Chapter –VII

Conclusions and Recommendations

7.1. Introduction

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7.1 Introductions:-

This chapter offers conclusions and recommendations based on the study of the sample ten Agricultural Produce Market Committees in the earlier chapters. It presents conclusions about different aspects of the topic under consideration and observations about the survey made so far. The conclusions offered in this chapter are based on the primary and secondary data collected and 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 follow conclusions in this chapter. Recommendations are made after a detailed and objective analysis of the market functionaries related to the ten Agricultural Produce Market Committees like chairman, secretary, traders, commission agents, farmers and various management aspects of these functionaries are studied. Recommendations, therefore, are related to the improvement of management, up gradation of working of the Agricultural Produce Market Committees. The researcher has aimed chiefly at the development of the farmers and the improvement in the Agricultural Produce Market Committees working while making recommendations.
7.2 Conclusions

Conclusions regarding the overall analysis of the management aspects of the Agricultural Produce Market Committees are given below.

1. 295 Agricultural Produce Market Committees have been established in the Maharashtra but the researcher has selected only ten Agricultural Produce Market Committees from one district. Turnover of 14% Agricultural Produce Market Committees is above Rs. one crore, Rs.50 lakh to Rs. One crore of 20% Agricultural Produce Market Committees, Rs. 25 lakh to 50 lakh of 24% Agricultural Produce Market Committees turnover and less than Rs. 25 lakh of 42% Agricultural Produce Market Committees.

2. It is observed that out of 1090 farmers’ sample, 53% farmers have acquired small lands, and only 2.01% farmers have acquired big lands.

3. It is observed that unirrigated land, pasture and uncultivated land is excess of irrigated.

4. It is observed that 83.21% actual farmers depend upon agriculture and 16.79% farmers depend upon on the secondary occupation of agriculture.

5. In regard of income from various sources, 25.60% farmers’ income is upto Rs. 150000, 41.47% farmers income is Rs. 150001 to Rs.300000 and only 1.28% farmer’s income is above Rs. 600000. In this area most of the respondents belong to the middle class.
6. In regard of education of farmers, 26.42% farmers are illiterate, 31.65% farmers have completed primary education, 26.88% farmers have completed secondary and higher secondary schools, 11.19% farmers have completed under graduation and 3.85% farmers have done post graduations. In this area education atmosphere is poor and very few farmers are professional and highly educated.

7. As regard to the family Status of farmers there are more nuclear families and less than 35% families are joint families in this area.

8. It is observed that 7.52% farmers stay more than 20Km. away from Agricultural Produce Market Committees and some farmers are not far away from the Agricultural Produce Market Committees.

9. In regard to the benefits derived from the Agricultural Produce Market Committees, coming agricultural produce in the Agricultural Produce Market Committees are sold quickly and farmers receive payment within 24 hrs., 69.63 % traders participate in the Lilav, Markets information centre are insufficient and reasonable and competitive prices are different from other institutions.

10. It is observed that agricultural business is not satisfactory because of the lack of new technology, unpredictable monsoon, effectiveness of pesticide, lack of water management policies and loan distribution.

11. It is observed on the point of opinion about Agricultural Produce Market Committees and the feeling of unrest about political interference, that 73.02% farmers are not satisfied with the working of the Agricultural Produce Market Committees. Because of the political interference.
12. In case of the availability of irrigation facility, it is observed that in the east and middle region of the district, farmers have adequate water for agriculture but north and south parts of district do not have adequate water for agriculture.

13. It is observed in the view of income and expenditure of farmers that 8.26% sample farmers feel that they get total recovery whereas 59.72% farmers feel that they get upto 50% recovery of their total expenditure.

14. It is observed from the point of own modern equipment used by farmers that 28.26% farmers use own equipment but 71.74% farmers do not use own equipment for agriculture produce.

15. It is observed the point of unfair practices that 78.71% sample farmers feel that they suffer from illegal practices in the Agricultural Produce Market Committees.

16. It is observed from the point of view of crop insurance, 69.72% farmers feel that they have not taken benefits of crop insurance.

17. It is observed that 50% sample of farmers do not get facilities provided by agricultural produce market committees as entertainment facility, farmers residence, rest house, telephone, gradation unit, cold storage, market information centre and fax facilities.

18. It is observed from the sample of farmers’ opinion about the functioning Agricultural Produce Market Committees during the field survey, that only 32.48% farmers are satisfied.
19. It is observed from the samples of farmers’ expectations from Agricultural Produce Market Committees are about market guidance, best management and mutual trust.

20. It has been observed that farmers do not collect their proceeds in a day, but 40% farmers take more than two days to collect their proceeds.

21. It is observed that Agricultural Produce Market Committees publishes arrivals and rates of agricultural produce in newspapers and displays on the T.V. but animal markets rates are not displayed in the newspaper and T.V.

22. On the point of opinions of 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 figures show that they are happy about competitive price, quick sale, Basic facilities and satisfactory representation.

23. It is observed on the point of the purchase and sale of agriculture produce by the traders that 85.19% traders handle vegetables; 77.78% traders handle Grains and 71.85% handle fruits in the Agricultural Produce Market Committees.
24. On the point of maintained of the record of transactions by the traders and commission agents, it is observed that 100% traders keep their records.

25. It is observed that 58.15% traders use modern measurement, 33.70% traders use electronic measurement and 8.15% traders use traditional measurement.

26. 47.04% traders and commission agents have their annual turnover above five lakh and 35.93% traders and commission agent’s turnover is above ten lakh and 17.03% traders and commission agents’ turnover is above twenty lakh.

27. It is observed that 100% traders and commission agents have renewed their licenses.

28. Only 26.67% traders and commission agents use their own transportation and remaining traders and commission agents’ use transportation on rent.

29. Only 8.08% rail transportation is used by traders and commission agents and 91.92% traders and commission agents use private transportation.

30. 39.26% traders and commission agents have their initial capital investment between Rs.500001 to 1000000, 26.67% traders and commission agents have their investment in between Rs. two lakh to five lakh, 20.73% traders and commission agents have their
investment in between Rs. One lakh to two lakh, 7.41% traders and agents have investment above Rs. Ten lakh and 5.93% traders and agents have investment upto Rs. one lakh.

The above position of traders and commission agent’s initial capital investment is adequate.

31. It is observed that the sample of 73.33% traders and commission agents use rental warehouse and their own godowns and 26.67% traders and commission agents do not use storage of goods.

32. It is observed that the sample of traders and commission agents have sent agricultural produce to 97.04% to retail traders, 77.78% to Traders and 21% to processor unit.

33. On the point of the release of payment by traders and commission agents to farmers, it is observed that 85.19% traders and agents pay the sale of proceeds within one day in cash and 7.41% traders and commission agents pay the proceeds within fifteen days; 2.96% traders and commission agents take more than 15 days upto a month to pay and 0.74% traders and commission agents pay the proceeds after a month.

34. It is observed that 69.62 % traders and commission agents have invested in commodity market.

35. It is observed that out of ten sample Agricultural Produce Market Committees, one Agricultural Produce Market Committee was established in between 1941-50. Six Agricultural Produce Market Committees were established in 1951-60 and remaining three
Agricultural Produce Market Committees were established in between 1961-70, 1971-80, and 1981-90 respectively. 60% Agricultural Produce Market Committees are established 50 years ago. 50% Agricultural Produce Market Committees are established 30 years ago.

36. It is observed that meeting of directors in Agricultural Produce Market Committees held 100% regularly.

37. We do not find any uniformity and relationship between the all Agricultural Produce Market Committees commission rate. In regard to the rate of commission in the sample Agricultural Produce Market Committees, in the fixation and reasonable rate of commission in the Agricultural Produce Market Committees, it is observed that the rates are variables in ten infrastructures with the same commodities.

38. In respect with facilities provided to the officers and staff; it is learnt that facilities like transport and Staff quarters are not provided and those provided are not properly provided.

39. It is observed that some sample Agricultural Produce Market Committees are small in the sub market yards.

40. In the case of the audit of sample Agricultural Produce Market Committees, it is observed that the audit is regularly conducted as
per the Maharashtra sample Agricultural Produce Market Committees act, 1963.

41. It is observed on the point of future plans of the sample Agricultural Produce Market Committees, that ten sample Agricultural Produce Market Committees will provide their future projects under this heading. It is also observed that they rely more on the government aids and other external assistance and do not think of becoming self sufficient.

42. On the point of educational pattern, it is observed that 56.32% of the member of the board of directors have completed their secondary and higher secondary education, 24.21% Graduation and 5.26% post graduation.

43. On the point of educational pattern of the employees, it is observed that only 63.64% employees are Graduate and 36.36% employees have completed their education upto post graduate level.

44. 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, and laboratories. These facilities which seem to be provided are not adequate and even some of them are in the state of complete replacement.
45. It is observed that in the case of rates of ‘hamal’ and weighman in the sample Agricultural Produce Market Committees are significantly different and the rate of ‘hamals’ are fluctuating in the ten Agricultural Produce Market Committees.

46. It is observed that the sample of Agricultural Produce Market Committees use media for transmission of market information as newspapers, magazines, annual report, information centre, internet, Training and exhibition.

47. It is observed that the sample of Agricultural Produce Market Committees are doing unsatisfactory progress in export activities like technical information and facilities 100%, production technology and transportation 90% and cold storage 80%.

48. On the point of market fees, it is observed that the sample Agricultural Produce Market Committees have acquired financially sound position.

49. It is observed that the license holders have increased traders, processors and more licenses should be issued to hamals.

50. On the point of permanent fund raised by the sample Agricultural Produce Market Committees, it is observed that they have made satisfactory increase on their account and they have raised adequate amount of permanent fund.
7.3 Recommendations

The researcher would like to give following recommendations regarding the management of the agriculture produce by the sample Agricultural Produce Market Committees and other aspects like services offered by the sample Agricultural Produce Market Committees.

1. A large number of farmers group have the land in considerably small quantity so that they do not fully utilize their land. The Agricultural Produce Market Committees should take initiative to promote farmers to take maximum crops.

2. Little land is irrigated so that the maximum farmers involve green innovation in vegetables.

3. Many farmers depend upon the agriculture as their main occupation. They do not get enough profit. The farmers should be encouraged to do agriculture business more actively.

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

5. Farmers are near to the ground educated in the selection sample area so that social responsibility of Agricultural Produce Market Committees should provide opportunity and to create awareness about education. It will increase confidence and aptitude.

6. Agricultural Produce Market committees should promote and encourage weekly markets in more villages because the farmers have limited members in their families.
7. There are a maximum number of farmers who have to go to a long distance from their home to the market yard for the sale of their agriculture goods. The agricultural Produce Market committees should decrease the distance between the farmers home and market yard and make the market facilities available at a convenient distance.

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

9. The farmers are dissatisfied for agricultural business so The Agricultural Produce Market Committees should help farmers by giving idea of marketing, taking consultation from expert by using new technology, effective pesticide and water management. Farmers should look positively towards agricultural business.

10. The large number of farmers are unsatisfied so there is very urgent need of improvement working of official, development of infrastructure and security of agriculture produce and reduce the political interference.

11. More than a half area of district is always drought affected area (lack of water) so the Agricultural Produce Market Committees should
promote farmers to use dripping water system, to take low water crop, to take perishable crop, and to Develop integrated water plans.

12. The farmers should be assisted by the Agricultural Produce Market Committees in the recovery of their investment from their agricultural produce. This will result in the increase in income.

13. 71.74% farmers do not use modern equipment for agriculture produce; farmers can form co-operative modern equipment society. By doing this they can buy excessive equipments and use these equipments on rent. Farmers should be taught the importance of ‘ivanaa sahkar naahI ]Qdar’ in their life.

14. The farmers feel that Agricultural Produce Market Committees do illegal practices. There should be transparency and accountability. Agricultural Produce Market committees should understand this social responsibility properly.

15. Most of the farmers do not take crop insurance. It is the responsibility of Agricultural Produce Market committees to motivate farmers to take crop insurance.

16. Agricultural Produce Market committees should provide facilities like farmer’s residence, rest house, gradation unit, cold storage, market information centre and security to the farmers.

17. Farmer’s expectation is that Agricultural Produce Market Committees administration should be ideal they should give proper management and market guidance according to the seasons. There should be mutual understanding between APMC’s and farmers.

18. Farmers cannot take sale proceeds daily from traders because they cannot come to market yard daily. Their payment should be
deposited in their bank saving accounts. It will avoid miscarriage of cash, pilferage of cash and transferring in the transactions.

19. The traders and commission agents are happy about competitive price, quick sale, basic facilities and satisfactory representation but they should also be given the licenses of other markets traders and commission agent and processing unit for more services.

20. The traders and commission agents should use electronic measurement.

21. Agreement should be made for traders, commission agents and farmers with transportation union for transportation of agriculture produce.

22. In Solapur districts Agricultural Produce Market Committees are near railway stations still only 8.08% railway transportation is used. To increase market of Agricultural Produce Market Committees, the days and timing of market committees should be according to railway timetable.

23. Every Agricultural Produce Market Committees require warehouse/godown. They should be in good condition. Farmers should be promoted to utilize warehouse/godown to keep their produce.

24. Agricultural Produce Market Committees should always promote process unit to take interest in market auction sale.
25. The Agricultural Produce Market Committees should fix at least price rate based on the cost of production. This price rate should be more than the actual cost of production so that the farmers get benefited.

26. The Agricultural Produce Market Committees should provide staff quarters and transportation to employees so that they will be quickly available at the time of season.

27. The main markets of Agricultural Produce Market Committees are established in the taluka places. The sub markets should be established around the taluka places. The sub markets should be established keeping in view the requirement of the area, the quantity of agriculture produce and the population. The Agricultural Produce Market Committees should see that market yards are available on a fairly approachable distance to the farmers.

28. The Agricultural Produce Market Committees are made for agricultural produce of the farmers and they give the service to farmers, traders and commission agents, acquiring the land, develop the yards, and payments of servant. All these are done to earn income they require the government aids. They should utilize their available resources and generate other resources to make self sustained development.

29. The board of directors should be sufficiently qualified or expert in the concerned departments. It is important that they should have completed at least graduation and post graduation level education and related competence and arrangements of training of management skills, information of APMC’s Act and his rights and responsibility.
30. The secretary is chief executive officer in the Agricultural Produce Market Committees and he implements the decision of management. Working team should be qualified and skilled. Good work for the arrangement of training programme and appointment of qualified employees should be done. The existing employees should be motivated to complete their higher education. The Secretary is appointed by the government or MSAMB and his payment is also paid by government. Apart from secretary all the Employees are appointed by APMC’s and their payment is also paid by Agricultural Produce Market Committee.

31. The Agricultural Produce Market Committees have failed to provide facilities of export marketing like as cold storage, technical guidance, laboratories and procedures of export activities.

32. The main source of income of Agricultural Produce Market Committees is market fees. It should be collected regularly from traders, processing unit and government. Rate of market fees should be revised.

33. Agricultural Produce Market Committees are facing the problems of Hamal, workers and securities. Agricultural Produce Market Committees should appoint Hamal, worker and more securities. On seasonable basis and should provide these workers and securities to traders and farmers.

34. The Agricultural Produce Market Committees should have other side businesses related to farmers like the processing factory. So farmers will get good income and their financial position will become sound.
35. Today Agricultural Produce Market Committees have strong competition of direct marketing and single window license, so best qualities of agricultural produce are not coming into market yard due to competition, Agricultural Produce Market Committees get fees.

36. The Agricultural Produce Market Committees should fully utilize its assets as land, Buildings etc.

37. The Agricultural Produce Market Committees should make five year plan and complete it.

38. The main feature of contract farming is that selected crops are grown by farmers under a buy-back agreement with an agency engaged in trading or processing. The important benefit is that farmers get fixed price rate. These types of farmers should be motivated and promoted by Agricultural Produce Market Committees.