madhya Pradesh, Orissa and Andhra Pradesh. This will help to recondition the rural economy.

24. The state government and other organisations should purchase the products of the rural artisans and pay better price for their workmanship. The art pieces of rural artisans of the district should be displayed in the emporiums of State Handicrafts Board. The Khadi and Village Industry Board and Handicrafts Board may purchase the same from the rural artisans.

25. The marketing is an economic process to better the individual and shape the regional economy, but exploitation is a social evil - a crime which is to be checked and rooted out by organisational and voluntary efforts.

26. It is observed during the study that the products which are imported from the urban markets dominated the sale of village and cottage industry products in the weekly markets. This trend of dumping has affected the rural economy adversely. Thus the tribals get very poor market for their products.

There are many rural artisans like goldsmiths, blacksmiths, carpenters, etc. who have migrated from Raipur, Durg and Ajnandajon districts of M.P. They are well skilled in their occupation compared to the native artisans of this district. Most of the tribals are now loosing their skill of preparing best folk art pieces due to lack of proper
market. Therefore the rural artisans should be ensured to get good market for their products. They should also be given financial assistance on low interest rates to reset their business. The government must forthwith to implement this scheme to strengthen the village economy.

27. The weavers in Bastar district are mostly non-tribals. It was found during the study that the per family weaving potentiality of cloth among the weaver castes in Bastar dist. was very low. The quality they produce is unable to compete with the millmade cloth. Therefore, the demand for the handloom cloth is gradually reducing in the weekly markets. It is therefore suggested that proper training should be given regarding the modern techniques and designs, by the State Handloom Board to improve their skill and dexterity and re-establish their market. The weavers cooperative societies should be organised to purchase and sell the weavers product at the village level. This sort of organisational arrangement would create more hope and scope among the sellers and buyers in the weekly markets.

28. The misutilization of live stock in this tribal district is high. The cattle wealth is not used properly as a media to uplift their economic life. The milch cattle are not exploited properly by the tribals. A dairy industry would be a very profiteering experiment in this area. They are now run by the outside enterpenures on small scale in Bailadila, Bacheli, Jagdalpur, Kondagaon and Kanker Towns.
The veterinary department may take up this plan on cooperative basis where only the milk producers may be given membership, on primary level. The Primary Milk Cooperative Society may collect milk from the villages and sell it on the fixed price to the consumers. Such cooperatives may be organised at the tahsil level. The payments may be made to the milk producers a day before the weekly market is held. This sort of cooperative milk organization would give better scope for the marketing of milk in this tribal region.

29. The veterinary department should be well equipped to take care of the livestock. The veterinary services should be extended to each panchayat village. The mobile veterinary services have to be provided to cover each village in the district.

30. The training should be given to the villagers in tanning and tanning to use the skin of dead cattle. The Khadi and Village Industries Board may take up this issue. The shoe making industry may get good market in the tribal area. This may create a change in the life style among the villagers. The by-products of dead cattle may also be used for relevant purposes. This sort of training would surely prove its worth.
SUMMING UP:

The weekly markets not only have a socio-economic importance at the village level but they are also responsible in making the regional economic set up. Under the tribal area development planning strategies, the incentives to the weekly markets would be a scientific proposition.
An Economic Analysis of Weekly Markets of Bastar District

Case No. "QUESTİONNAİRE" Date

Section I (Interview Schedule)

General Information about the Weekly Markets:

1.1 Name of the (i) market village
    (ii) development block
    (iii) tahsil
    (iv) population

1.2 Distance from (i) the nearest town
    (ii) the main road
    (iii) the block headquarter
    (iv) the mandi
    (v) the wholesale market

1.3 Name of the nearest town.

1.4 (i) The day of the weekly market
    (ii) The time of the market sitting

1.5 Important markets or fairs held annually -
    (i) name of the village
    (ii) number of fairs
    (iii) duration of fair(s)
    (iv) name of the month

1.6 Mode of transportation -
    (i) on foot
    (ii) by cart
    (iii) by bicycle -
(iv) by auto-diesel vehicles -
(v) by horse.

1.7 Type of road(s) linking the weekly market village-
(i) all weather road
(ii) fair weather road.

1.8 Do the buses ply to the market village -
(i) daily
(ii) only on the market day
(iii) from which place the buses ply

1.9 Permanent shops in the village -
(i) No. of shops
(ii) Kind of shops

1.10 (i) No. of shops on the market day
(ii) Kind of shops on the market day

1.11 (i) No. of rural artisans attend the market
(ii) Category of rural artisans
(iii) Particulars about the products of rural artisans

<table>
<thead>
<tr>
<th>S.No.</th>
<th>Type of products</th>
<th>Quantity</th>
<th>Village of Caste</th>
<th>Price of the artisan sold</th>
</tr>
</thead>
</table>

1.12 General facilities available in the market village -
(i) Raised platforms for the sellers-
(ii) Shelter for the traders -
(iii) Retiring place for buyers and sellers
(iv) Warehouse facility
(v) Electricity
(vi) Drinking water-
1.13. Is there any Co-operative marketing society in the market village - If yes,
   (i) Type of co-operative marketing society -
       (a) Primary co-operative marketing society
       (b) LAMPS

1.14 What is the function of the Cooperative marketing societies -
   (i) Purchase of farm and non-farm products -
   (ii) Sale of provision and necessary commodities .

1.15 Is the purchase of forest products done by the forest department in the village market village -

Section - II

Information from the Rural Seller/Buyer:

2.1 Name of the informant -

2.2 The informant's (i) age -
   (ii) caste
   (iii) sex
   (iv) education

2.3 Name of the village of the informant -
   block
   tahsil -

2.3 Distance of the village from
   (i) the weekly market -
   (ii) the main road

2.4 Occupation -

2.5 Are you a farmer, if yes, state -
   (i) the total cultivable land
   (ii) net sown area -
   (iii) types of crops taken
   (iv) source of irrigation -
2.6 What is the cost of production -

<table>
<thead>
<tr>
<th>S.No.</th>
<th>Inputs</th>
<th>Cost (Rs)</th>
<th>Area of application</th>
<th>Inputs purchased from</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Seeds</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2.</td>
<td>Fertilizer</td>
<td></td>
<td></td>
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<tr>
<td>3.</td>
<td>Pesticides</td>
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</tr>
<tr>
<td>4.</td>
<td>Implements</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5.</td>
<td>Labour</td>
<td></td>
<td></td>
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<tr>
<td>6.</td>
<td>Other (specify)</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

2.7 Total cost of production

2.8 Total production - Quintals

2.9 Does the informant have any additional occupation

(i) type of occupation

(ii) total cost involved therein

(iii) total production -

2.10 If the informant is rural artisan:

<table>
<thead>
<tr>
<th>S.No.</th>
<th>Name of the commodity sold</th>
<th>Cost of production</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Raw material 2.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Labour 3.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Fuel 4.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Transportation 5.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Others 6.</td>
</tr>
</tbody>
</table>

Total cost 7.  
Total sale 8.  
Total earning 9.

2.11 If the informant collects the forest produce and sell -

<table>
<thead>
<tr>
<th>S.No.</th>
<th>Name of the commodity sold</th>
<th>Cost of collection</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Labour 2.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Transportation 3.</td>
</tr>
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<td></td>
<td></td>
<td>Others 4.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Total cost 5.</td>
</tr>
</tbody>
</table>

Quantity sold 6.  
Purchasing unit 7.  
Amount received 8.
2.12 How many markets do you visit in the week.

S.No. Name of the market villa. the native villa. conveyance

2.13 What is the time of attending the market —

2.14 What is the purpose of selling the produce (i.e. the amount earned)

(i) to buy necessary commodities
(ii) to enjoy in the market
(iii) to gamble
(iv) to consume liquor
(v) to spend money on religious matters
(vi) to meet domestic celebrations viz. marriage, death etc.
(vii) others (specify)

2.15 What type of commodities you sell in the weekly market —

<table>
<thead>
<tr>
<th>S.No</th>
<th>Name of the commodity</th>
<th>Quantity</th>
<th>Price Rs. per Kg. commodity</th>
<th>To whom the commodity is sold</th>
</tr>
</thead>
</table>

A. Farm Products:

1. Paddy
   (i) Fine
   (ii) Coarse

2. Rice
   (i) Fine
   (ii) Coarse

3. Pulses
   (i) Moong
   (ii) Urad
(iii) Arhar
(iv) Tuai
(v) Horse gram

4. Minor millet
(i) Ra"i
(ii) Andia
(iii) Koda
(iv) Kosara
(v) Kutki

5. Oil seeds
(i) Mustard
(ii) Til fine
(iii) Til coarse
(iv) Linseed

B. Kitchen garden products:
(i) Vegetables
(ii) Fruits

6. Miscellaneous Products:
(i) Bell metal artisans
(ii) Articles of wood-carving
(iii) Bamboo Articles
(iv) Pottery
(v) Others.

2.16 How much amount you earn on the market day
2.17 How much amount you spend on

(i) purchasing of necessary commodities
(ii) Gambling
(iii) consuming liquor
(iv) religious matters
(v) social matters.

2.18 Which of the things do you buy in the weekly market-

<table>
<thead>
<tr>
<th>No.</th>
<th>Name of the commodity</th>
<th>Qty.</th>
<th>Duration</th>
<th>From whom</th>
<th>Price per unit</th>
<th>Total amount spent</th>
</tr>
</thead>
</table>

---
1. Grains
2. Minor millets
3. Spices
4. Salt
5. Red chillies
6. Tea
7. Jaggary
8. Sweet meat
9. Parched rice, gram etc.
10. Cloth
11. Ornaments
12. Vessels
13. Cosmetics
14. Bangles
15. Fancy articles (specify)
16. Matches, lighters, etc.
17. Shoes
18. Agricultural implements
19. Tailoring and other charges
20. Miscellaneous.

2.19. What types of weights and measures do you use for selling your commodities -
    (i) Traditional weights and measures
    (ii) Metric system measures.

2.20 If barter trade is adopted by you then

<table>
<thead>
<tr>
<th>No.</th>
<th>Name of the commodity</th>
<th>Exchanging commodity</th>
<th>Purchasing Unit</th>
<th>Ratio</th>
</tr>
</thead>
</table>
2.21 Are you satisfied with the exchange ratio

2.22 How many members of your family visit the weekly market -

<table>
<thead>
<tr>
<th>No.</th>
<th>Name</th>
<th>Relation</th>
<th>Age</th>
<th>Sex</th>
<th>Do they attend weekly market regularly</th>
</tr>
</thead>
</table>

2.23 Do you bargaining with the buyers/sellers, if Yes-

(i) how it affects the price

(ii) how much price is reduced/increased

(iii) Are you satisfied with the price after bargaining

2.24 How much amount do you save out of the earning of the weekly market.

2.25 How do you feel in the weekly market -

(i) Market is place of enjoyment over the village monotony

(ii) It induces for self-development to come at par with the out-siders.

(iii) It is an institution to learn urban civilization.

(iv) It is only a media to sell and purchase the commodities.

(#) It is the place where the outside businessmen exploit the villagers.

(vi) any other view.

Section III

Information from the urban traders:

3.1 (i) Name of the trader-

(ii) Residential place

(iii) Native place.
3.2 Name of the market village -
(i) Week day -
(iii) Distance from residential place -

3.3 At what time do you set your shop in the market -

3.4 How many markets do you visit during the week -

<table>
<thead>
<tr>
<th>No.</th>
<th>Name of the market village</th>
<th>Distance from residential place</th>
<th>Distance from the market attended</th>
<th>Type of week conveyance facility</th>
</tr>
</thead>
</table>

3.5 What is the nature of your trade -
(i) Purchase of farm and non-farm products (rural)
(ii) Sale of finished goods (rural/urban)
(iii) Purchase and sale both.

3.6 Are you a (i) full time trader
(ii) part time trader -

3.7 If you are part time trader -
(i) What is your principal occupation
(ii) What is your income from the main occupation ("Rs." weekly/monthly/yearly
(iii) Where is your place of work.

3.8 How much you earn on the market day -
(i) Gross earning - "Rs."
(ii) Net earning - "Rs."

3.9 Give the details of the purchase (buying trader/selling traders)

<table>
<thead>
<tr>
<th>S.No.</th>
<th>Name of the commodity</th>
<th>From where you purchase the commodities</th>
<th>Quantity</th>
<th>Price per unit</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td>WS BR RS</td>
<td>3</td>
<td>4</td>
</tr>
</tbody>
</table>

Transportation charges, Labour Taxes, Total cost.

WS - wholesaler, BR - big retailer, RS - rural seller.
3.10 How much quantity do you sell in the week -

(i) In the weekly market
(selling of finished goods)

(ii) In the wholesale market
(selling of farm and non-farm
products purchased from the rural sellers)

3.11 What is channel of selling the non-farm products purchased from the rural sellers -

3.12 How much quantity of commodity do you sell in a weekly market.

<table>
<thead>
<tr>
<th>S.No.</th>
<th>Name of the sector to which the commodity belongs</th>
<th>Type of commodity</th>
<th>Period of price fluctuation</th>
<th>Change in price in particular occasion</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1.</td>
<td>Farm products</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2.</td>
<td>Non-farm products</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4.</td>
<td>Fancy articles</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5.</td>
<td>Cloth, ornaments &amp; Vessels</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6.</td>
<td>Miscellaneous</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
3.17 Do you find fluctuation in the price throughout the year -

3.18 Comparison of the prices received/paid by you during the prevailing week and previous week.

<table>
<thead>
<tr>
<th>S.No.</th>
<th>Name of the commodity</th>
<th>Name of the weekly market</th>
<th>Price paid/received (Prevailing week)</th>
<th>Price paid/received (Previous week)</th>
</tr>
</thead>
</table>

3.19 If you purchase farm and non-farm products from rural sellers in the weekly markets -

<table>
<thead>
<tr>
<th>S.No.</th>
<th>Where do you sell them (Name of the market)</th>
<th>Place of market</th>
<th>Quantity sold</th>
<th>Price @</th>
<th>Total cost incurred in procuring the produce from the weekly market.</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Amount received</th>
<th>Profit or Loss</th>
</tr>
</thead>
<tbody>
<tr>
<td>7</td>
<td>8</td>
</tr>
</tbody>
</table>

3.20 How the transactions tell upon your business -

(i) High profit
(ii) Low profit
(iii) Normal profit
(iv) Recoverable loss
(v) Irrecoverable loss

3.21 How much price you paid for the purchase of farm and non-farm products during the last season of their supply in the weekly market -

<table>
<thead>
<tr>
<th>S.No.</th>
<th>Name of the market</th>
<th>Name of the products</th>
<th>Price</th>
</tr>
</thead>
</table>

----------------------------------
3.22 What type of weights and measures do you use -
   (i)  traditional
   (ii) Metric system weights & measures.

3.23 Are you well-versed with the local dialect(s) -

3.24 How do you conduct your business in the weekly market -
   1.  Alone
   2.  With business partner
   3.  With family member(s)
   4.  Engage labourer/weighman

   * if self or family
   labour the opportu-
   nity cost.

3.25 Which type of transactions you prefer -
   1.  Cash transaction
   2.  Barter
   3.  Both

3.26 If you prefer or deal with barter to some extent -

<table>
<thead>
<tr>
<th>S.No.</th>
<th>Commodity purchased (A)</th>
<th>Commodity exchanged (B)</th>
<th>Ratio</th>
<th>Value in cash</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

3.27 Are you a licensed trader -

3.28 Is the present business your hereditary occupation -

3.29 Have you any warehouse in the market village -
   If yes, -
   (i) its location
   (ii) own or rented -
   (iii) its capacity -

3.30 Do you pay tax in the market -
   If yes,
   (i) The Panchayat tax -
   (ii) The Mandi tax -
   (iii) The government tax for forest products.
Section - IV

Information from the Co-operative and Government Purchasing Units:

4.1 What type of commodities are purchased by the Co-operating Marketing Societies -

<table>
<thead>
<tr>
<th>S.No.</th>
<th>Name of the Commodity</th>
<th>Price per Kg purchased</th>
<th>Quantity purchased</th>
<th>Total purchase in 79-80 market</th>
</tr>
</thead>
</table>

4.2 Do the Co-operative marketing societies purchase the farm and non-farm products in all the market villages -

4.3 Where there are no Co-operative Marketing Societies how the farm and non-farm products are purchased -

(i) Through the representatives of Co-operative Marketing Society (Samiti Sevaks) -

(ii) Any other arrangement -

4.4 Do the Co-operative marketing societies purchase farm and non-farm products on the government approved rates -

4.5 Do the Co-operative marketing societies ensure correct weight and price to the seller -

4.6 How many persons sell their farm and non-farm products in the Co-operative marketing society on the market day.

4.7 Do the primary co-operative marketing societies/ LAMPS sell essential commodities openly in the weekly market.

4.8 Where the Cooperatives dispose off the purchased farm and non-farm commodities in the weekly markets -

<table>
<thead>
<tr>
<th>S.No.</th>
<th>Name of the Commodity</th>
<th>Selling place</th>
<th>Selling price</th>
<th>Quantity sold</th>
<th>Market</th>
</tr>
</thead>
</table>
4.9 What type of forest products are purchased by the forest department -

<table>
<thead>
<tr>
<th>S.No.</th>
<th>Name of the weekly market commodity</th>
<th>Price</th>
<th>Total quantity purchased on the market during day</th>
<th>Total purchase during 1979-80</th>
</tr>
</thead>
</table>

4.10 Who purchases the forest products in favour of the department -

(i) Name of the employee -

(ii) Name of the Supervisory officer -

4.11 Who purchases the forest products in the interior villages where there is no forest depot or range office -

<table>
<thead>
<tr>
<th>S.No.</th>
<th>Name of the village</th>
<th>Commodity purchased</th>
<th>Price per Kg</th>
<th>Quantity purchased during the market day</th>
<th>Total cost of purchasing</th>
</tr>
</thead>
</table>

4.12 When do the venders/departmental employee purchase the forest produce -

(i) All the days in the week

(ii) Only on the market day

(iii) As per the official order

4.13 How many persons sell the forest products in the departmental stalls/depots -

(i) On the market day -

(ii) In the week

4.14 How the forest department sell the collected forest produce further -

(i) By tender

(ii) By auction -

(iii) In Mandi

(iv) In wholesale market -
How the Co-operative marketing societies and government purchasing units check exploitation and ensure better prices to the villagers -

(i) By ensuring correct weight and price -

(ii) By educating the villagers in modern weights and measures.

(iii) By encouraging the villagers to sell the produce to them for better price

(iv) By providing incentive offers to the rural sellers.