

CHAPTER - VI

PRODUCTION AND REVENUE TRENDS OF VINEYARDS

6.1 Introduction

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C H A P T E R - VI

PRODUCTION AND REVENUE TRENDS OF VINE YARDS

6.1 INTRODUCTION :

In this chapter we discuss production, physical structure of sale and revenue structure of sale of the vine yards under study.

6.2 PER ARE GRAPE OUTPUT IN KILO GRAMES:

TABLE NO.6.1

PER ARE GRAPE OUTPUT 1986-1987

(In Kg.)

No.of Farmers		Per Are Grape Output
1	2	
C2	1	286.56
C1	2	324.11
C1	3	271.18
C1	4	282.48
C2	5	162.05
C2	6	237.15
C2	7	217.39
C2	8	286.56
C1	9	124.90
C1	10	142.77
C1	11	214.56

(Contd....Table No.6.1)

1		2
C1	12	214.56
C1	13	104.00
C2	14	169.96
C2	15	138.33
C2	16	197.62
C2	17	184.45
C2	18	171.27
C2	19	67.75
C2	20	117.35
C3	21	118.57
C3	22	128.45
C2	23	304.91
C3	24	192.97
C3	25	221.34
C4	26	217.39
C4	27	154.02
C4	28	200.07
C4	29	256.29
C3	30	166.00
C5	31	382.85
C5	32	301.80
C5	33	187.72
Total		6547.28

In Table No. 6.1 we have given figures for per are grape output Kgs. for the year 1986-1987 for all the grape cultivators included in the sample. If we consider these figures carefully we can say that there is a great amount of variation in per are grape output of the sample farmers. The highest being 382.85 Kgs. and the lowest being 67.75 Kgs. It is seen that out of 33 farmers nine farmers obtained a per are yield of more than 150 Kgs. and less than 200 Kgs. This is followed by 7 farmers producing more than 100 Kgs. but less than 150 Kgs. per are. An equal number of farmers produced more than 200 Kgs. but less than 250 Kgs. per are. The number of farmers producing more than 250 Kgs. per are is also significantly large (9). On the whole the sample average for per are output of grapes is 198.40 Kgs.

6.3 PER ARE GRAPE OUTPUT BY SIZE OF VINE YARDS :

TABLE NO.6.2

PER ARE GRAPE OUTPUT OF C1 Class (Upto 20 Ares)

No. of Farmers		Per Are Grape Output 1986-87 (In Kgs.)
C1	1	324.11
C1	2	271.18
C1	3	282.48
C1	4	124.80
C1	5	142.77
C1	6	214.56
C1	7	214.56
C1	8	104.00
Total		1478.46
Average		184.80

In table No. 6.2 we have given per are output of grapes of the sample farmers belonging to the group upto 20 ares of vineyards. The per are output for this class of grape cultivators is 184.80 Kgs.

TABLE NO.6.3

PER ARE GRAPE OUTPUT OF C2 Class
(More than 20 upto 40 Ares)

		(In Kg.)
No.of Farmers		Per Are Grape Output 1986-87
C2	1	286.56
C2	2	162.05
C2	3	237.15
C2	4	217.39
C2	5	286.56
C2	6	169.96
C2	7	138.33
C2	8	197.62
C2	9	184.45
C2	10	171.27
C2	11	67.75
C2	12	117.35
C2	13	304.91
Total		2541.35
Average		195.49

In Table No. 6.3 we have given figures for per are output of grapes for the farmers belonging to the class more than 20 to 40 ares of the vineyards. For this class the average per are output of grapes turns out to be 195.49 Kgs.

TABLE NO.6.4

PER ARE GRAPE OUTPUT OF C 3 CLASS

(More than 40 Ares upto 60 Ares)

No. of Farmers		(In Kg.)
		Per Are Grape Output (Kgs.)
C3	1	118.57
C3	2	128.45
C3	3	192.97
C3	4	221.34
C3	5	166.00
Total		827.33
Average		165.46

In Table No. 6.4 similar information is given in respect of grape cultivators belonging to the class more than 40 ares upto 60 ares of vineyards. In this case the average is only 165.46 Kg. of grapes per are.

TABLE NO.6.5

PER ARE GRAPE OUTPUT OF C 4 CLASS

(More than 60 Upto 90 Ares)

		(In Kg.)
No.of Farmers		Per Are Grape Output
C4	1	217.39
C4	2	154.02
C4	3	200.07
C4	4	256.29
Total		827.77
Average		206.94

Similarly, in Table No. 6.5 we find that the average per are output of grapes for the farmers belonging to the class more than 60 upto 90 ares of vineyard is 206.94 Kgs.

TABLE NO.6.6

PER ARE GRAPE OUTPUT OF C 5 CLASS.

(More than 100 ares upto 170 Ares)

		(In Kg.)
No. of Farmers		Per Are Grape Output 1986-87
C5	1	382.85
C5	2	301.80
C5	3	187.72
Total		872.37
Average		290.79

Table No. 6.6 shows that per are grape output of the farmers having a vineyard of more than 100 ares is 290.79 Kgs.

TABLE NO.6.7

PER ARE GRAPE OUTPUT

Class of Cultivators		Per Are Grape Output 1986-1987 (in Kgs.)
C1	Upto 20 Ares	184.80
C2	More than 20 to 40 Ares	195.49
C3	41 to 60 Ares	165.46
C4	61 to 90 Ares	206.94
C5	More than 100 and above	290.79

In Table No. 6.7 we present the above conclusions together for the sake of analytical convenience. It is seen that class 3 cultivators (41 to 60 ares of vineyards) have the lowest per are output of grapes. However, vineyard bigger than this class and also smaller than this class, show greater per are output of grapes. It is also important to note that in the case of class 5 cultivators the per are output of grapes is 146.56% larger than the sample average.

TABLE NO.6.8

6.4 PHYSICAL STRUCTURE OF SALE OF GRAPES :
STRUCTURE OF SALE 1986-1987

No. of Farmers	Sale to the Agent		Sale to the Local Process- ing.		Sale to the International Market		Non sale distri- bution		Total (Kgs.)
	Kgs.	%	Kgs.	%	Kgs	%	Kgs	%	
1.	5000	86.20	600	10.34	-	-	200	3.45	5800
2	200	6.09	-	-	2800	85.36	280	8.53	3280
3	3200	91.11	-	-	-	-	200	5.89	3400
4	3200	94.11	-	-	-	-	200	5.89	3400
5	3000	91.46	-	-	-	-	280	8.54	3280
6	4400	91.66	-	-	-	-	400	8.34	4800
7	4000	90.90	-	-	-	-	400	9.10	4400
8	2800	48.27	2600	44.83	-	-	400	6.90	5800
9	2200	91.61	-	-	-	-	200	8.34	2400
10	2000	76.92	400	15.38	-	-	200	7.69	2600
11	3600	94.74	-	-	-	-	200	5.26	3800
12	3600	94.74	-	-	-	-	200	5.26	3800
13	1800	88.23	-	-	-	-	240	11.77	2040
14	2800	81.40	400	11.63	-	-	240	6.97	3440
15	2400	85.71	-	-	-	-	400	14.29	2800
16	4200	84.00	600	12.00	-	-	200	4.00	5000
17	-	-	5200	92.85	-	-	400	7.15	5600
18	2000	41.66	600	12.50	2000	41.66	200	4.16	4800
19	2000	80.00	-	-	-	-	500	20.00	2500
20	3400	89.47	-	-	-	-	400	10.53	3800
21	4400	90.16	-	-	-	-	480	9.84	4800
22	4800	90.56	-	-	-	-	500	9.44	5300
23	10400	96.29	-	-	-	-	400	3.71	10800

(Contd....Table No.6.8)

1	2	3	4	5	6	7	8	9	10
24	4800	57.14	-	-	3200	38.09	400	4.76	8400
25	-	-	10000	92.60	-	-	800	7.40	10800
26	10800	82.06	1200	9.11	-	-	11060	8.81	13160
27	6000	58.82	4000	39.21	-	-	200	1.96	10200
28	9000	56.96	6000	37.97	-	-	800	5.05	15800
29	12000	72.28	-	-	4000	24.09	600	3.62	16600
30	8000	94.33	-	-	-	-	480	5.67	8480
31	40000	65.79	-	-	2000	32.89	800	13.15	60800
32	24000	71.41	-	-	8000	23.80	1600	4.76	33600
33	4000	21.05	14000	73.68	-	-	1000	5.26	19000
Total									294560

TABLE NO.6.9

STRUCTURE OF SALE 1986-1987

(Upto 20 Ares) C-1 Class

(In Kgs.)

No. of Farmers		Structure of Sale				Total	
		Sale to the Agent	Sale to the local Processing.	Sale to the International Market	Non Sale Distribution		
C1	1	200	-	2800	280	3280	
C1	2	3200	-	-	200	3400	
C1	3	3200	-	-	200	3400	
C1	4	2200	-	-	200	2400	
C1	5	2000	400	-	200	2600	
C1	6	3600	-	-	200	3800	
C1	7	3600	-	-	200	3800	
C1	8	1800	-	-	240	2040	
Total						24720	

TABLE NO.6.10
STRUCTURE OF SALE 1986-1987
(More than 20 Upto 40 Ares) C-2 Class.

(In Kgs.)

No.of Farmers		<u>STRUCTURE OF SALE</u>				
		Sale to the Agent	Sale to Local Processing	Sale to the International Market	Non sale Distribution	Total
C2	1	5000	600	-	200	5800
C2	2	3000	-	-	280	3280
C2	3	4400	-	-	400	4800
C2	4	4000	-	-	400	4400
C2	5	2800	2600	-	400	5800
C2	6	2800	400	-	240	3440
C2	7	2400	-	-	400	2800
C2	8	4200	600	-	200	5000
C2	9	-	5200	-	400	5600
C2	10	2000	600	2000	200	4800
C2	11	2000	-	-	500	2500
C2	12	3400	-	-	400	3800
C2	13	10400	-	-	400	10800
Total						62820

TABLE NO.6.11
STRUCTURE OF SALE 1986-1987

(More than 40 Ares upto 60 Ares) C-3 Class
(In Kgs.)

No.of Farmers		Sale to the Agent	Sale to the Local Processing	Sale to the International Market	Non Sale Distribution	Total
1	2	3	4	5	6	
C3	1	4400	-	-	480	4800
C3	2	4800	-	-	500	5300
C3	3	4800	-	3200	400	8400
C3	4	-	10000	-	800	10800
C3	5	8000	-	-	480	8480
Total						77880

TABLE NO.6.12

STRUCTURE OF SALE 1986-1987

(More than 60 Upto 90 Ares) C-4 Class

						(In Kgs.)
No.of Farmers		<u>STRUCTURE OF SALE</u>				Total
		Sale to the Agent	Sale to the Local Processing	Sale to the International Market	Non sale distribution	
C4	1	10800	1200	-	1160	13160
C4	2	6000	4000	-	200	10200
C4	3	9000	6000	-	800	15800
C4	4	12000	-	4000	600	16600
Total						55760

TABLE NO.6.13

OF

STRUCTURE / SALE 1986-1987

(More than 100 Ares Upto 170 Ares)

C-5 Class

(In Kgs.)

No.of Farmers		<u>STRUCTURE OF SALE</u>				Total
		Sale to the Agent	Sale to the Local Processing	Sale to the International Market.	Non Sale Distribution	
C5	1	40000	-	20000	800	60800
C5	2	24000	-	8000	1600	33600
C5	3	4000	14000	-	1000	19000
Total						113400

TABLE NO.6.14

PER ARE STRUCTURE OF SALE 1986-87

(In Kgs.)

Class of Cultivators	Sale of Agent	the	Sale to the Local Processing	Sale to the International Market	Non Sale Distribution	Total
	%	%	%	%	%	
C1 1	170.14	80.09	3.44 1.61	24.06 11.33	14.78 6.96	212.42
C2 2	140.22	73.86	30.22 15.92	6.04 3.18	13.35 7.03	189.83
C3 3	97.48	58.10	44.31 26.41	14.18 8.45	11.79 7.02	167.76
C3 4	137.31	67.80	40.69 20.08	14.53 7.17	10.02 4.95	202.55
C5 5	181.58	59.96	37.39 12.35	74.77 24.69	9.07 2.99	302.81
Average 1 to 5 %	67.96	15.28	10.96	5.80	100	

Table No. 6.8/^{to}table No.6.14 give information regarding physical structure of sale of grapes. Generally, the disposal of grapes takes place in four ways.

- A. Sales to the Agent.
- B. Sales for the Local Processing.
- C. Sales to the International Market Agent.
- D. Non Sale Distribution.

From Table No.6.8 we can say that the majority of the grape cultivators sale more than 50% of their grape output to the agent. There are only about 12 sample farmers who sold their grape output to the local processing units, however, the



proportion of such sales shows variation between 9% to almost 93% only 6 sample farmers reported that they sold the grape output to the international market agents. In this case also the range of proportions varies from more than 20% to about 85% of the grape output. It is important to note that about 5 to 10% of the grape output is disposed of in the manner of non sale distribution i.e. free distribution to friends, relatives and farm workers.

Table No. 6.9 to 6.13 give the physical structure of sale of grapes for class 1 to Class 5 grape cultivators.

In Table No. 6.14 we have given physical structure of sales of grapes for different classes of grape cultivators. It is seen that the class 1 grape cultivators sell maximum proportion of grape output to the agent. Similarly, class 3 grape cultivators sell a relatively larger proportion of grape output to the local processing units. Class 5 grape cultivators sell a relatively larger proportion of grape output to the international market agent. The proportion of non sale distribution seems to be decreasing with the increasing size of vineyards. On the whole about 67.96% of grape output is sold to the local agent, 15.28% is sold to the local processing unit. 10.96 is sold to the International market agent and 5.80% of the grape output is used for non sale distribution.

6.5 REVENUE STRUCTURE OF THE VINEYARD :

TABLE NO.6.15
REVENUE STRUCTURE-1986-1987

(Amount in Rs.)									
No. of Farmers	Sales to the Agenet	Sales to the Local Processing.	Sales to the International Market	Non Sale Distribu	Total				
1	2	3	4	5	6	7	8	9	10
1	45000	88.23	4200	8.23	-	-	1800	3.53	51000
2	1600	50.02	-	-	28000	87.94	2240	8.03	31840
3	25600	94.11	-	-	-	-	1600	5.89	27200
4	25600	94.11	-	-	-	-	1600	5.89	27200
5	27000	91.46	-	-	-	-	2520	8.54	29520
6	35200	91.66	-	-	-	-	3200	8.34	38400
7	32000	90.90	-	-	-	-	3200	9.10	35200
8	22400	51.14	18200	41.55	-	-	3200	7.31	43800
9	17600	91.66	-	-	-	-	1600	8.34	19200
10	16000	78.43	2800	13.73	-	-	1600	7.84	20400
11	28800	94.74	-	-	-	-	1600	5.26	30400
12	28800	94.74	-	-	-	-	1600	5.26	30400
13	16200	88.23	-	-	-	-	2160	11.77	18360
14	25200	83.55	2800	-	-	-	2160	7.16	30160
15	21600	85.71	-	-	-	-	2160	14.29	25200
16	33600	88.29	4200	10.66	-	-	1600	4.06	39400
17	-	-	36400	92.86	-	-	2800	7.14	39200
18	18000	41.09	4200	9.59	20000	45.66	1600	3.65	43800
19	18000	80.00	-	-	-	-	4500	20.0	22500
20	30600	89.47	-	-	-	-	3600	10.53	34200
21	39600	90.16	-	-	-	-	4320	9.84	43920
22	43200	90.56	-	-	-	-	4500	9.54	47700
23	83200	96.30	-	-	-	-	3200	3.70	86400
24	38400	52.17	-	-	32000	43.48	3200	4.34	73600
25	-	-	7000	92.60	-	-	5600	7.40	75600

(Contd... Table No.6.15)

1	2	3	4	5	6	7	8	9	10
26	86400	83.95	8400	8.16	-	-	81.20	7.88	102920
27	48000	61.85	28000	36.08	-	-	1600	2.06	77600
28	72000	59.80	42000	34.88	-	-	6400	4.32	120400
29	96000	68.18	-	-	40000	28.40	4800	3.40	140800
30	72000	94.34	-	-	-	-	4320	5.66	76000
31	320000	60.79	-	-	200000	37.99	6400	1.21	526400
32	192000	67.42	-	-	80000	28.08	12800	4.49	284800
333	32000	23.18	98000	71.01	-	-	8000	5.79	138000
Total									2431840

In Table No. 6.15 we have given revenue structure of the vineyards in money terms. If we compare table No. 6.15 with the earlier table No. 6.8, it is seen that both physical structure and money value structure of the grape sale are almost identical excepting insignificantly small changes only in the case of a small number of farmers. As such the observations made on the data in Table No. 6.8 are applicable to data given in the Table No. 6.15.

TABLE NO.6.16

REVENUE STRUCTURE 1986-1987 C-1

		(Upto 20 Ares)		(In Rs.)	
No.of farmers		Sale to the Agent.	Sale to the Local Processing	Sale to the International Market.	None sale distribu- tion Total
C1	1	1600	-	28000	2240 31840
C1	2	25600	-	-	1600 27200
C1	3	25600	-	-	1600 27200
C1	4	17600	-	-	1600 19200
C1	5	16000	2800	-	1600 20400
C1	6	28800	-	-	1600 30400
C1	7	28800	-	-	1600 30400
C1	8	16200	-	-	2160 18360
Total					205000

TABLE NO.6.17

REVENUE STRUCTURE 1986-1987 C-2

(More than 20 Ares Upto 40 Ares)

(In Rs.)

No.of Farmers	Sale to the Agent	Sale to the Local Processing	Sale to the International Market.	Non sale, distribu- tion.	Total
C2 1	45000	4200	-	1800	51000
C2 2	27000	-	-	2520	29520
C2 3	35200	-	-	3200	38400
C2 4	32000	-	-	3200	35200
C2 5	22400	18200	-	3200	43800
C2 6	25200	2800	-	2160	30160
C2 7	21600	-	-	3600	25200
C2 8	33600	4200	-	1600	39400
C2 9	-	36400	-	2800	39200
C2 10	18000	4200	20000	1600	43800
C2 11	18000	-	-	4500	22500
C2 12	30600	-	-	3600	34200
C2 13	82300	-	-	3200	86400
Total					518780

TABLE NO.6.18
REVENUE STRUCTURE 1986-1987 C-3

(More than 40 Upto 60 Ares)

(In. Rs.)

No.of Farmers	Sale to the Agent	Sale to the Local Processing	Sale to the International Market	Non Sale distribu- tion.	Total
C3 1	39600	-	-	4320	43920
C3 2	43200	-	-	4500	47700
C3 3	38400	-	32000	3200	73600
C3 4	-	70000	-	5600	75600
C3 5	72000	-	-	4320	76320
Total					317140

TABLE NO.6.19

REVENUE STRUCTURE 1986-1987 C-4

(More than 60 Upto 90 Ares)

(In Rs.)

No.of Farmers	Sale to the Agent	Sale to the Local Processing.	Sale to the International Market	Non Sale Distribution	Total
C4 1	84400	8400	-	8120	102920
C4 2	48000	28000	-	1600	77600
C4 3	72000	42000	-	6400	120400
C4 4	96000	-	40000	4800	140800
Total					441720

TABLE NO.6.20

REVENUE STRUCTURE 1986-1987 C-5

(More than 100 Upto 170 Ares)

(In Rs.)

No.of Farmers	Sale to the Agent	Sale to the Local Processing	Sale to the International Market	Non Sale distribu- tion	Total
C5 1	320000	-	200000	6400	526400
C5 2	192000	-	80000	12800	284800
C5 3	32000	98000	-	8000	138000
Total					949200

TABLE NO.6.21

PER ARE REVENUE STRUCTURE 1986-1987

(In Rs.)

No.of Farmers	Sale to the Agent.	Sale to the Local Processing	Sale to the International Market	Non Sale distribu- tion	Total
C1	1376.64	78.14	24.06	1.36	240.61
C2	1183.97	75.52	211.53	13.49	660.44
C3	856.07	60.91	310.17	22.07	141.79
C4	1098.51	68.45	284.80	17.74	145.30
C5	1452.68	57.31	261.70	10.33	747.70
Average					
1 to 5 %	68.08%	13.00%	13.22%	5.69%	100%

Table No. 6.16 to 6.20 give revenue structure for the year 1986-1987 for class 1 to 5 grape cultivators. On the basis of these tables we have prepared table No.6.21 which gives per are revenue structure of five classes of grape cultivators. On the basis of this table we can make following observations.

1. Class 1 grape cultivators get maximum revenue from sale to the local agent and class 5 grape cultivators get the lowest revenue from local agents. On the average the sample grape cultivators get 68.06% of the total revenue from sale to the local agent.
2. Class 3 grape cultivators get the largest revenue from sale to the local processing units whereas class 1 cultivators get the smallest revenue from sale to the local processing units. On the average the sample cultivators get around 13% of the total revenue from the sale to the local processing units.
3. Class 5 grape cultivators get the largest revenue from sale to the International market agent. Whereas class 2 cultivators get the lowest revenue from the sale to the international market agents which comes to be 13.22%.
4. Class 2 grape cultivators report the largest proportion of non sale distribution and class 5 grape cultivators report the smallest proportion of non sale distribution. On the whole non sale distribution accounts for 5.69% of revenue which is in fact lost because of non sale distribution.

NET
6.6 PER ARE/REVENUE:

TABLE NO.6.22

NET <u>PER ARE/REVENUE</u> (Rs.)				
Class	Per Are total Revenue	Per Are Total cost	Per Are Net Revenue	Per Are rate of return
1	2	3	4	$\frac{5}{4/3 \times 100}$
C1	1641.32	1380.32	261.00	18.91
C2	1455.94	1108.81	347.13	31.31
C3	1308.05	1094.17	213.88	19.55
C4	1528.62	1132.68	395.94	34.96
C5	2462.08	1560.61	901.47	57.76
Average	1679.20	1259.31	423.89	33.76

In Table No. 6.22 we have tried to find out per are net revenue for different classes of grape cultivators. It is seen that the per are net revenue of class 5 grape cultivators is the highest despite the fact that these farmers have the highest per are cost of grape cultivation. The rate of return in case of class 5 cultivators is 57.76%. On the other hand class 3 grape cultivators have the lowest per are net revenue despite the fact that they have the lowest per are total cost of cultivation. On the whole the per are net revenue of grape cultivators of Kumathe turns out to be Rs. 423.89 giving a rate of return of 33.76%. It also can be said that even the less efficient grape cultivators of class 1 and class 3 type are also making substantial profits with a rate return of about 19%.