Chapter VII
Summary, Conclusions and Suggestions

This Chapter highlights on the overall summary of the study, important conclusions drawn by the researchers and important suggestions made by the researchers regarding to this study.

After a careful presentation of the introduction and concept of Agricultural Produce Market Committees. It presents conclusions about different aspects of the topic under consideration and observations about the survey made so far. The conclusions drawn in this chapter the conclusions are based on the primary and secondary data collected with concerned parties interviewed during the field survey and systematically analyzed in the chapter-wise study. The hypothesis has been tested and verified with the object of this research work. Recommendations are made after a detailed and objective analysis of the market functionaries related to the Agricultural Produce Market Committees like chairman, secretary, traders, commission agents and farmers. Various managerial aspects of these functionaries are studied. Recommendations therefore, are related to the improvement in financial management, upgradation of working and broadening of the work area of the Agricultural Produce Market Committees. The researcher has aimed chiefly at the development of the financial position of Agricultural Produce Market Committees and the improvement in the Agricultural Produce Market Committee working while making recommendations.
This chapter are divided into four different parts i.e.

A) Summary of the present study.

B) Major Conclusions

C) Important Suggestions and.

D) Overall Conclusions

A) Summary of the Study:

The entire study is summarized in the following seven chapters:-

1) Introduction.
This chapter provides the basic premise for the research study. It gives a brief introduction of agriculture marketing in India, the types of agri business, scope of agriculture business; agriculture marketing and economic development is also discussed in brief in this chapter, the history and growth of agriculture marketing is also explained in brief. The chapter also includes objectives of the study, hypothesis tested, research methodology, methods and tools of data collection and, analysis of data.

2) Review of literature.
This chapter fourth deals with the overall review of the literature available on the particular topic. Literature is the most important part of any research. In this topic, the review is taken from articles and books regarding the research topic. This chapter is divided into two parts i.e. Review of Research Articles, Review of Books, thesis and other related published or unpublished literature on this particular topic.
3) Profile of APMC in Pune District.
In this chapter a brief review of socio-economic and geographic conditions of the district to enable us to know the background on which the Agriculture Produce Market Committees are functioning has been undertaken. In the historical, political, agricultural and Industrial maps of all the 35 districts of Maharashtra state, Pune district holds a leading rank in respect of sugarcane cultivation and sugar industry and other industries. For administration purpose it is divided Into 14 talukas Including Pune city, which is situated on Mumbai-Bangalore high way no. 4.

4) Organization and Management of Agricultural Produce Market Committees.
This Chapter covers the information about working and management of Agriculture produce market committees in pune district as well as Agriculture Produce Market Committees in Khed, Ambegaon, Shirur and Junnar talukas.

5) Sources of Income and Pattern of Expenditure of selected Agriculture Produce Market Committees.
This Chapter mainly deals with the analysis and evaluation of sources, of income, and uses of such income by selected market committees under study. Therefore, it includes an analysis and performance evaluation of income, expenditure, surpluses, deficits, financial support from other agencies, permanent fund, supervision fee and contribution to the state marketing board etc of the selected market committees in pune district. Further, it is also proposed to study whether the selected four market committees in the district have enough financial strength as expected by the Act.

This chapter sixth is the aims at analyzing the data collected under different heads in respect three important parts related to Agricultural Produce Market Committees - the Board of Directors, the Accounts/Finance officers and the traders and commission agents. For the convenience of analysis the chapter is classified into three parts which are as follows – Part I - This part consists of the analysis of the findings related to the financial analysis of selected APMC for the study. Part II – This part consists of the findings related to Board of Directors - viz; chairman and secretary. Part III- This part consists of the analysis of the findings related to traders and commission agents.

7) Summary, Conclusions and Suggestion’s

This Chapter highlights on the overall summary of the study, important conclusions drawn by the researchers and important suggestions made by the researchers regarding to this study.

B) Major Conclusions

1. Agricultural marketing plays a pre-dominant role in the economic development of Country. In which Agricultural produce market committees are the main establishments which are regulating the trade of agricultural commodities in the specified areas.

2. APMCs in their regions raise the Sources of income and deposit them for the creation of healthy atmosphere for buyers & sellers to trading the agricultural commodities.
3. The functioning of the APMCs has been regulated through the separate model legislations made by the Government from time to time.

4. Pune District is one of the rich & irrigated districts having larger production of agriculture commodities in the State of Maharashtra.

5. Junnar, Ambegaon, Khad & Shirur are the most irrigated talukas in Pune district. In these talukas, major cash crops are produced & traded through their respective APMCs. Since, the farmers & growers have gained a lot.

6. APMCs located in these talukas have contributing substantial contribution in the total revenue of the District.

7. The financial organization setup of all the APMCs is very sound. But there is monopoly of chairman & secretary in the day to day functioning of market committee.

8. There is an important role of Maharashtra state Agricultural marketing Board in the management of market committee. But it’s frequent interference in the functioning of the committee creates difficulties in financial decision making.

9. APMCs, Junnar is one of the leading market committee in Pune district in terms of revenue income as compare to APMCs, Ambegaon, Khed and Shirur. Its income accounts for more than 4 times of APMCs of Shirur.

10. There is larger expenditure has been made by APMCs, Khed on infrastructure facilities rather the APMCs of Shirur.
11. Surplus of income of APMCs Junnar is substantially high as compare to the surpluses of other APMCs i.e. Ambegaon, Khed and Shirur.

12. AMPC, Junnar has larger permanent funds with sufficient working capital; hence, it will be able to make more investment in different profitable activities.

13. Financial position of APMCs of Junnar & khed are very sound. It has more source of Income as compared to Ambegaon and shirur.

14. All the APMCs except APMCs of Junnar are indebted from state Government of Maharashtra & District central Co-Op. Banks. But they have not sufficient creditworthiness capacity to make repayment of loan in the few years.

15. APMCs of Ambegaon & Shirur have suffering from financial paucity because the source of income are very low as compared to junnar and khed APMC’s.

16. All the Selected APMCs are not following standard budgeting Practices for their future financial planning.

17. In the age of information technology, all committees have not adopted computerized accounting system yet.

18. There is no effective internal audit system in all the APMCs to strengthen sense of security in the minds of stakeholders regarding accounting accuracy & authenticity.
19. In regard of elections of the Agricultural Produce Market Committees, it is learnt that 100% sample Agricultural Produce Market Committees undergo the process of elections.

20. In respect with facilities provided to the officers and staff are concerned, it is learnt that facilities like transport are not provided and those provided are not properly provided.

21. It is observed on the point of appointment of sub-committees that the sub-committees do not work effectively and impartially even though they are legally established.

22. On the point of educational pattern, it is observed that 31.75% of the member of the BODS have completed their post-graduate education whereas 17.46% of the members have completed their secondary and higher secondary level education.

23. On the point of educational pattern of the employees it is observed that only 5.47% employees are post-graduate and 49.32% employees have completed their education up to the primary level.

24. It is observed on the point of propagation of market information to the farmers that 100% Agricultural Produce Market Committees use the newspapers as a media whereas only 33.33% are applying projection T.V. as a media for the propagation of market information.

25. In case of the impact of new economic policy, it is observed that, the selected sample Agricultural Produce Market Committees were not sensitive to the rapid changes in economic policies on
national and international level and they largely remained, unaffected. It shows their inability to face new challenges arising out of the new economic policies.

26. On the point of market fees, it is observed that, the selected sample Agricultural Produce Market Committees have acquired financially sound position during last ten years.

27. On the point of permanent fund raised by the selected sample Agricultural Produce Market Committees, it is observed that, they have made satisfactory progress on this account and have raised sufficient amount of permanent fund.

28. On the point of opinions of selected sample traders and commission agents about their transactions in the Agricultural Produce Market Committees and other places, it is observed that, they feel satisfied over the transactions in the Agricultural Produce Market Committees. The surveyed figure shows that, they are happy about competitive price, quick sale and representation.

29. It is observed on the point of purchase & sale of agriculture produce by the traders that, 72.73% traders transact onion, 63.64% traders transact potato, 48.48% traders transact vegetables in the Agricultural Produce Market Committees.

30. On the point of maintenance of the record of transactions made by the traders and commission agents, it is observed that 93.94% traders keep their up-to-date records.
31. 81.82% traders and commission agents had their annual turnover above one lakh and 19.18% traders and agents had their annual turnover up to Rs. 50,000/-.  

32. 75.76% traders and commission agents had their initial capital investment above Rs. 50,000/- and 18.18% traders and agents had their investment in the range of Rs. 20,000/- to 30,000/-.  

33. It is observed on the point of area and market transactions that 87.88% traders and commission agents transact in the local market and 60.61% traders and agents transact in the national market.  

34. Regarding the release of payment by traders and commission agents to farmers, it is observed that 84.85% of the traders and commission agents paid the payments within eight days and only 9.09% traders and agents paid the amount within 24 hours.  

C) Important Suggestions:  

1. APMCs should charge sufficient market fees from the concerned and such fees should be revised from time to time.  

2. APMCs should collect the deposits, from commission agents in accordance with their business turnover.  

3. APMCs should strengthen their financial wealth by making profitable investments out of permanent funds & also raise additional sources under the lead of other incomes.  

4. Chairman’s & Secretaries of respective APMCs should participate the directors in the day to day decision making process.
5. APMCs should adopt most implied Budgeting Practices in the preparation of Budgets.

6. APMCs, Shirur should raise its market fund by retaining certain balance from surplus from year to year.

7. APMCs Shirur should increase its permanent fund by plugging back certain incomes by making the savings in its expenditure.

8. APMCs Shirur & Ambegaon should increase their income sources.

9. APMCs Khed, Ambegaon & Shirur should mobilize more & more funds from their own resources & should make their disposal substantially on creating infrastructural facilities.

10. All APMCs in Pune district should modernize their workings the betterment of framers & growers.

11. Organization & management of all the selected APMCs should be based on the system ‘Portland Framers Market’ in America.

12. All the APMCs in Pune district should create sound competitive arena in trading agricultural produce in the interest of stakeholders.

13. In order to obtain larger benefits of globalization, Model Act should be effective implemented and it should amended from time to time in the light of changing circumstances.

14. APMCs in Pune district should adopt the concept of Market at the door of farmers in order to raise their financial strength.
15. APMCs in Pune district should make their trading electronically & have also adopt fully computerized accounting systems.

16. APMCs should follow the systems of internal control & internal audit to make their accounting system more transparent.

17. APMCs should participates the framers in the managing / Governing body by offering directorship.

18. Government should take initiative in the determination of ‘Minimum support Price’ based on cost of production of agricultural produce, make it obligatory on APMCs to follow such price in their trading.

19. A large number of farmers do not have sufficient level of annual income. That affects their standard of living and other developments. So the Agricultural Produce Market Committees should try to increase the level of their annual income.

20. The index of educational qualifications is very low in the case of farmers. So it very important that, the farmers should be motivated to complete at least degree level education. It will increase their confidence and competence.

21. There is a maximum number of farmers who have to go a long way from their house to the market yard for the sale of their agricultural goods. The Agricultural Produce Market Committees should try to reduce the distance between the farmers residence and the market yard and make the market facility available at a convenient distance.
22. The Agricultural Produce Market Committees should try to provide the essential facilities like timely market information, protection and other facilities, proper and scientific gradation to the farmers. These facilities are important and their availability would help the farmers in their transactions.

23. Most of the sample farmers are not satisfied with the working of the Agricultural Produce Market Committees and that, there is a feeling of discontent in them about the political interference. The Agricultural Produce Market Committees must improve their working and take notice of the farmers feeling about the political interference. They should try to reduce and as far as possible remove the political interference.

24. The Agricultural Produce Market Committees should take adequate measures to ensure that, the farmers run their agriculture business on profit basis.

25. It is a matter of worry that, a very small number of farmers get the benefit of all time water supply. The Agricultural Produce Market Committees should encourage the farmers to make some new projects of water storage and cultivate crops that require minimum water

26. The farmers should be assisted in the matter of the total recovery of their expenditure. This will result in the increase in income.

27) There is very urgent need of improvement on the part of the Agricultural Produce Market Committees that they should make prompt and timely payments to the farmers.
28. The Agricultural Produce Market Committees should motivate farmers to use advanced means of technology to receive agricultural information. The Agricultural Produce Market Committees should also make provision to make the information quickly and easily available to the farmers.

29. The Agricultural Produce Market Committees should help the traders and commission agents to increase their transactions and turnovers. This would mean the provision of various required facilities to the traders and commission agents.

30. The Agricultural Produce Market Committees should motivate the traders and commission agents to do their transactions in the national and international markets. This would give them exposure to the global level and expand their business.

31. The traders and commission agents do not make early payments to the farmers. The Agricultural Produce Market Committees should look into the matter and compel them to make early release of payments.

32. The farmers remain under heavy burdens from the marketing and financial point of view. They suffer natural calamities and are exploited by the market functionaries like traders and agents. Therefore the Agricultural Produce Market Committees should provide them some package of financial assistance and try to reduce the level of exploitation.

33. The adequate number of traders should participate in the open auction sale. The open auction sale should be conducted on all days because the farmers may suffer loss in the case of the
perishable goods like vegetable and fruits. It will do good for the farmers if the Agricultural Produce Market Committees develop the system in which authorized representatives of the Agricultural Produce Market Committee conduct the auction sale on the farm itself. It should also be suggested that only the license holders should take part in the open auction sale.

34. The warehouses/go-downs in the Agricultural Produce Market Committees should be utilized. The Agricultural Produce Market Committees should encourage the farmers to use these facilities.

35. All the Agricultural Produce Market Committees should take the agricultural information to the farmers. They should use easily accessible means of communication for the benefit of the farmers.

36. The Agricultural Produce Market Committees should make provisions to make the proper storage of perishable goods. This would help the farmers to store their goods and wait till the reasonable rate. The Agricultural Produce Market Committees should establish pre-cooling centres, cold-store and go-down at the village level.

37. The marginal farmers should be given adequate representation in the BOD of the Agricultural Produce Market Committee as per ratio of their numbers.

38. AGMARK grading should be made compulsory by incorporating suitable provision in the Act of the Agricultural Produce Market Committees. Besides these provisions in the Act, intense publicity in favour of grading must be given and awareness to this effect be made among the concerned market functionaries. Any sale
without AGMARK grading should be prohibited. Its violation must be made a cognizable offence. Grading facilities at producers level need to be increased.

D) Overall Conclusion:-
Market Committees are established to regulate the trade of agricultural commodities in a specified area. The APMC Act 1963 has provided many sources of income to a market committee. These sources are to be exploited by the committee for creating a healthy atmosphere for buyers and sellers in the specified area. In case of infrastructural facilities in the sample Agricultural Produce Market Committees, it is observed that, very important facilities are not provided by the Agricultural Produce Market Committees. These facilities include gradation unit, cold storage, laboratories, Post-office, Staff quarters and fax facility. The facilities which seem to be provided are not adequate and even some of them are in the state of complete replacement. In the regard of the rate of commission in the sample Agricultural Produce Market Committees, it is observed that, the rates are fluctuating in the four Agricultural Produce Market Committees with the same commodities. We do not find any uniformity and relationship in the fixation of the rate of commission in the sample Agricultural Produce Market Committees the rates are unreasonable and so unbearable to the farmers. It is observed that in the case of rates of hamali and weightment in the sample Agricultural Produce Market Committees considerably differ. For example, the rate of hamali in the Khed Agricultural Produce Market Committee is lower than other two Agricultural Produce Market Committees. In regard of the nature and classification of membership, it is observed that, all the members of the Agricultural Produce Market Committees are not the voters. Some of them are the direct voters and
some of them are representative voters. For example, farmer members of the Agricultural Produce Market committees are not the voters, but the grampanchayat members and primary agricultural credit co-operative Societies directors work as the representative voters on their behalf. It is also observed that the farmer members do not get sufficient representation in the Agricultural Produce Market Committees in relation to their number of membership.