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CHAPTER X

CONCLUSIONS AND SUGGESTIONS

10.1 INTRODUCTION

Analyses and interpretations made in the preceding chapters lead us to a number of conclusions. These conclusions are given in brief in this chapter. Suggestions for betterment of tanning and footwear industries in Kolhapur district are also given in this chapter.

10.2 CONCLUSIONS

10.2.1 HISTORY AND DEVELOPMENT OF THE TANNING INDUSTRY

1) Nowadays many things of daily use are made from synthetic-plastic material or from rubber. Shoes, sandals, chappals, belts, bags and suitcases are made from plastic materials of various kinds. But they have not been able to replace the leather articles completely.

2) Till the middle of the 1950's leather industry was spread all over the World. Developed countries of the West were the major producers of leather and leather products for domestic consumption and also for trading among themselves. But 1960's witnessed a gradual shift of scene from the developed to the developing countries.

3) Since 1985 India's leather commodities product sector has grown tremendously. She has diversified her markets and increased exports.
4) In ancient times when the caste system had not yet
crystallised, skinning and proper utilisation of the dead
bodies of the animals was a domestic affair of the owner
of the animals or his servants.

It was later that the tanning and leather industries
and trade became the special avocation of certain classes
of people and gave rise to vocational castes, which though
numerically important were considered depressed. As the
caste system took roots in our society, people began to
consider tanning and leather work as a work of low status
and those who were engaged in leather business were looked
down upon as untouchables.

5) Now the outlook of the society has been changing
a lot. Besides people from the Chambhar community, people
from other communities, even from higher communities are
entering the footwear and leather goods production and
sales business in growing numbers.

6) World Wars I and II gave an impetus to the
development of leather industry in India.

7) There is a complete ban on cow slaughter in India.
So, whatever cow hides are available for tanning purposes
in our country are from dead cows.

8) The policy of the Government during the past few
years has been to restrict progressively the export of raw
hides and skins, semi finished and finished leather and
to encourage the export of leather products only.
Export of finished products was encouraged by subsidizing the air freight, giving cash support to exporters of finished leather products and liberalising imports of machinery, chemicals and components. These measures have brought decisive changes in the structure of export.

**TABLE 10.1**

**INDIA'S SHARE IN WORLD LEATHER TRADE**

<table>
<thead>
<tr>
<th>Item</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leather</td>
<td>9.30</td>
</tr>
<tr>
<td>Footwear</td>
<td>0.54</td>
</tr>
<tr>
<td>Footwear Components</td>
<td>17.20</td>
</tr>
<tr>
<td>Leather Garments</td>
<td>1.70</td>
</tr>
<tr>
<td>Leather Goods</td>
<td>1.40</td>
</tr>
</tbody>
</table>

Source: Science Reporter Vol.30, No.2, February 1993

Table 10.1 indicates that the share of footwear components of India, in the world leather trade is highest, but the share of footwears is very small or negligible.

9) The leather industry constitutes a very important sector in our exports, earning valuable foreign exchange for the country. India today earns 7% to 8% of the total foreign exchange earnings from the leather industry. In the year 1991-92 India's leather and leather goods export was Rs.3214.71 crores. If everything goes as planned leather goods exports may even touch the level of Rs.10,000 crores by the turn of this century.
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Semi-tanned leather</td>
<td>152.3</td>
<td>82.7</td>
<td>50.3</td>
<td>12.6</td>
<td>4.0</td>
<td>0.1</td>
<td></td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>2</td>
<td>Finished leather</td>
<td>17.2</td>
<td>9.3</td>
<td>226.8</td>
<td>56.7</td>
<td>765.6</td>
<td>30.0</td>
<td>30</td>
<td>700.0</td>
<td>11.1</td>
</tr>
<tr>
<td>3</td>
<td>Footwear Components</td>
<td>0.5</td>
<td>0.3</td>
<td>45.1</td>
<td>11.3</td>
<td>586.0</td>
<td>23.0</td>
<td>800.0</td>
<td>12.7</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Footwear</td>
<td>9.7</td>
<td>5.3</td>
<td>33.8</td>
<td>8.4</td>
<td>210.4</td>
<td>8.2</td>
<td>1500.0</td>
<td>23.8</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Leather Garments</td>
<td>0.4</td>
<td>0.2</td>
<td>5.2</td>
<td>1.3</td>
<td>579.2</td>
<td>22.7</td>
<td>2000.0</td>
<td>31.8</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>Leather goods</td>
<td>4.0</td>
<td>2.2</td>
<td>38.6</td>
<td>9.7</td>
<td>408.6</td>
<td>16.0</td>
<td>1300.0</td>
<td>20.6</td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>Total</strong></td>
<td>184.1</td>
<td>100.0</td>
<td>399.8</td>
<td>100.0</td>
<td>2553.8</td>
<td>100.0</td>
<td>6300.0</td>
<td>100.0</td>
<td></td>
</tr>
</tbody>
</table>

* Target

It is seen from the Table 10.2 that previously Semi-tanned leather was exported in large quantities, but it has decreased tremendously upto 0.1% in 1991. The share in the export of footwear components, footwear, leather garments, leather goods on the other hand has increased tremendously.

10) Indian leather industry which for centuries remained in the folds of traditional crafts got transformed in the last two decades into a modern vibrant export oriented industry.

11) It is commendable that the industry is providing employment not only to men but also to women on a large scale.

12) Indian leather industry derives its strength largely from the huge raw materials base that India has, a strong technological support, easily available skilled labour and encouraging policies of the Government.

13) At present, under the Government of India's Industrial Policy, the manufacture of leather from raw hides and skins upto the Semi-finished stage and of leather goods, garments and footwear are reserved for the small scale sector.

14) Footwear making in India has remained a cottage industry for a long time and even today out of the total
estimated production of 350 million pairs of footwear, nearly 65% is from the cottage and small scale sector. Only during the last decade has there been a significant growth in the modern footwear making sector. So the export of footwears and footwear components is continuously increasing.

15) The leather industry in India is mainly export oriented. The industry should keep itself abreast, not only of the changing tastes and fashions, but also of the improved techniques of production, as the market abroad for leather is competitive.

16) As elsewhere in India, in Maharashtra also the leather industry is traditionally followed by the people of depressed classes. In Maharashtra, tanning and leather industry has flourished from historical times. General public, agriculturists etc. required various leather goods of daily use. But the real impetus the industry got was from the various kings and their huge armies.

17) With the establishment of the British rule in India, leather industry had to diversify its production. Shoes and boots of various types which the British and their armies required were in great demand. Besides footwears, the main leather products the industry produced were saddlery and harness, pakhals...and leather buckets or motts.
The tanning industry in Maharashtra developed in cities and villages which were on the main routes of the army movement and those the traders followed. In princely states the industry received patronage and support. It developed in suitable places where plenty of water and raw materials were available.

The educated people from the depressed classes entered the government or other services or professions and left the traditional business followed by their forefathers.

A majority of people from the Mahar community has left the hereditary work of flaying and disposing of the dead bodies of the cattle. Now in some places, people from the Mang community do this work.

People from the Kasab Community who are Muslims are the main suppliers of hides in cities. They slaughter the cattle and sell their meat. This is their main business. Khatiks sell the skins of sheep and goats.

The production of rubber and plastic chappals and shoes, as also P.V.C. soles reduced the demand for leather chappals and shoes. Rexin bags and purses reduced the demand for leather bags and purses. Such changes in demand hit hard the tanning and leather industry.

Merger of over 600 Princely States in India led to the disappearance of the traditional customers of tanning and leather industries.
24) Khadi and Village Industries Development Corporation, Mahatma Phule Backward Class Development Corporation, Central Leather Research Institute always help the tanning and leather industry.

25) In Maharashtra, as well as in Kolhapur district the process of "Bag Tanning" is commonly followed by the tanners. They produce large quantities of bag tanned sole leather. Babhul bark and myrobalan which is locally available is the main raw material used for tanning purposes.

26) Tanners obtain hides from two sources. (1) From fallen (dead) animals. (2) From slaughtered animals. All the hides and skins that are available in Maharashtra cannot be tanned here. Approximately 70% to 75% of hides and skins are sent to Tamilnadu, Uttar Pradesh and other States. The cost of raw hides and skins is therefore high in Maharashtra.

27) In Maharashtra people of the Muslim community are engaged in the trade of raw hides and skins. Not a single person from the Dhor or the Chambhar Community is engaged in this trade of raw hides and skins.

28) Besides Chambhars some other communities engaged in the footwear business are the Sindhis, Khojas and Bohras. Even some Brahmins are also engaged in this business. While a very limited number of small shops is owned by the Chambhars, others have established big, posh shops.
29) There is a change in the nature of demand for leather goods. Demand from the traditional customers like kings, sardars, horsemen and farmers has decreased, but now leather seats are in great demand for two wheelers, thousands of hand gloves are in demand in various factories. Pickers, buffers, leather straps are in great demand in power looms. There is a great demand for shoes from the Army, Navy, Air Force and the Police. Leather is also required in the manufacture of foot-balls, hockey-balls, Cricket balls etc. They are also are in great demand.

10.2.2 METHODS OF TANNING AND PROCESSES IN TANNING

1) Tanning like all ancient industries has developed in the course of ages through experience.

2) The three chief methods of tanning in vogue in India are-

A) Primitive Village Tanning or Vegetable Tanning-Bag tanning.

B) Improved Indigenous tanning or Mixed Tanning-Pit Tanning.

C) Modern Tanning.

i) Chrome Tanning or Chemical Tanning or Mineral Tanning.

ii) Oil Tanning.

iii) Alum Tanning.
3) The most common method in use is bag tanning. Hides are sewn in the form of bags and tanned with tan liquor poured in the bags. The tanning industry is run on the cottage industry scale by the people of the Dhor and Chambhar Communities. They use whatever tanning materials they get from their locality, mainly barks, leaves and fruits. The leather produced is not very fine, it is rough. Bag tanned leather is generally used in the making of various types of chappal, sandal and other leather article.

4) Vegetable tanning is an old method, but it is a time consuming method.

5) Durable and superior quality leather is tanned by Pit tanning method. Generally skins are tanned by this method. It requires longer time.

6) Now chemistry is applied to improve the process of leather making. It reduces the period of tanning and improves the quality of leather. This method of tanning is known as Chrome Tanning. Chemical Tanning or Mineral Method of Tanning. Chrome Tanning is essentially a chemical process involving the use of chrome salts, lactic acid and boric acid.

7) Pure chrome leather is made by using only chrome salts. If a mixture of vegetable and minerals is used for tanning, it is called Semi-Chrome Tanning. In this method
leather, first made by using a vegetable extract, is then tanned with chrome salts.

8) Mr. Knapp invented Chrome tanning method. Mr. Schultz an American used it for commercial purposes. Mr. Talhati a Parsi gentleman successfully started a Chrome tannery in Bombay.

9) Some type of leather is tanned with the help of shark oil or castor oil e.g. chamois leather (sheep or lamb skin leather).

10) Alum tanning is done for dressing skins of wild animals like tigers, leopards etc. and also for tanning cow hides for use in the making of hockey and cricket balls.

11) The important principles underlying the chief processes in tanning are -

A) SOAKING - To remove blood, dung, dirt and other foreign matter clinging to hides and skins.

B) LIMING - To remove hair and flesh from the hides and skins.

C) DELIMING - To remove the lime from the hides and skins.

D) BATING - To make skins soft and flaccid.

E) FINISHING - To make leather more suitable for use.

12) Raw hide is the basic raw material on which the whole structure of the leather industry stands. Good leather can only be made from good hides and skins. The
important season for hides and skins is the period from October to March.

**TABLE 10.3**

AVAILABILITY OF HIDES AND SKINS IN INDIA

(In Million Pieces)

<table>
<thead>
<tr>
<th>Sr.No.</th>
<th>Category</th>
<th>Year 1986</th>
<th>Year 1990</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Cattle hides</td>
<td>21.7 (15.28)</td>
<td>23.6 (15.48)</td>
</tr>
<tr>
<td>2</td>
<td>Buffalo hides</td>
<td>15.7 (11.11)</td>
<td>20.5 (12.90)</td>
</tr>
<tr>
<td>3</td>
<td>Goat Skins</td>
<td>75.4 (52.08)</td>
<td>84.0 (54.20)</td>
</tr>
<tr>
<td>4</td>
<td>Sheep skins</td>
<td>31.4 (21.53)</td>
<td>27.2 (17.42)</td>
</tr>
<tr>
<td></td>
<td>Total</td>
<td>144.2 (100.0)</td>
<td>155.3 (100.0)</td>
</tr>
</tbody>
</table>

Note: Figures in the Brackets Indicate Percentages to total hides and skins


Table 10.3 indicates that in the year 1986 totally there were 144.2 million pieces of hides and skins available in India. The volume of hides and skins increased to 155.3 million pieces in the year 1990. There is an increase in the quantity of pieces of cattle and buffalo hides as well as goat skins. But decrease in the number of sheep skins.

13) A large number of hides and skins is not recovered for tanning purposes in India. It is a great loss to our tanning industry. Sometimes farmers bury the dead animals or throw the dead bodies of the animals in the jungle.
14) Normally hides and skins of domestic livestock namely bullocks, cows, buffaloes, goats and sheep are used in the tanning industry.

15) India occupies a predominant position in the livestock population of the world. In the case of cattles, buffaloes and goats she ranks first in the world. So Indian leather industry gets the benefit of a huge raw material base.

16) Flaying of carcass plays an important part in the ultimate determination of price of hides and skins. The flaying of the fallen stock is generally easier than that of the slaughtered animals.

17) A large number of hides and skins is available in Maharashtra. But only 25% of bovine hides and 5% of ovine skins are processed in Maharashtra and all the remaining hides and skins are sent to other states by Muslim traders.

18) Dharavi in Bombay is one among the biggest Indian markets of raw hides and skins.

19) In India tanners usually use turwad barks, babhul barks and myrobalan as vegetable tanning materials.

10.2.3 ORGANISATION AND WORKING OF TANNING INDUSTRY IN KOLHAPUR DISTRICT

Kolhapur district is one of the industrially developed district in Maharashtra State. Tanning and leather industry has an important place in the development
of Kolhapur district. Kolhapuri leather chappals are not only famous in India, but also famous in foreign countries.

Before independence tanning industry in villages of Kolhapur district hinged around agriculture, because farmers required various leather articles e.g. leather water lifts (mots), straps, whips, fringes, blinkers etc.

Chhatrapati Shahu Maharaj paid keen attention to the upliftment of tanning and leather industries in Kolhapur city as well as in Kolhapur State.

10.2.3 A TANNERS

1) Totally there are 128 tanning units in Kolhapur district. They are concentrated in Karvir, Panhala, Hatkanangale, Shirol, Kagal and Gadhinglaj tahsils. There is not a single tanning unit in the rest of the tahsils i.e. Chandgad, Ajra, Bhudargad, Radhanagari, Bavda and Shahuwadi.

2) The educational level of the tanner respondents in Kolhapur district is generally low. Highly educated people do not enter the tanning business.

3) From ancient times tanning units are located on the outskirts of villages or cities. But now with the growth of villages and cities they are found in the midst of the village or city population.

4) In Kolhapur district from old times, most tanneries are located to the East or to the South. Scientifically, such locations are better.
5) Totally 128 tanners in Kolhapur district tan raw hides and skins. Out of them 127 tanners tan raw hides and only one tanner tans goat and sheep skins. A majority of tanners (99.22%) prefers to tan raw hides. Tanning units of 89 (69.53%) tanners are medium sized.

6) The most common method in use in Kolhapur district is bag tanning. It is explained with the help of following table.

### TABLE 10.4
METHODS ADOPTED IN TANNING RAW-HIDES

<table>
<thead>
<tr>
<th>Sr.No.</th>
<th>Method of Tanning</th>
<th>Total Number of Tanners</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Bag Tanning</td>
<td>125</td>
<td>98.42</td>
</tr>
<tr>
<td>2</td>
<td>Pit Tanning</td>
<td>1</td>
<td>0.79</td>
</tr>
<tr>
<td>3</td>
<td>Chemical/Chrome Tanning</td>
<td>1</td>
<td>0.79</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td><strong>127</strong></td>
<td><strong>100.00</strong></td>
</tr>
</tbody>
</table>

* There is one tanner who tans goat and sheep skins.

Table 10.4 gives us information regarding the methods adopted in tanning raw hides.

In all there are 127 tanners who tan raw hides. Out of the 125 (98.42%) tanners tan raw hides by bag tanning method. There is only 1(0.79%) tanner who uses pit tanning process for tanning hides. There is also 1(0.79%) tanner who manufactures leather by using chemicals or chromium. Mr.S.H.Vhatkar has started a chrome tanning factory in Kolhapur city.
7) Tanners prefer to tan she buffalo hides in large quantity. Next to it, they tan he buffalo hides.

8) In the case of tanners, during the last ten years from 1982-83 to 1991-92 only 3(2.34%) youths have entered the tanning business. This business is not attracting new comers. On the other hand the number of more experienced tanners is declining year by years.

9) All the 128 tanners entered the tanning business because it was their traditional business and this business was the only source of their livelihood.

10) A majority of tanners i.e. 117(91.41%) has self owned lands, so they have created various facilities required for their business in their tanning units. But present land is not sufficient for their tanning plants.

11) Those tanners who have big tanneries have their own babhul bark and myrobalan crushing machines, electric motors for filling tan liquid in leather bags. Small tanners do not use such types of machinery in their tanneries.

12) Generally a period of 15 days is required for tanning skins. A period of upto 21 days or between 22 to 40 days is required for tanning hides.

    Coarse type of leather is produced within a period of upto 21 days. Superior quality leather requires a period of more than 30 days.
13) There is an absence of co-operative transaction in tanning and marketing of tanned leather in Kolhapur district.

14) Tanning units in Kolhapur district create environmental pollution. Construction of closed gutters, proper outflow of waste water and immediate picking up of wastes by local authorities are the best measures for controlling environmental pollution.

Treating plants are beyond the reach of the tanners.

15) All the tanners face the following problems at the processing stage.

A) Shortage of raw hides and skins.
B) Shortage of babhul bark and myrobalan.
C) The increasing prices of raw materials etc.

16) Usually those tanners who produce a large quantity of tanned leather employ outside workers. Small tanners run their tanneries themselves. Sometimes they take the help of the members of their family.

17) Out of 128 tanners, 57 tanners employ outside workers, both male and female. They get these workers locally. Crushing babhul bark is considered an important work which is usually done by female workers. Piece-work wages policy is usually adopted in tanning industry.
18) Some big tanners residing in cities like Kolhapur, Ichalkaranji, Peth Vadgaon and Gadhinglaj use machines for crushing myrobalan and babhul bark. Tanners residing in small villages do not use machines for crushing myrobalan and babhul bark because of the economic constraints.

19) The tanners who employ outside workers face the following general problems in respect of workers -

A) Lack of punctuality among workers.
B) Workers in the tanneries often ask for advance payment.
   If it is not paid, they do not do the work sincerely and seriously. If it is paid, sometimes they spent a part of it in drinking and merrymaking and as a result stop coming for work for days together, thus putting the employers in a fix.
C) Absenteeism of workers.
D) Bad habits among workers.

20) A majority of the tanners i.e. 105(82.03%) opined that future prospects of the tanning business are gloomy, and they would not like their children to enter the tanning business.
A majority of the tanners i.e. 105 (82.03%) opined that future prospects of the tanning business are gloomy because -

A) Tanning business is becoming costlier day by day. The prices of raw materials are increasing and therefore the profit margin is decreasing.

B) Tanning business is purposefully neglected by the young generation.

C) Generally, the traditional tanning business is not carried on by the educated new generation of tanners.

D) Tanning business is considered to be a low level business.

21) Though the tanners are working in the tanning business for a long period of time, there is no adverse effect upon their health.

Social attitude towards tanning business is positive and sympathetic.
22) Today in cities and also in villages residential areas have grown around the tanning industries. This has put some limitations on the extension of these industries. Therefore, there is an urgent need to shift these industries.

23) There is no Chrome tan facility centre in Kolhapur district, for the benefit of tanners. In its absence tanners have to rely on the traditional bag tan method for producing leather. This reduces their profit margins and prevents their development.

10.2.3 B COBBLERS

1) In Kolhapur district chappals producing business of cobblers is flourishing and popular. There is a great demand for Kolhapuri chappals. They are strong, durable using and made without/tacks and nails. They are made with the leather plaits by hand.

2) A very small number of youth from cobblers community is entering in the leather business.

3) All the cobblers (268) entered the leather chappal making business because it was their traditional business and their main source of livelihood.

4) Out of 268 cobblers, 250 cobblers (93.28%) have self owned lands. They have started their chappal making units on this land. Some cobblers have opened their chappal selling shops on their own lands also.
5) Small cobblers produce less than 500 pairs of chappals in a year, very big cobblers produce yearly more than 3000 pairs of chappals.

6) Some cobblers employ workers in their units for making chappals. A majority of cobblers prefer to pay piece wages to the workers because it is convenient and profitable for them. On the part of the workers, they also prefer piece wages. Female workers, from the families of workers, help them in their chappal making work. Female workers are more active and useful than the male workers because they are punctual, alert and regular in their work.

7) Most of the cobblers in Kolhapur district treat their footwear business as subsidiary to agriculture.

8) A majority of the cobblers i.e. 248 (92.54%) opined that future prospects of the chappal making business are bright. They would like the entry of one of their children in the chappal making business.

Social attitude towards cobblers business is positive and sympathetic.

10.2.3.C BUTCHERS

1) 95 butchers in Kolhapur district slaughter cattles for meat purposes. Meat selling is their main business, while selling of raw hides is their subsidiary business.
2) Most of the butchers i.e. 74 are of the opinion that selling raw hides has good profit margins.

3) Most of the butchers i.e. 72(75.79%) have self-owned land. They have constructed sheds, water tanks etc. on their own land. Some butchers have started their meat selling shops also.

4) Out of 95 butchers, 85 butchers possessed government licence for slaughtering the cattle, 10 butchers had applied for licences, but for the time being they were carrying on the business in the names of their relatives who possessed licences.

5) In Kolhapur city there is a closed slaughter house.

6) In other cities and villages cattles are slaughtered in the open. This leads to pollution.

7) Most of the places of cattle slaughtering are located to the North (47.37%) or to the South (29.47%) of the villages or cities.

8) Immediate and proper application of salt to raw hides and skins increases its durability and fetches a good price. If salt is not properly applied, it may damage the hides and skins.

9) Facility of medical check-up of cattle is available in slaughter houses in cities. All butchers replied that they slaughter young, strong and healthy cattles.

10) Usually those butchers who slaughter a large number of cattles employ outside workers. They face some difficulties in getting skilled workers.
11) Management of waste water from butcher's business place is not satisfactory.

12) There is not a single factory in Kolhapur district to utilise the other parts of animals such as bones, horns, hoofs, hairs, fats etc and to produce utility articles.

13) A majority of the butchers i.e. 65 (68.42%) replied that future prospects of the raw hide and skins business are bright and they would like the entry of their children in this business.

10.2.3 WORKERS

1) There are 95 workers working in the tanneries. Male workers do all types of work related to tanning work. Usually the female workers do the work of crushing babhul bark and myrobalan.

2) A very small number of youth is entering the tanning business as workers. On the other hand the number of more experienced workers in tanning industry is diminishing year by year.

3) A majority of workers entered the tanning business because of the non-availability of any other occupation or job. They also did not have any traditional source of income or traditional occupation.

4) Usually the male workers in tanning business do the following types of work -
A) Liming, handling, shaving and fleshing the hides and skins.
B) Drenching the hides and skins in tan liquor.
C) Stitching hide bags.
D) Pouring tan liquor in hide bags.
E) Opening the stitched hide bags etc.

Usually the female workers in tanning business do the work of crushing babhul bark, crushing myrobalan and drying spent tan-stuffs.

5) All the male workers i.e. 95 own small and cheap tools and instruments like Iron spikes (Aari), Currying instrument (Rapi), Small hone etc.

6) Out of 95 workers, 82 workers have got drinking water facility from their employers. 59 workers receive fuel i.e. spent tan-stuff free of charge. 13 workers got rent free housing accommodation and only 2 workers got clothes at the time of Deepawali. Workers get only simple and less expensive facilities from their employers.

7) Following are some of the causes of disputes between the workers and the employers.

A) Non fixing of wage rate.
B) Non payment of bonus.
C) Non payment of advance
D) Ill treatment
Though disputes do arise between the workers and the employers they are settled immediately. Agitations, strikes, lockouts and such other means of protest are not used either by the workers or by the employers, because workers do the work on piece-wage, they are not fully employed and permanent. As a result they have not formed trade unions.

8) A large number of women from the Dhor community was previously engaged in tanning industry for crushing the babhul bark and myrobalan. Now they have left this work and entered other fields of work e.g. sale of vegetables, tailoring work, farm work etc. This has led to the scarcity of female workers for the crushing work.

9) Most of the workers in tanning industry are illiterate, semiskilled and untrained. They are scattered. Their earnings are low. Their standard of living is low. They spend their wages foolishly in mirth, dalliance and drinking liquors. Every worker is indebted. These workers live in bad conditions. They live and work without grumbling about their bad working conditions.

10) A) Employers participate in the family function of workers.
B) Employers treat the workers lovingly.
C) Though workers worked for a long time in the tanning industry, there are no adverse effects on their health.
D) A majority of workers would not like their children's entry in tanning business as workers.

10.2.3 E TANNERS WHO HAVE CLOSED DOWN THEIR TANNING BUSINESS

1) More experienced as well as less experienced tanners have closed down their tanning units for various reasons. They are as follows.

**TABLE 10.6**  
**CAUSES OF CLOSING DOWN TANNING BUSINESS**

<table>
<thead>
<tr>
<th>Sr.No.</th>
<th>Causes</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>A)</td>
<td>Oldage of tanners</td>
<td>43</td>
</tr>
<tr>
<td>B)</td>
<td>Ill-health of tanners</td>
<td>06</td>
</tr>
<tr>
<td>C)</td>
<td>Children have no interest in tanning business</td>
<td>48</td>
</tr>
<tr>
<td>D)</td>
<td>Meagre income and small profits from tanning business</td>
<td>32</td>
</tr>
<tr>
<td>E)</td>
<td>Entrance in other business</td>
<td>18</td>
</tr>
<tr>
<td>F)</td>
<td>Employment in other fields</td>
<td>17</td>
</tr>
<tr>
<td>G)</td>
<td>Farming</td>
<td>05</td>
</tr>
</tbody>
</table>

2) Out of 90 respondents, 85 (94.44%) respondents who have closed down their tanning business, replied that they would not restart their closed tanning business in future, because they have closed it purposely due to some reason or the other. Most of the respondents have taken a firm decision not to re-start their closed tanning business.
10.2.4  FINANCIAL ASPECTS OF TANNING INDUSTRY

Finance or capital is the life blood of modern industry. Volume or size of any industry depends upon its investment. Investment is the basic requirement of business operations. Tanning industry requires more and more capital at its disposal.

A large number of tanners and cobblers has taken loans from the Khadi and Village Industries Development Corporation and the Mahatma Phule Backward Class Development Corporation and also obtained subsidy.

All the tanner, cobbler and butcher respondents have raised a part of the capital from their own funds. Additional capital which they require for their business is collected from various sources like bhisi, co-operative credit societies, Public Agencies-corporations, banks etc.

10.2.4 A TANNERS

1) The tanners who produce tanned leather on a large scale have a fixed capital investment above Rs. 1,00,000 and their number is 22 (17.19%). Small (average) respondents' investment is in the range of Rs. 10,001 to Rs. 30,000 and their number is 85 (66.41%).

2) Maximum amount of floating capital investment of tanners is in raw hides and skins, babhul bark and myrobalan. 85 respondents have made investments in the range of Rs. 10,001 to Rs. 30,000.
3) Out of 128 tanner respondents 86 (67.19%) respondents receive an annual income below Rs.30,000. There is only 1 respondent who receives an annual income above Rs.1,00,000.

Following table shows the annual income of tanners from tanning business.

**TABLE 10.7**

**ANNUAL INCOME OF RESPONDENTS FROM TANNING BUSINESS**

<table>
<thead>
<tr>
<th>Sr.No.</th>
<th>Range</th>
<th>Total</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Below Rs.10,000</td>
<td>16</td>
<td>12.50</td>
</tr>
<tr>
<td>2</td>
<td>Rs.10,001 to Rs.20,000</td>
<td>47</td>
<td>36.72</td>
</tr>
<tr>
<td>3</td>
<td>Rs.20,001 to Rs.30,000</td>
<td>23</td>
<td>17.97</td>
</tr>
<tr>
<td>4</td>
<td>Rs.30,001 to Rs.40,000</td>
<td>12</td>
<td>9.38</td>
</tr>
<tr>
<td>5</td>
<td>Rs.40,001 to Rs.50,000</td>
<td>07</td>
<td>5.47</td>
</tr>
<tr>
<td>6</td>
<td>Rs.50,001 to Rs.75,000</td>
<td>18</td>
<td>14.06</td>
</tr>
<tr>
<td>7</td>
<td>Rs.75,001 to Rs.1,00,000</td>
<td>04</td>
<td>3.12</td>
</tr>
<tr>
<td>8</td>
<td>Rs. 1,00,000 and above</td>
<td>01</td>
<td>0.78</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td>128</td>
<td>100.00</td>
</tr>
</tbody>
</table>

A majority of respondents i.e. 86 (67.19%) receives a limited income from the tanning business. Annually it is below Rs.30,000.

A limited income in tanning business does not attract new entrepreneurs to enter it. On the contrary some tanners have left this business and they have entered in other business or service.
4) During the period 1982-83 to 1991-92 growth rate of the net income from tanning units was 76.20%.

5) During the period 1982-83 to 1991-92 the expenditure of the tanners on the necessary items like food-grains, clothes, education, medicine etc. has declined contrary to this, the expenditure on luxury items like Radio, T.V., Scooter etc. has increased.

6) As compared to the share of net income of tanners from tanning in the year 1982-83 (87.81%), in the year 1991-92 the share of net income from tanning decreased (82.87%). On the other hand the share of income from trade, service and other sources increased slowly and steadily.

7) Tanners prefer to deposit most of their profits in the post offices instead of in banks. Most of the tanners reinvested some part of the profits in their tanning business. But the amount of percentage share in reinvestment decreased in the year 1991-92, as compared to that in the year 1982-83. It is because some of the tanners were interested in new business like transport, sale of firewood, sale of chappals etc.

8) All the tanners and cobblers face the financial problems like -
   A) Delay in sanctioning loans.
   B) Inadequacy of loans.
   C) High rates of interest and
   D) Rise in the price of raw material in busy season.
9) All the tanners made the following suggestions for the economic viability of tanning industry.
   A) Price control of raw materials by the government.
   B) Fixing the selling price of tanned leather
   C) Availability of loans at low rates of interest.
   D) Closed drainage system.

10)(A) Sale of used tan-stuff, hair and lime mixed manure provides some more income to the tanners.
   B) All the tanners have recovered their fixed capital which was invested in their tanning units.
   C) All the tanners knew about the various government schemes and agencies.

11) Tanning business is profitable. With Government support to tanners in all fields e.g. finance, restriction on export of raw hides and skins to other states, marketing facilities, training facilities, facility centres etc. the business will flourish.

10.2.4.B COBBLERS

1) Out of 268 cobblers 255 cobblers have raised a part of the capital from public agencies like the Khadi and village Industries Development Corporation and the Mahatma Phule Backward Class Development Corporation because they get the advantage of subsidy and also because it is not necessary to give guarantor for getting loans.
Establishment of various public agencies/corporations has helped the progress of chappal making business.

2) All the 268 cobblers have their own sheds for leather business and the fixed capital investment in these sheds is Rs.11,61,500/- which is 60.74% of the total fixed capital investment.

3) Out of 268 cobbler respondents, a maximum number of respondents i.e. 214 (79.85%) has made a fixed capital investments below Rs. 10,000 because-
   A) Their production of chappals is small,
   B) Chappal making for most of them is a business subsidiary to agriculture, and
   C) This business can be done with limited capital.

4) Tanned leather is the most important raw material used by the cobblers for making leather chappals. So the maximum amount of floating capital investment is in it. Out of 268 cobblers, 153 (57.09%) cobblers have a floating capital investment below Rs.10,000.

5) A maximum number of cobbler respondents i.e. 133 (49.63%) gets a yearly profit in the range of Rs. 10,001 to Rs.20,000. 82(30.59%) respondents get a profit between the range of Rs.20,001 and Rs. 30,000. Most of the cobblers from this range of income mainly depend upon chappal making business only.

   Small cobblers get less profit from their chappal making business, as agriculture is their main occupation. There number is 36(13.43%).
6) All the cobblers made the following suggestions for the economic viability of leather industry.

A) price control of tanned leather by the government.
B) Fixing the selling price of leather footwears.
C) Availability of loans at low rates of interest.
D) LIDCOM should purchase leather footwears, leather articles and sell them in the market.

10.2.4.C BUTCHERS

1) All the 95 butchers have raised a part of the capital from their own funds. Additional capital which they require for their cattle slaughtering and raw hide business is collected from various sources like bhisi, co-operative credit societies, co-operative and nationalised banks, relatives etc.

Out of 95 butchers respondents, 87 butchers raised a part of the capital from bhisi and chit fund. This is their main source of getting loan.

2) Muslim butcher's do not get loans from public Agencies-corporations and obtain subsidy. Only Mang and Mahar butchers get loan and subsidy from public Agencies like-the Khadi and Village Industries Development Corporation and the Mahatma Phule Backward Class Development Corporation. These corporations give loans to the people living below the poverty line and to the Scheduled Caste people.
3) Out of 95 butchers, 92 (96.84%) butchers have an annual income of more than Rs.25,000/-. It means that the overall annual income of butchers is satisfactory. They get fair prices from the sale of hides. Their business seems to be flourishing.

4) Income from flesh or meat forms a very important part of butchers' annual income from cattle slaughtering. They get 60% income from the sale of flesh. Next to it 30% of income is obtained from the sale of hides.

5) All the butchers face the financial problems like-
A) Delay in sanctioning loans,
B) Inadequacy of loans,
C) High rates of interest etc.

10.2.4.D WORKERS

1) All the 95 workers, employed in various tanning units in Kolhapur district, get a limited income. It can be seen from the following table.

<table>
<thead>
<tr>
<th>Sr.No.</th>
<th>Class Interval</th>
<th>Total</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Below Rs.200</td>
<td>04</td>
<td>4.21</td>
</tr>
<tr>
<td>2</td>
<td>Rs. 201 to Rs.300</td>
<td>73</td>
<td>76.84</td>
</tr>
<tr>
<td>3</td>
<td>Rs. 301 to Rs.400</td>
<td>18</td>
<td>18.95</td>
</tr>
<tr>
<td></td>
<td>Total</td>
<td>95</td>
<td>100.00</td>
</tr>
</tbody>
</table>

TABLE 10.8
WEEKLY WAGE STRUCTURE OF THE WORKERS IN TANNING INDUSTRY
Table 10.8 shows that all the workers get very limited wages in tanning industry. So new comers are not interested in entering tanning business as workers.

2) Workers income is not sufficient for the subsistence of their family. So other members from the family have to work in tanning business or in other fields.

3) A majority of workers i.e. 89 take advance from their masters for subsistence purposes, because the income of workers including the income of their family members is not quite adequate for subsistence.

4) The workers who have taken advance from owners have repaid the advance from their wages, which is their main source of income.

5) Out of 95 workers, only 9 workers are insured and they themselves pay the premia of insurance.

10.2.4.E TANNERS WHO HAVE CLOSED DOWN THEIR TANNING UNITS

1) Out of 90 tanners a maximum number of tanners i.e. 32 (35.36%) who have closed down their tanning business depend on their sons who are in service. 18(20%) tanners also depend on their sons who are in the business of their own.

2) A maximum number of tanners i.e. 51(56.67%) who have closed down their tanning business get a limited income from their present source viz. new business, farming, service, service of son, business of son. Their
annual income is below Rs.10,000/-.

3) Out of 90 tanners, 88(97.78%) tanners replied affirmatively that the present source of their income was adequate for their family subsistence.

10.2.5 MARKETING PRACTICES AND METHODS USED IN TANNING INDUSTRY

Kolhapur city is the main centre of slaughtering cattles in Kolhapur district. This city is the main market of raw hides and also of skins.

Skin markets in Kolhapur district are completely captured by Muslim traders. They purchase all the skins and send them to Madras where they fetch a high price.

In Kolhapur district raw hides are sold by two methods (A) On Estimation and (B) By Weight. Butchers staying in cities prefer to sell hides by weight. Fresh hides are usually sold by weight. Butchers as well as Mahar and Mang traders from small villages prefer to sell hides on estimation only. Usually hides from dead animals are sold on estimation. In cities some butchers sell hides before the animal is slaughtered. It is called forward contract system.

10.2.5.A TANNERS

1) Kolhapur city is one of the famous tanning centres in Maharashtra. All the tanners in Kolhapur district sell 1600 pieces of tanned leather per week. The average
selling price of a piece of tanned leather is Rs.400/-. Yearly turnover is Rs.3,32,80,000/-.  

2) In the district tanned leather market, facilities for storing tanned leather are not available.  

3) This market provides bread to thousands of people, especially belonging to the backward classes.  

4) Kakkay Samaj Tanners Co-operative Industrial Institute is concerned with purchasing and selling myrobalan to the tanners in Kolhapur district. Its working is very satisfactory and beneficial to the tanners.  

5) Butchers are the main suppliers of raw hides to the tanning industry, because they slaughter cattle for meat purposes. Mahar and Mang sellers mostly sell the hides of dead cattle. Their number is declining day by day.  

6) Raw hides of she buffaloes and he buffaloes are in great demand by the tanners.  

7) Small tanners usually purchase raw hides from local markets. Some rich and big tanners purchase raw hides from local market, district market as well as from markets in Bombay, Belgaum and Gujrat.  

8) Most of the tanners prefer to purchase raw hides on estimation. In the Bombay market raw hides are purchased by the tanners mainly by weight.
9) Most of the raw hides and skins purchased by the tanners are of slaughtered animals. The number of raw hides obtained from dead animals is small.

10) Weight, size and surface of the raw hides and skins play an important role in determining their price. Hides and skins with heavy weight, wide size and clean surface are always sold at a higher price either on estimation or by weight.

11) Usually hides and skins are damaged mainly due to two reasons:

A) If they are kept in the sun for a long time and
B) Delay in liming.

Damage to raw hides and skins reduces the profit level in tanning business. But a large number of tanners takes proper precautions against damage to raw hides and skins.

12) 127 tanners in Kolhapur district make use of Babhul tree bark for tanning raw hides. There is only one tanner who make use of Turvad tree bark for tanning raw skins.

13) Big tanners who produce tanned leather in large quantities purchase Babhul tree barks from local markets as well as from other districts or other states.

14) Most of the tanners i.e. 89 (69.53%) purchase myrobalan from the Co-operative society. They purchase agave from Mang traders, and lime from lime burners.
15) A large number of tanners i.e. 72(56.25%) purchase raw materials on cash payments.

16) All the tanners give 1st preference to sell their tanned leather in the local market. They give 2nd preference to the district tanned leather market.

17) Tanners in Kolhapur district prefer to tan she buffalo hides on a large scale and sell them in the tanned leather market. Next to it they produce and sell he buffalo tanned leather. Cow and bullock hides and goat and sheep skins are tanned and sold in limited numbers.

Following table shows the weekly sale of tanned leather.

<table>
<thead>
<tr>
<th>Sr.No.</th>
<th>Type (Species)</th>
<th>Total (Pieces)</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>She Buffalo</td>
<td>1,088</td>
<td>59.13</td>
</tr>
<tr>
<td>2</td>
<td>He Buffalo</td>
<td>321</td>
<td>17.44</td>
</tr>
<tr>
<td>3</td>
<td>Cow</td>
<td>02</td>
<td>0.11</td>
</tr>
<tr>
<td>4</td>
<td>Bullock</td>
<td>179</td>
<td>9.73</td>
</tr>
<tr>
<td>5</td>
<td>Goat</td>
<td>145</td>
<td>7.88</td>
</tr>
<tr>
<td>6</td>
<td>Sheep</td>
<td>105</td>
<td>5.71</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td>1,840</td>
<td>100.00</td>
</tr>
</tbody>
</table>
The data given in Table 10.9 shows weekly sale of various types of tanned leather by the tanners.

There is a great demand from cobblers for the she buffalo tanned leather. Tanners prefer to tan she buffalo hides on a large scale and sell them in the tanned leather market. He' buffalo tanned leather is also demanded by the cobblers. So tanners produce and sell 321 (17.44%) pieces of he buffalo tanned leather per week.

Cow slaughter is legally prohibited in India. So cow hides are not available in great numbers in the market. As a result tanners produce and sell only a limited number of cow leather pieces i.e. 2(0.11%).

Bullocks are slaughtered for meat. A limited number of hides are available, tanned and sold in the market by tanners i.e. 179(9.73%).

Goat and sheep skins are tanned and sold in limited number i.e. 250(13.59%).

18) A maximum number of tanners i.e. 126 sells the tanned leather on estimation. This mode of selling gives them a bigger profit margin. Small tanners who produce a limited quantity of leather always prefer to sell it on cash payment.

19) A majority of tanners i.e. 70(54.68%) used tempo services for carrying tanned leather to the district market. Bullock-carts also play an important role in transporting tanned leather to the district market. Most of the tanners from Kolhapur city use bullock-carts.
20) A majority of tanners i.e. 116 (90.62%) is of the opinion that the district tanned leather market is at a convenient place.

10.2.5.B COBBLERS

1) A majority of cobblers i.e. 148 purchases tanned leather from the district market.

2) She buffalo tanned leather is in great demand and purchased on a large scale by cobblers. He buffalo leather has a demand next to that of the she buffalo leather.

3) Small cobblers purchase tanned leather on cash payment. Credit is not given to them. Big and medium sized cobblers come often to the market, they get tanned leather partly in cash and partly on credit.

4) Most of the cobblers i.e. 257 purchase tanned leather on estimation, but big cobblers and the cobblers who live in cities purchase tanned leather also by weight.

5) 146 (54.48%) cobbler respondents purchase less than 1 piece of tanned leather per week. These cobblers are small. Medium and big cobblers purchase 2 or more than 2 pieces of tanned leather per week.
TABLE 10.10
CLASSIFICATION OF RESPONDENTS BY WEEKLY PURCHASED PIECES OF TANNED LEATHER

<table>
<thead>
<tr>
<th>Sr.No.</th>
<th>Pieces (Interval)</th>
<th>Total</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1/2 piece</td>
<td>26</td>
<td>9.70</td>
</tr>
<tr>
<td>2</td>
<td>1 piece</td>
<td>120</td>
<td>44.78</td>
</tr>
<tr>
<td>3</td>
<td>2 piece</td>
<td>95</td>
<td>35.45</td>
</tr>
<tr>
<td>4</td>
<td>3 to 5 pieces</td>
<td>18</td>
<td>6.71</td>
</tr>
<tr>
<td>5</td>
<td>6 and above pieces</td>
<td>09</td>
<td>3.36</td>
</tr>
<tr>
<td></td>
<td><strong>Total</strong></td>
<td><strong>268</strong></td>
<td><strong>100.00</strong></td>
</tr>
</tbody>
</table>

6) All the 268 cobblers prefer to sell their chappals firstly in the local markets, then the weekly markets and the district market.

7) Leather Industries Development Corporation of Maharashtra (LIDCOM) is an autonomous corporation which is established with the aim of helping the leather and tanning industries. But now it has moved away from its objectives. It is competing with the cobblers by manufacturing leather chappals and other leather articles.

8) In recent years demand for Kolhapuri chappals from foreign countries has decreased.

9) Kolhapur leather and footwear industries have a great export potentiality. Government support in terms of finance, tax concessions, export incentives, guidance etc. will help to increase the export of various leather goods and footwears.
10) All the 268 cobbler respondents face the following major footwear market problems.

A) High cost of production of leather footwears,
B) Competition with plastic and rubber footwears, and
C) Continuous change in footwear fashions.

10.2.5.C BUTCHERS

1) All the 95 butcher respondents purchase the cattles for getting raw hides from farmers and traders. Some butchers take the help of middle-men.

2) Butchers purchase the cattles from various markets i.e. local markets, the district market, other district markets and markets of other states.

3) Butchers usually slaughter she buffaloes, he buffaloes, bullocks, calves, buffalo calves for meat purposes. They sell raw hides of she buffaloes, he buffaloes and bullocks to the tanners, but the calf hides and buffalo calf hides are sold to the Muslim traders. Muslim traders send these hides to other states where they fetch a very high price.

Taners do not tan calf or buffalo calf hides because of their high price.

4) Butcher respondents sells raw hides on estimation as well as by weight. Mahar and Mang sellers of raw hides sell the hides on estimation. They do not have their own weights and balances.—Some times, butchers sell the thin and light raw hides on estimation. Usually hides of dead animals are sold
on estimation. Hides which are sold when the cattle is alive are generally sold on estimation.

Fresh, thick and heavy hides of slaughtered animals are sold by weight only. Big butchers sell raw hides by weight.

5) A majority of butcher respondents i.e. 74(77.89%) sells their raw hides partly in cash and partly on credit. Small butchers, Mahar and Mang sellers always prefer to sell raw hides on cash payment because they have very limited capital.

6) The problem of transport of cattles is one of the very important problems which all butchers face.

10.3 ANSWERS TO THE PROBLEMS UNDER INVESTIGATION

The problems investigated in the present study and the answers found to these problems are given here.

1) ARE SUFFICIENT FACILITIES AVAILABLE IN THE TANNING PLANTS?

Answer: All the minimum essential facilities are there in all the tanning units. They include sheds, lime tanks, wooden tanks, cement tanks, clay tanks (Mandane) and liquid tanks (Ubharan). So also available in all the units are facilities like water tap connections and electric connections.

Big tanners tanning a large number of hides every week, use crushing machines for crushing babbul bark and
myrobalan. They also have electric motors to pour tan liquor in hide bags. They have their own bore-wells and pump sets for lifting water.

Tanners living in cities like Kolhapur, Ichalkaranji, Peth Vadgaon, Gadhinglaj etc. find their present lands very inadequate. They require additional land for expansion of their units.

2) FROM WHICH MARKET AND BY WHICH METHOD DO THE TANNERS PURCHASE RAW MATERIALS?

Answer: Tanners purchase various raw materials they require from various markets.

A) Most of the tanners purchase raw hides from local markets. Secondly, they prefer the district market. Tanners who produce tanned leather in large quantities purchase them also from the Bombay market, other district markets as also from markets outside the state.

The only tanner who tans goat and sheep skins purchases them from the Mhasvād Market in Satara District.

Tanners generally purchase hides and skins on estimation. They also purchase it by weight.

B) Babhul tree bark is purchased from farmers, traders or middle-men. Most of the tanners purchase the bark from local markets. Big tanners also purchase it from other district or state markets. They purchase it on estimation or by weight.
Turvad tree bark is purchased from traders only by weight.

C) Most of the tanners purchase myrobalan from the Kakkay Samaj Tanner's Co-operative Industrial Institute. Tanners who are not members of the Institute or who live far off from the place of the Institute purchase it from traders. Usually it is purchased by weight.

D) Most of the tanners purchase agave from Mang traders. In rainy seasons or when there is a scarcity of agave, some tanners purchase it from middle-men. It is purchased from local markets or from the district market. Usually, it is purchased on estimation.

E) All the tanners purchase lime from lime-burners. It is purchased from local markets or from the district market. Usually, it is purchased by weight.

3) ARE CO-OPERATIVE TRANSACTIONS DONE IN THE PURCHASE OF RAW MATERIALS FOR TANNING?

Answer: Co-operative transactions are limited only to the purchase and supply of myrobalan to the tanner members of the Kakkay Samaj Tanner's Co-operative Industrial Institute. For want of adequate capital, the Institute cannot purchase, store and supply other raw materials like hides, skins and babhul bark. Agave and lime are available in sufficient quantity in the open market at reasonable rates. Therefore, it is not necessary to purchase and supply them to tanners through any co-operative agency.
4) **IS THE MANAGEMENT OF WASTEWATER SATISFACTORY?**

**Answer:** Management of waste water from tanneries and from places of animal slaughter is not satisfactory. There are no closed gutters nor is the drainage system proper.

Setting up of treating plants is beyond the reach of tanners and butchers. In big cities common treating plants can be set up with governmental aid.

5) **DO THE FINANCIAL CORPORATIONS SUPPLY SUFFICIENT LOANS AND GIVE SUBSIDIES?**

**Answer:** Public agencies like the Khadi and Village Industries Development Corporation and the Mahatma Phule Backward Class Development Corporation prepare loan proposals of the backward class and Nav-Budha entrepreneurs. The proposals are sent to the nationalised banks for sanction. On receiving sanction orders from the banks, the corporations send the amount of working capital to the banks for disbursal to the beneficiaries.

The corporations give loans through the banks. The amount of loans is limited to Rs.10,000 to Rs.12,000 for the initial capital. Out of it, Rs.5,000/- is given as subsidy which is given only once.

6) **ARE TANNING UNITS ECONOMICALLY Viable?**

**Answer:** Though on the face of it, it may not appear lucrative and attractive yet considering the scale on which it is carried on, the tanning industry can still be said to
be economically viable. Table 7.7 shows that 65 (50.78%) tanner respondents have an annual income of more than Rs. 20,000/- . While 19 (14.85%) respondents earn between Rs. 30,000 and Rs. 50,000/- annually, 23 (17.96%) respondents have their annual income above Rs. 50,000/-.

This shows that tanners engaged in tanning business in Kolhapur district get fairly good returns. Their units are economically viable.

7) DOES THE DISTRICT TANNED LEATHER MARKET PROVIDE ADEQUATE FACILITIES?

Answer: Adequate facilities are not provided in the district tanned leather market. There is no accommodation for shops in the market. Tanned leather is sold in the open on the road. No warehouse facility is available, as a result of which tanners have either to carry back the unsold leather or to sell it even at a loss to avoid heavy conveyance charges that would be incurred if it is carried back. There are no rest houses where tanners and their customers can rest and relax. Balances and weights are also not available.

8) ARE FUTURE PROSPECTS OF THE TANNING BUSINESS BRIGHT?

Answer: Raw materials required in the tanning industry are getting costlier day by day. This adversely affects the profit margins. Children of tanners who get good education seek better jobs elsewhere and are unwilling to carry on their family business. The industry has a low social status
and prestige and therefore the chances of people of other communities entering the industry are almost non-existent. In the circumstances, future prospects of the industry are gloomy.

9) WHICH PROCESSING, FINANCING, MARKETING AND LABOUR PROBLEMS DO THE TANNING UNITS FACE?

Tanners face various types of problems. They are as follows:

A) PROCESSING PROBLEMS
1) Shortage of raw hides and skins.
2) Shortage of babhul bark.
3) Shortage of myrobalan.
4) Increasing price of raw materials.

B) FINANCING PROBLEMS
1) Delay in sanctioning loans.
2) Inadequacy of loans.
3) Non-timely supply of loans.
4) High rate of interest.
5) Rise in the price of raw materials in busy seasons.

C) MARKETING PROBLEMS
1) Tanned leather is sold in the open on the road.
2) Warehouses or godowns are not available.
3) Accommodation for shops is not available in the market.
4) Balances and weights are not available.
5) There are no rest houses in the market.
D) LABOUR PROBLEMS

1) Non availability of skilled workers.

2) Lack of punctuality among workers.

3) Workers in the tanneries often ask for advance payments.

4) Absenteeism of workers.

5) Bad habits among workers.

6) Migratory tendency of the workers.

10) ARE THE TANNERS AND WORKERS WILLING TO ALLOW THEIR CHILDREN ENTER THE TANNING BUSINESS?

Answer: Though economically viable, the tanning business, carried on as it is on the cottage level scale, is not much lucrative and therefore not much attractive. Wages of workers are also low. In the Indian conditions, it does not have a high social status and prestige. Added to it is the fact that children of the tanners or workers get good education and can therefore get good jobs.

Obviously therefore, neither the tanners nor the workers are much willing to allow their children enter the tanning business. Nor still are the children much willing to enter it.

11) ARE THE EDUCATED PEOPLE FROM THE TANNERS' FAMILIES WILLING TO ENTER THE TANNING BUSINESS?

Answer: Educated people from the tanners' families are not very much willing to enter the tanning business. The business has no social status and prestige. Profit margins are going down day by day. Besides, the educated seek government
or other jobs in which they get good salaries. Even their parents do not very much desire continuance of their educated children in their family business.

10.4 SUGGESTIONS
10.4.1 INTRODUCTION

There is an urgent need to sound an alert for the all round development of the tanning and footwear industries in Kolhapur district. Both the industries face numerous problems which must be solved. We would like, therefore, to make the following suggestions for the betterment of these industries.

1) PROPER DISPOSING OF DEAD BODIES OF ANIMALS

A). From the stand point of the development of the leather industry in general and tanning industry in particular, it is necessary to change the present system by education, persuasion, propaganda and even in certain cases by taking away the work from those who have been doing it for centuries. We feel that the hereditary right of collecting the dead bodies by the village Mahars or Chamars should be discontinued. This right is given to them as a protection against competition. But this concessional right in the course of time has degenerated into a sort of forced labour. The present village flayer, therefore, does his work very negligently. The work of flaying should, therefore, be taken away from the hands of such persons who consider it a forced labour. Enthusiastic and willing persons should be
made interested in this work so that they may do this work more intelligently and more skillfully.

B) The system of dragging the dead body should be stopped by some rule, through the Gram Panchayats. Even though it may not be possible in all places to provide a cart for the transport of dead-bodies, a simple equipment—wooden or bamboo poles to carry the dead-bodies may not be beyond the means of an average village flayer. He can tie the four legs of the animal and hang it on the wooden or bamboo poles and can carry the dead body to the place of flaying. Or Gram Panchayats can provide hand-carts to the flayers to carry the body.

C) The work of proper disposal of dead bodies of animals should be entrusted to the Municipalities, Gram Panchayats or other local bodies by suitable legislation as a part of local sanitation.

The Gram Panchayats or other local bodies may do this work departmentally by appointing paid staff or may give yearly contracts for the full and scientific exploitation of the dead bodies of animals. While giving such contracts preference may be given to the co-operative of artisans.

It should be made obligatory on the contractor to supply the local tanner, hides and skins necessary for his own industry at a fair price.
D) A law can be made under which a place can be reserved in every village, exclusively for the purpose of flaying of the dead bodies and slaughtering of animals. District Collectors and Tahsildars can mark out such places. Flaying and slaughtering should not be allowed at any other places.

Every flaying ground should at least have a compound wall and a platform. This facility should be provided by the Gram Panchayats. In bigger places where a large number of dead bodies are available, flaying centres should be managed by bodies like the Khadi Commission, so that the economic exploitation of different parts of the animal bodies can be better achieved.

E) It should be the duty of the police to see that the dead bodies are flayed only at the places reserved for the purpose and not anywhere else.

F) There is a need to establish carcass recovery and flaying centres in each Tahsil of Kolhapur district.

2) CLOSED SLAUGHTER HOUSES, PROPER SLAUGHTERING OF ANIMALS—FLAYING, CURING, HANDLING AND TRANSPORTATION OF HIDES AND SKINS

A) In Kolhapur district there is only one closed slaughter house in Kolhapur city. In other cities and villages cattles are slaughtered in the open by the butchers. The Government should construct closed slaughter houses of modern type with
all facilities like lighting, adequate water supply, platforms for skinning of hides, shops for selling the meat, improved implements etc. Cold storage arrangements for meat and hides, should be made available near the slaughter houses. Proper closed drainage facility should be there. Municipal bodies and Gram Panchayats should immediately pick-up the wastes from slaughter houses.

B) The present system of slaughtering the animals in a great haste and rushing the meat to the markets is most undesirable. If a little more time is given to the flayer he can do his job carefully and avoid damage to the hides and skins. Hides and skins and dressed carcass could be kept in cold storage and removed as and when necessary. Cold storage arrangements must be made by the government.

C) Flaying is an art and requires a good practice. It is therefore necessary to make it obligatory on the part of the slaughter houses to employ only trained and properly qualified flayers. Every flayer should have some sort of licence for his work and the licence should be issued after testing the skill of the flayers.

The flayers should be properly trained in flaying systematically, in curing of raw hides and skins and in proper exploitation of different parts of the dead bodies of animals.
D) Government should prepare model rules for the operation and control of the slaughter houses in their day to day working, on the lines of the model rules for meat inspection and the inspection of slaughter houses and their regulations prepared and circulated by the Indian Council of Agricultural Research.

E) Government should prepare rules for the inspection of flaying work, condition for issuing licences and renewal of licences etc. for flayers operating at the slaughter houses. It should prepare a set of instructions on flaying and curing of hides and skins for the benefit of flayers, curers.

F) Improved methods of flaying e.g. use of modern instruments and flaying machines should be introduced at bigger slaughter houses.

G) Government of India and Maharashtra State Government should take some steps to pass a legislation for proper flaying of carcass and preservation of hides and skins. There should be a punishment for those butchers who flay the carcass carelessly and damage the hides and skins. Bad flaying and delay in flaying should be avoided by the butchers. Hides and skins must be handled with sufficient care. Proper curing of hides and skins increase their value. So curing technique should be taught to the butchers. Modern instruments should be provided to the
butchers to avoid unnecessary damage to hides and skins. There should be provision of warehouses and cold storage facilities at all important raw hides and skins producing centres in the Kolhapur district. There should be expert and technical supervision over the methods of flaying and curing. Besides it is necessary to educate the butchers, to make them realise that a better price could be obtained for properly flayed and cured hides and skins. This is important because the quality of finished leather depends to a great extent on the quality of raw hides and skins.

H) Slaughter of animals, flaying of carcass, collection, curing, storage, transportation, marketing of hides have been traditionally handled by people belonging to the Muslim community. These jobs can be done through a Government or co-operative marketing agency, with depots in Kolhapur city, which is the main hides centre in the Kolhapur district. Such arrangement will help tanners in getting raw hides and skins at a reasonable rate.

I) The state Government should take steps to improve the quality of the hides obtained from dead animals. This could be done by organising intensive propaganda and demonstrating the improved methods of flaying and curing, in the rural areas. It will be necessary for this purpose to organise peripatetic demonstration parties in every district in the state. The parties would move from village to village, hold demonstrations and clearly bring to the
notice of the people concerned, the approximate financial gain that would accrue if the improved methods of flaying and curing are adopted.

J) Loss of millions of hides and skins to the tanning and leather industries due to various socio-economic reasons should as far as possible be avoided. At least half of this loss can be easily made up if a nationwide network of modern carcass recovery centres, each serving a group of villages, is set up. Developing exclusive markets with facilities like shelter, drainage, water and facilities for storage in important places to prevent deterioration during handling and storage of skins and hides can also help in this regard.

K) Besides improving the general life conditions of the living animals, control of the insects and vermins is very important. It will improve the quality and economic value of the hides and skins.

The District Veterinary Department can be of great help in this regard. Assistant Veterinary surgeons who visit various villages can educate the people in this matter. They can instruct the people on how the insects and vermins not only affect the health of the living animals but also make holes in the skins of the animals. Hides of such animals when they are dead are found with holes. This lessens the value of the hides. They can advise the people to take
proper precaution and see that the animals are not beset with insects and vermins and also to seek their help as soon as the animals are found infested with the insects and vermins.

3) BETTER USE OF OTHER PARTS OF ANIMALS

A) In the case of dead animals (fallen stock), hide is the principal commodity of economic value. But other parts of the dead body e.g. flesh, bones etc. may also add to the national wealth if they are properly handled and utilised. Arrangements should, therefore be made through Gram Panchayats to see that other parts of the dead body of animals going waste at present are recovered. That part of the meat which is not edible can also be turned into good manure or poultry feed.

B) The bones and horns of the dead and slaughtered animals are not utilised in the Kolhapur district. They are sent to other states. A bone digester can be attached to the slaughter house in Kolhapur for full utilisation of every piece of bone available in the district.

C) Horn work for the preparation of utility articles like combs and artistic articles should be encouraged. A workshop can be established at least at some places in the district. Horn savings from the workshops and small pieces of horns can be turned into horn meal to be used as manure.
D) All the hairs of the tails should be collected and brought to a central place for preparing brushes. At least one workshop for preparing brushes should be opened in the district.

E) All the tallow or fat obtained from the dead and slaughtered animals should be used for making soap in the district only. It should not be sent to other states.

F) A small glue manufacturing centre should be attached to the tanning centre or slaughter house to exploit fully the hide trimings from the slaughter houses and flaying centres and fleshing from the tanneries.

4) IMPROVING QUALITY OF HIDES AND SKINS

From the tanner's point of view the quality of the hides and skins is very important, for the quality of the leather he makes depends on the quality of the hides and skins he gets.

Among other things, the quality of hides and skins depends on the health and well-being of the animals. The work of making good leather therefore begins with the care of the animals while it is still alive. Skin of an animal which has been well looked after and well fed will be in a better condition than that of the animal which is neglected and ill fed.
By proper nourishment and maintenance the substance improves in quality; the hide gets a silky, mellow and supple feel about it; the texture becomes more compact; the tensile strength increases and the surface becomes even and smooth.

It is necessary therefore to emphasize the need for better nourishment and maintenance of animals. The quality of the hides and skins available indigenously is not as good as that of the hides and skins from some of the South American countries. The government therefore should devote more attention to the problem. Suitable schemes should be chalked out for research and development in the field of breeding and maintenance of animals. It is possible to improve the quality of hides and skins without sacrificing other things for which animals are reared, e.g. their capacity for draught, yield of milk, quality and quantity of meat or of wool—etc.

The problem of quality cannot be considered in isolation. It must be related to the problem of increasing the animal population. Therefore there is a need to draw up and implement a comprehensive plan of animal husbandry with a view to improving and developing the livestock of modern breed and increasing animal population.
4.1 AVAILABILITY OF RAW MATERIAL
A) RAW HIDES AND SKINS

There is a great demand for raw hides in the district, from small as well as big tanners as also from the mechanical tannery in Kolhapur. But the supply of raw hides is very much inadequate to meet the demand. Consequently the prices of hides are increasing day by day. The government therefore should take steps to increase the import of raw hides and skins from Australia, New Zealand and other countries. This would help to control the rising prices of hides.

There is very little skin tanning in the district. The goat and sheep skins are sent to Madras, Kanpur....etc. where they fetch a high price. In order to revive the skin tanning industry which at one time was well organised and flourishing in some parts of the district, some restrictions on the movement of goat and sheep skins should be imposed.

The hides and skins available in Maharashtra must be tanned in Maharashtra itself. There should be a ban on their sale, outside Maharashtra.

The prices of hides and skins must also be fixed by the government, so that the local tanners get their fair share without much competition.
**B) MYROBALAN, BABHUL BARK, ITS DEPOT ETC**

1) There is no dearth of tanning materials required for bark tanning. Indian forests have numerous trees and plants which contain in their barks, leaves, roots and fruits, vegetable ingredients useful for tanning. All of them are not known to the people. Only a few of them are being used for tanning purposes, e.g. myrobalan, avaram, babhul, amlaki barks, etc. Research Institutes can do a lot in this regard. They can undertake systematic research of various Indian trees and plants to discover the other available tanning materials. There should also be some agency for systematic and methodical collection of tanning materials.

2) Forest Department should give the right to collect the myrobalan from the forest areas to the tanners' co-operative societies on a fair royalty. The present system of giving such right to the highest bidder should be discontinued, as it goes against the interests of the small tanners. However, where tenders for collection of all kinds of tanning materials are given to contractors, it should be binding on them to sell the material to local tanners in the area at the rate fixed by the Government.

3) Most of the tanners in Kolhapur district use babhul bark as tanning material. Every year thousands of babhul trees are cut down for wood and bark. Planting of new
babhul tree is negligible. So there is an urgent need of planting more and more babhul trees by the farmers and the government. Forest department should take keen interest in planting of babhul trees.

4) With a view to supplying necessary raw materials including the tanning and finishing materials a central marketing depot should be opened at the district place. It should supply all the raw materials required for tanning units i.e. babhul bark, myrobalan, agave, lime, extracts, chemicals, fat liquor, oil etc.

5) **EDUCATION OF TANNERS IN RESPECT OF TANNING MATERIALS AND IN AVOIDING WASTAGE OF TANNIN IN THE SPENT TAN-STUFF**

Tanners who are mostly illiterate and ignorant, should be educated properly in the use of tanning materials. They should be given sufficient knowledge as regards the qualities and nature of various tanning materials and their different effects on the quality and nature of the leather produced.

Percentage of tannin must be ascertained before using the tanning material. Similarly, percentage of tannin in the used tan-stuff must be ascertained before it is thrown away as waste.

6) **SUPPLY OF SUFFICIENT WATER**

Adequate supply of good water is essential for the successful working of a tannery. Local governments like
Gram Panchayats. Municipalities and Corporations should supply adequate water to the tanners through taps. Bore-wells should be opened in the localities of tanners, in those villages where there is a severe scarcity of water. e.g. Male, Vasagade, Hupari, Vandoor etc.

There should be sufficient facilities at least at the district place to test chemically the water which is used for tanning. Such facilities already exist for testing drinking water of public water systems. These agencies can also do the job in the case of water used for tanning purposes.

7). MANPOWER (LABOUR)

Most of the workers employed in tanning or leather footwear industries are illiterate, semi-skilled or unskilled and untrained. They cannot adopt themselves to new innovations, methods and techniques in the production of leather and footwears. It is necessary that they are trained and educated properly.

Government through its various agencies like LIDCOM, and KVIDC etc/big and well educated industrialists in the tanning and leather goods manufacturing fields should start training-cum-production centres for the benefit of the workers. The workers could be trained in the modern methods of production.
In order to improve the economic conditions as well as employment or service conditions of the workers, it is necessary that the government pay more attention to the matter and take some action. The government should ensure that the workers get minimum wages, that their daily working hours are fixed. The workers who are permanently employed should get regular wages, they should get the benefit of provident fund and other welfare measures like medical facility, housing facility etc. It is also necessary that some leave rules are framed and implemented. In the case of workers who work on piece-work basis, their wages also must be fixed properly and as far as possible, they should get the benefit of some of the welfare measures.

In order to improve the general economic conditions and the standard of living of the workers, the government through the agency of social workers should try to inculcate in the workers the habit of saving. The social workers can also help in curbing the tendency of the workers to remain absent from work. Towards these ends and towards inculcating good habits, responsibility, regularity etc. in the workers a programme of educating them properly must be chalked out and implemented. Employers also can take some measures to minimise the labour turnover and absenteeism. Attractive wages, incentive bonus, better working conditions etc. are some of the measures which the employers can take. Workers must organise and they should
form their unions. Unions of workers are a must in tanning and footwear making industries.

Such measures taken would give the industry some prestigious status and would attract and encourage new-comers to enter this field.

8) CHANGE IN THE OUTLOOK AND ATTITUDE OF THE EDUCATED MEMBERS OF THE TANNERS' FAMILIES

Members of the tanners' families who are educated are reluctant to enter the traditional business of their family. Even their parents do not desire that their children should carry on their business. The bad odour that is emitted during the tanning process and blackening of their feet, hands and nails also make the children reluctant to enter the business.

The outlook and attitude of the children must be changed. When educated they get jobs in the government service easily. But as years pass, it would become more and more difficult even for them to get jobs easily, and immediately on completion of their education. If they are helped and induced to use modern methods of tanning, especially chrome tanning, to use new machinery,...etc. and thus if they are helped to expand their business, their profits would increase, the business would become lucrative.

The government and the different semi-government corporations or boards set up to help the tanners can achieve great things in the matter, if they go to the tanners
instead of waiting for tanners to approach them.

9) LEATHER INDUSTRIES DEVELOPMENT CORPORATION OF MAHARASHTRA (LIDCOM)

The performances of the Leather Industries Development Corporation of Maharashtra, Branch Kolhapur has been dismal in most cases. We would like to make some suggestions to the officials of the LIDCOM Branch Kolhapur for the all round development of tanning and footwear industries in Kolhapur district.

Besides helping tanners and cobblers, LIDCOM is competing with cobblers, LIDCOM has started a production and selling centre in Kolhapur for Kolhapuri chappals. It adversely affects the business of cobblers. So LIDCOM should give up the work of producing Kolhapuri Chappals. It should produce other leather articles like leather conductor bags (purses), leather suitcases, hand gloves, cycle seats etc.

Government of Maharashtra should give all the help to LIDCOM to establish the following centres for the progress (development) of tanning and footwear industries in Kolhapur district.

A) Common facility centre.
B) Design centre.
C) Training-cum-production centre.
D) Raw material supplying centre, and
E) Purchasing and selling centre of tanned leather, leather footwears and other leather articles.
A) COMMON FACILITY CENTRE

LIDCOM should establish a common facility centre or modern workshop in Kolhapur city to help the small tanners in converting their semi-finished leather into finished leather. LIDCOM should establish modern machines with the guidance of CLRI for tanning purposes. Allow the use of these machines by small tanners at a nominal rent for converting semifinished leather into finished leather. Help the tanners to produce chrome leather and press sole leather with the help of machinery etc.

B) DESIGN CENTRE

To capture the domestic as well as foreign markets LIDCOM should establish Design and Fashion Institute for footwear and leather goods to meet the changing fashions and needs.

C) TRAINING-CUM-PRODUCTION CENTRE

Really speaking tanning and footwear making industries in Kolhapur district are facing very serious labour problems such as acute shortage of skilled, trained and educated labour. As a result many footwear and leather manufacturers bring skilled labourers and qualified technicians from Bombay, Madras, Calcutta, Agra----etc. paying them high wages. These labourers do not stay for long with their employers. To solve these labour problem LIDCOM should set up a Training-cum-production centre in Kolhapur district to train the workers.
Government of Maharashtra should start a special school for giving higher education in the production of leather and leather goods in Kolhapur city. Various courses leading to diploma or degree can be taught to the educated children of the tanners and cobblers. It should also be open to the students from other communities.

D) RAW MATERIAL SUPPLYING CENTRE

In order to supply all types of raw material to the leather and footwear manufacturers at fair prices, LIDCOM should establish a raw material supplying centre in Kolhapur city.

E) PURCHASING AND SELLING CENTRE FOR TANNED LEATHER, LEATHER FOOTWEARS AND OTHER LEATHER ARTICLES

Tanners and cobblers must get sure market for their product. LIDCOM should purchase the tan leather from the tanners and footwears and other leather articles from the cobblers. While purchasing these commodities cost of production should be taken into consideration. Tanners and cobblers must get at least 10 to 12% profit. While selling this product LIDCOM should take nominal profit and sell the leather to the cobblers and footwears to the consumers directly, as also to the retail and wholesale footwear merchants.

This will avoid the chain of middlemen in the footwear market. It will avoid the exploitation of cobblers
by the tanners and also the exploitation of footwear consumers by the cobblers. LIDCOM should eliminate the dominance of agents in footwear industry.

The tanners and cobblers who are not willing to sell their products to LIDCOM should be allowed to sell them in the open market.

10) **DISPOSAL OF EFFLUENT**

Disposal of effluents has become a serious problem nowadays. Effective measures will have to be taken to see that effluents are properly treated before their discharge into sewage or other waste outlets or in open areas. The industry should take precautionary steps to ensure that public health is not jeopardised in the pursuit of commercial activities.

Tanners in Kolhapur district are unable to construct their own effluent tanks within the tanneries due to the high costs involved in setting up a treatment plant. Hence common effluent treatment plants should be set up in Kolhapur, Ichalkaranji, Peth Vadgaon, Gadchinglaj and Nandani. All the tanneries in these cities should use the plant. While 20% of the plants cost should be met by the tanneries, 40% should be provided by the State Government and remaining 40% should be provided by the Central Government.
As far as the villages are concerned, there are only a few tanneries in every village. The question of disposal of effluents, therefore, is not very serious. There is no need of a treatment plant. A proper drainage system and removal of waste regularly would keep the surroundings clean and free from pollution.

11) NEED OF PROPER ATTENTION TO THE CLEANLINESS OF TANNING LOCALITIES BY LOCAL GOVERNMENT

Corporations, municipalities and other local authorities do not pay sufficient attention towards sanitation and cleanliness of the tanning localities. The Government should take steps to see that these bodies pay necessary attention to the cleanliness of these areas. This will not only help the tanners colony but also help in improving the general sanitation of the whole locality.

12) FINANCE

Inadequate financial assistance is one of the major reasons why the tanning and footwear making industries in Kolhapur district are not properly developed. Banks and financial institutions do not provide adequate financial assistance to tanners and cobblers. So some of them borrow money from money lenders, agents and footwear shopkeepers at high rates of interest.

Government of Maharashtra and LIDCOM should realise the importance of these industries and their export potential
and convince the banks and other financial institutions of the need to give them loans. Government of India and Government of Maharashtra should advise banks and financial institutions to provide financial assistance to Kolhapur leather and footwear industries at a reasonable rate of interest, for the purchase of raw materials and machinery. The banks should make the procedure of giving loans easier. Besides Government of Maharashtra should grant subsidies to tanners and cobblers to purchase machinery.

Tanners and cobblers who obtain loan from banks and other financial institutions, must use the amount of loans received for productive purpose in their industry only. They should repay regularly the loans and the interest upon it. It will increase their credit with the banks and in the market. It would help them in future to get loans easily.

13) **MANAGEMENT**

Tanning and footwear making industries in Kolhapur district are scattered in various small household units. In their case, management cannot be separated from ownership. The owner-tanners and owner-cobblers are uneducated in and ignorant of modern managerial skills. Their ignorance is a great impediment in the development of their industry. If they get proper guidance and training in the management of their industry—in the purchase of raw materials, in the running of their industry and in the
marketing of their products, they would be able to develop their industry and increase their business.

Branch
We suggest that LIDCOM of Kolhapur should extend all possible help to the tanners, footwear manufacturers and dealers by providing them such training and guidance initially and also the latest managerial information continuously thereafter.

14) **SHifting AND EXTENSION**

The leather industry in general and tanning industry in particular should be taken out of the list of obnoxious trades and be given the status enjoyed by other industries. The village and city tanners should get protection from the Government against harassment from municipalities and other local bodies for shifting their original working sites to other places on the ground that they are right in the middle of populated residential area and are therefore a health hazard to the people. Where it is found necessary to shift the working sheds to some other places in the interest of the tanners themselves, it should be made obligatory on the local bodies or authorities to give them proper sites not far away from the villages or cities where they have been living. The new colonies of tanners so resettled should be given all possible civic amenities like roads, electricity, good water supply etc. Care should also be taken to see that no other residential colonies are set up in the vicinity.
To control the environmental pollution, the tanneries should be situated in the industrial areas. The zoning policy may be followed. Tanneries should not be situated near the cultivable lands and residential areas.

In cities like Kolhapur, Gadlinglaj, Ichalkaranji and Peth Vadgaon residential areas are growing fast around the tanning industries. There is not much scope for expansion of these industries in these areas. Therefore, there is a need for shifting of these industries from their present sites.

In Kolhapur, the Government should allot sites to the tanners in the Industrial Estate of Gokul-Shirgaon. It should also provide them other facilities like buildings, sheds, water, electricity—etc.

If shifting is not possible in near future, the Municipal Corporation should allot to the tanners fifty acres of land, near Yallama Temple, B Ward for expansion of their Industries at a nominal price. This area is near Jawahar Nagar and is convenient for tanners.

In cities like Ichalkaranji, Gadlinglaj and Peth Vadgaon, the open areas available outside the residential areas should be given to the tanners at a nominal price. Necessary buildings, sheds, roads, water, electricity etc. should also be provided at these new sites, by the government.
Proper marketing is a never ending search for survival, growth and profits. Success of a business is dependent on the skill and dexterity that the business unit commands in marketing, production, finance and other fields and also on the abilities to combine them for smooth running of the unit. Marketing is not only an art but also a science.

Most of the tanners in Kolhapur district produce rough, sole tanned leather by the bag tanning method, so they get very little profits. They should not only rely on the bag tan method but also establish common facility centre and produce chrome tan leather. The leather produced by the chrome tan method will fetch better price and more profits to the tanners.

There should be a Co-operative Marketing Federation aided by the government finance, or tanners and footwear manufacturers should come together and form a Manufacturers' Association to market the products they manufacture. This federation or association should purchase tan leather and leather footwears from those tanners and cobbiers who are willing to sell their product. While purchasing the leather and footwears, cost of production should be properly considered. Tanners and cobbiers must get a minimum 10% to 12% profit. This federation or association should sell at a reasonable price tan leather to the cobbiers and
footwears to the consumers. There will not be any complaint by cobblers or consumers regarding the price. This would also eliminate middlemen.

This federation or association should maintain up-to-date record of production of every tanner and cobbler and supply up-to-date information of international marketing activities. Production of footwears and leather should be consumer oriented i.e., based on a thorough understanding of the needs and desires of the customers who constitute the market segments.

At present there is no such agency which helps and guides the tanners and cobblers in marketing their products. The District Tan Leather Market only provides a place for tanners and cobblers to come together. It does not provide any help or guidance.

The tanners, cobblers and others coming to the market have to face a lot of inconvenience and hardships in the market, because the market lacks even very primary facilities. The government or the LIDCOM should provide the following facilities in the district market.

A) Closed sheds should be constructed for the tanners to sell their tan leather.

B) There should be accommodation for tanners shops in the sheds.
C) There should be warehouses to store the raw material and tan leather.

D) Balances and weights must be provided in the market. As far as possible, tanner should purchase raw hides by weight and also sell the tanned leather by weight. This would assure the tanners and the cobblers that they have struck a proper deal and that there is no cheating.

E) Proper facilities for drinking water should be provided.

F) There should be a rest-house in the market for the use of tanners, cobblers etc.

16) SOCIAL APPROACH

Tanners and other workers who are engaged in the tanning work can use rubber handgloves and gumboots. Their use might prevent blackening of their hands and feet. That would lessen the feeling of embarrassment they experience when moving in the society.

The severity of caste distinctions has very much lessened during some decades past. People even from higher castes are found to have entered the leather industry. In coming decades, it would surprise no one if we find people entering the tanning industry. The outlook of the people is slowly but surely changing and a day would come when the tanning and leather industries are no more considered as having low status. Therefore, the tanners and their
children also should not treat their business as of low status. They should as far as possible remain in it and try to develop it.

17) CONSORTIA APPROACH

Unethical competition seems to give immediate gains but is always ruinous in the long run. It must therefore be always avoided. Tanners and cobblers should subject themselves to some discipline.

It is necessary to form consortia of leather and footwear manufactures. The consortia can make rules and regulations which would govern the working of these industries. They should be strictly applicable to all production units. The consortia should see that all the units observe them scrupulously. No breach thereof should go unnoticed and unpunished. Workers with one tanner or cobbler should not be unduly induced by other tanners or cobblers.

The workers also on their part, should realise that it is in their own interest that they remain steady in their jobs, that frequent changes are harmful to them.

18) OCTROI DUTY

At present octroi duty is levied on the following commodities coming under the leather industry.
A) Raw hides and skins.
B) Vegetable Tanning materials.
C) Tanned leathers.
D) Leather goods.
E) Leather footwears etc.

The leather material from raw hides to finished product in the form of footwear or any other article of utility for the use of final consumer passes through many intermediary craftsmen, who live in different places. At every point of entry in a new place, local bodies levy a small amount of octroi duty. The duty though small at each place of entry adds up to quite a big amount nearly 20% by the time the finished product reaches the consumer. This is too much of a burden on the poor manufacturer and the consumer. The tanning and leather goods making industries, being cottage and labour-intensive industries need some protection. We therefore suggest that octroi duty be levied on the final product only.

19) **GOVERNMENT POLICY REGARDING THE EXPORT OF LEATHER CHAPPALS AND OTHER PRODUCTS**

A) The leather industry in India is mainly export oriented. The industry should keep itself abreast, not only of the changing tastes and fashions, but also of the improved techniques of production, as the market abroad for leather articles is competitive.
We live in an age of science. Only by adopting the scientific methods in leather manufacture, can the industry prosper.

B) A survey of the growth of Indian Leather Industry during the last decade reveals that there is a progressive trend. The policy of the Government during the past few years has been to restrict progressively the export of raw hides, skins and finished leather and to encourage export of leather products. Government should continue this policy permanently.

C) National Small Industries Corporation is playing a very important role in getting foreign orders for the supply of leather goods. It is suggested that this corporation can do more for obtaining orders for Kolhapuri leather chappals. The corporation can ascertain the latest trends and fashions in and demands of the foreign markets from time to time and inform the exporters and manufacturers about them.

D) National and International fairs should be organised in India to display the leather goods manufactured in various countries e.g. leather chappals, shoes, purses, garments etc. This would enable us to assess the quality and design of our products vis-a-vis the quality and design of products from other exporting countries.

E) The industries, scientists and technologists in our country will have to find out ways and means to stimulate exports, which is very vital for the survival of this industry.
F) Export of finished leather goods and increased earnings of foreign exchange is possible only when we are able to compete in price and quality, in the world market.

G) Government should assist the industry in the export of finished leather goods through extending finance at special concessional rates, easy and cheap transport facilities, tax concessions etc.

20) USE OF MACHINES

Many women workers from the Dhor community have abandoned, doing the work of crushing babhul barks and myrobalan. This has led to a scarcity of women workers in the tanning industry.

Big tanners use machines for crushing babhul barks and myrobalan. But small tanners cannot afford buying such machines for their tanneries. Big tanners charge high rents for use of their machines. Small tanners cannot afford paying such high rents.

Government should set up crushing machines in various villages and cities where tanning units are there. The government can charge a reasonable rent for the use of machines.

21) COMPETITION

Manufacturers of leather footwears have to face a challenge from the rubber, plastic and P.V.C. footwears. If the manufacturers have to stand upto it and survive,
they have to produce chappals and shoes in new styles, and designs. They should look attractive, elegant and at the same time must be sturdy and durable. The manufacturers must also maintain the quality of their production. The prices also must be reasonable.

It is found in the developed countries that with the rise in the standard of living, people prefer to use leather footwears and leather goods rather than rubber, plastic or P.V.C. substitutes. This is also true in India.

There is therefore no reason for dismay. Manufacturers of leather footwears and goods must however produce quality goods and must maintain the quality throughout. Only then will they win the confidence of the customers, and markets, especially foreign markets, once captured would always be open for them to sell their merchandise.

22) ESTABLISHMENT OF A TRAINING SCHOOL FOR TANNING AND LEATHER GOODS MANUFACTURERS

A) Government should open a school for training in tanning and leather goods manufacture in Kolhapur district for the sons of those who are already working in the leather industry. This school should teach the craft of tanning and making of chappals, boots and other leather articles. Government should give scholarships and stipend to the trainees.
This training school should teach the sons of tanners how to unhair and flesh a hide, prepare hide bags etc. For the sons of cobblers, the school should teach the theory of chappal, boot and shoe making and should have besides practical courses in blocking, feathering and holing; in soles, lasting, welt-sewing, welt-pairing and bottom filling, sole fitting, stitching, heel building etc.

Artisans should be suitably trained in achieving the requisite skill and technical know how for the manufacture of products of assured quality.

B) The Government Training Institute and the Government Leather Working School situated at Kherwadi, Khar-Bombay are well organised and fairly equipped institutions. We would expect such institutions to pay more attention to research than training. We therefore suggest that problems of tanning and leather goods research should be tackled by these institutions and advanced courses of training should be conducted. We would further suggest that these institutions create additional facilities for research, in consultation with C.L.R.I. and C.F.T.I. Madras.

23) MODEL TANNERY AND COMMON FACILITY CENTRE

With a view to organising the scattered village sector of the tanning industry a model tannery should be established at the district place (Kolhapur), which should serve as a training centre for acquiring latest knowledge by the tanners.
Establishment of a mechanised tannery requires a huge capital. It is out of reach of most of the tanners. A common facility centre should be started in Kolhapur. Tanners should manufacture semifinished leather in their own tanneries but finishing of leather, splitting of leather, its dyeing and embossing can be done at the common facility centre. The centre can charge the tanners a reasonable rent for the use of various machines. Leather produced in these facility centres would be superior and would bring in more profits. With the help of splitting machines three layers of leather can be obtained. Dyeing and embossing of leather make the leather very attractive. This leather is in great demand and fetches a high price. It is useful in making various leather goods.

24) USE OF MACHINES AND PRODUCTION OF MACHINES

To produce finished leather of comparable quality out of our raw hides, we have to improve our technology, use modern plants with sophisticated machinery and employ skilled and experienced personnel in modern methods of manufacture. Tanning industry in Kolhapur district has to adopt mechanisation and modernisation for its survival.

But there are only a few firms in India who manufacture some of the machines required by this industry. However, these units have not been able to produce the machinery of standard quality compared to the imported
ones. This is mainly due to the problems such as lack of suitable equipments, skilled labour, experience, know-how, finance, high cost of metals and alloys, lack of steady demand and lack of confidence in indigenous makes. Since the demand is limited the question of taking up the manufacture of these machinery on a large scale may not be possible in the near future.

Government should encourage the Indian entrepreneurs to undertake manufacture of machines, tools and equipments required for tanning and footwear making leather industries.

25) **ESTABLISHMENT OF CO-OPERATIVE SOCIETIES**

Tanners should have their Co-operative societies for the bulk purchase of babhul bark, raw hides and other raw materials. Individual purchases of raw materials unnecessarily push up their prices and ultimately the cost of production.

In recent years, myrobalan is purchased and sold by Tanners' Co-operative Society. It is working satisfactorily. Tanners also get myrobalan at reasonable rates. There is no reason why such arrangement for the purchase of babhul bark and other raw materials should not be there. If such a society is formed, it too would work satisfactorily.
26) GENERAL SUGGESTIONS

A) We make the following suggestions of general nature. Improved methods of tanning and technical progress in manufacturing would make the leather product cheaper. The cheaper price would stimulate demand. An increased demand would in its turn lead to large scale production and the realisation of economies. This would lead to a lower cost of production and eventually lower prices would be the result. Cheapness and quality are essential to capture the home market.

B) Besides producing only the footwears, cobblers should produce other leather articles also. According to the needs and demand, cobblers should diversify their production.

C) Factories employing both chrome as well as bark tannage have a brilliant future than chrome tanning factories alone.

D) Central Leather Reserch Institute is established in Madras. Its sub-centre should be started in Kolhapur. It will be very useful for the development of tanning industry and footwear manufacturing industry in Kolhapur district.

E) Frequent and highly rewarding competitions among the workers of finished leather goods should be organised and their achievements should be given wide publicity.
F) Today educated youth from tanners families do not get job easily. They remain unemployed for years together. Instead of remaining idle and unemployed, they can enter the tanning industry. If they feel it below their dignity actually to do the work of tanning themselves, they can employ workers to do the work. Even such an arrangement would be economically profitable. Even a weekly turnover of about 7 to 8 hides can fetch them a profit of Rs. 1500/- to Rs. 2,000/- per month which is fairly enough to support a family of about 4 to 5 members.

G) Establishment of big factories is necessary. But at the same time the business of tanners and cobblers from villages must also survive. New methods and techniques must be adopted but not at the cost of those who are traditionally engaged in the industry and their art.

In Kolhapur district, tanning industry has a tradition. It is an economically viable industry. But owing to the changing conditions it is on the decline. Many old tanning units have been closed down. Therefore, there is a great need to take proper steps in time to stop this decline. With proper support, guidance and financial assistance, the government should see that this industry not only survives but also prospers and flourishes. On its survival, depends the survival of the leather industry for which the district is famous.