

CHAPTER FIVE
ANALYSIS OF DATA

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TABLE 5.1

Table Showing Capital Investment Required for Cashew Processing Units (Market value in Rs.)

Market Value Item	00-50,000	50,000-1,00,000	1,00,000 & above
Land	1	1	7
Building	-	-	9
Machinery	2	4	3
Furniture	7	2	-
Telephone	9	-	-
Vehicle	6	1	2
Other	-	-	-

This table shows capital investment required for cashewnut processing units. It included land, building, machinery, furniture, vehicles etc.. Out of the total nine units, 7 units have land costing above one lakh; while two units each are having land costing up to 50 thousand and 50 thousand to one lakh rupees. It reveals that average investment in land is more than one lakh. All the three units have buildings costing more than Rs. one lakh. There are two units having machinery costing less than Rs. 50 thousand, while

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- four units have machinery costing Rs. 50 thousand to one lakh. There are only three big units using new machinery which costs more than one lakh. In case of furniture, most of the units, i.e., seven units have it below Rs. 50 thousand worth, while two units have it costing in the range of 50 thousand to one lakh. The 'phone expenses of all the units are below Rs. 50 thousand; while one unit has a vehicle costing more than Rs. 50 thousand but below Rs. one lakh and two units have vehicles which cost above Rs. 1 lakh. It means minimum capital investment required for every unit is more than 2 lakhs which includes all the above expenses.

TABLE 5.2

Table Showing Average Capital Investment of Cashew Processing Units (Market value in Rs.) in Vengurla Taluka

Market Value Item	Present total Market Value	Average Value
Land	15,37,000	1,70,000
Building	68,25,000	7,58,000
Machinery	7,13,000	79,222
Furniture	2,52,000	28,000
Telephone	23,200	25,700
Vehicle	8,9,000	93,222
Others	-	-

Table 5.2 shows average capital investment at these nine cashewnut processing units. It includes land, building, machinery, furniture and other expenses like 'phone, vehicle etc.. The major capital investment is made on building that is Rs. 7 lakh 58 thousand while the next major item is land which costs 1 lakh to 1 lakh 70 thousand per unit. Other items such as machinery, furniture, 'phone, vehicle cost below one lakh per unit. The researcher asked question about other types of capital investment required for cashew processing units, but no respondent answered this question.

TABLE 5.3

Table Showing Number of Labourers Working in the Cashew Processing Units (Yearwise)

Year	MALE		FEMALE	
	Number	Percent- age	Number	Percent- age
1989-90	53	12.74	363	87.26
1990-91	50	12.53	349	87.47
1991-92	49	12.92	330	87.80

This table shows the number of labourers working in cashew processing units. They have been categorised between male and female. The data are available for three consecutive years

- i.e., 1989-90, 1990-91, 1991-92. It shows that numbers of male and female workers have decreased in the years 1990-91 and 1991-92 though marginally.

There were 363 female workers in 1989-90 which decreased to 330 in 1991-92, while in the case of male workers the number decreased from 53 to 49 in the same year.

There are three main activities, namely, peeling, shelling and grading in which women workforce is generally engaged. Though these three main activities require minimum of skills, they do not require intensive or even formal kind of training. In fact the unskilled female labour force is available in the region (mainly on account of migration of male population). This labourforce learns these skills through learning by doing. It offers vast potentials for employment generation for women. This factor, peculiar to cashew processing units, requires careful attention by policy-makers in the framing of employment strategy for 'Konkan' region.

TABLE 5.4

Table Showing Average/Percentage Processing Charges in the Cashew Processing Units During Year 1991-92

Type of charges	Total Charges (Rs.)	Average Charges (Rs.)	Percentage
Wages	14,32,266	1,59,140	8.54
Bonus	1,16,791	12,976	5.58
Fuel	1,09,884	15,697	5.25
Packing	70,090	7,787	3.35
Sale & Advt.	48,343	5,371	2.31
Transport	1,81,820	20,202	8.70
Others	1,30,367	14,485	6.27
<u>Total:</u>	<u>20,89,561</u>		<u>100 %</u>

Table 5.4 indicates the average processing charges of nine cashew processing units in the year 1991-92. It consists of wages, other incentives as bonus, fuel charges, selling and distribution expenses such as packaging, advertising, transportation and other miscellaneous charges.

Wages are major expenses in most of the processing units. Almost 68.54 per cent expenses are incurred on wages. While other expenses are formed by Bonus, Fuel, packing, selling etc. are less than 6 per cent. It has been observed that out

- of nine units two units use cashewnut shells as a fuel for processing, thus saving their fuel cost.

Transport cost is comparatively more (8.70 per cent than that of fuel, packing and payment of bonus.

TABLE 5.5

Table Showing Raw Material Used in Cashew Processing Units During the Year 1991-1992

Name of the Unit	Cashewnut			R A W M A T E R I A L			Containers			Packing Material		
	Qty. (Pouch)	Value (Rs.)	Price Per Kg	Qty. (Pouch)	Value Rs.	Price Per tin	Qty. (Pouch)	Value Rs.	Price Per Pouch	Qty. (Pouch)	Value Rs.	Price Per Pouch
Shirodkar	3,720	93,00,000	25.00	8,000	2,70,000	35.75	-	-	-	-	-	-
Atul	750	19,00,000	25.33	1,500	90,000	60.00	2,00,000	94,000	0.47			
Varaskar	1,951	47,95,383	24.57	3,741	1,80,000	48.11	-	-	-	-	-	-
Sanjeevani	828	21,14,326	25.53	1,600	69,400	43.37	-	-	-	-	-	-
Achyut	1,660	44,05,000	26.53	3,350	2,00,000	59.70	-	-	-	-	-	-
Narmada	750	18,50,000	24.66	1,560	60,000	38.46	-	-	-	-	-	-
Zantye	560	15,68,000	28.00	840	32,000	38.09	-	-	-	-	-	-
BoueLekur	700	17,64,000	25.2	1,400	84,700	60.5	-	-	-	-	-	-
Khade	100	2,53,333	25.33	2,000	1,00,000	50.00	-	-	-	-	-	-
Total:	11,019	2,79,50,042	-	23,991	10,86,100	-	2,00,000	94,000	-	2,00,000	94,000	-

- Table No. 5.5 shows raw material used per unit and its value. There are three types of raw materials, i.e., cashewnuts, container and packing material. Raw cashew expenses is the major item of expenses of all the units. The total expenses of 9 units on the cashewnuts comes to Rs. 2,79,50,042. There is only one big unit using 3,720 quintals of raw cashewnuts and other 8 units consume 750 to 1,951 quintals.

In the case of cashewnuts which is a major item of raw material, the price per Kg works out to be on an average Rs. 26.63. The current market price is Rs. 29 per Kg.

TABLE 5.6

Table Showing Percentage of Raw Cashewnuts Processed and its Value (in Rs.) During 1991-92.

Name of the Unit	Raw Cashewnuts Used		Value of Raw Cashewnut	
	Quantity (Qtls.)	Percentage	Total value (Rs.)	Percentage
Shirodkar	3,720	33.75	93,00,000	33.27
Atul	750	6.80	19,00,000	6.79
Veraskar	1,951	17.70	47,95,383	17.15
Sanjeevani	828	7.51	21,14,326	7.56
Achyut	1,660	15.06	44,05,000	15.76
Narmada	750	6.80	18,50,000	6.61
Zantye	560	5.08	15,68,000	5.61
Bowalekar	700	6.35	17,65,000	6.31
Khade	100	.95	2,53,333	.94
<u>TOTAL:</u>	<u>11,019</u>	<u>100.00</u>	<u>2,79,50,042</u>	<u>100.00</u>

Table 5.6 indicates the percentage of raw cashewnut used for different units covered in the survey. If the consumption of raw material is accepted as a proxy indicator of size, then Shirodekar Cashew Factory emerges as the largest size unit followed by Varaskar and Achyut having 17.70 and 15.76 percentage in the total quantity of cashewnut processed during the year 1991-92.

TABLE 5.7

Table Showing Raw Cashewnuts Purchased (Yearwise)

Name of the Unit	RAW MATERIALS					
	1989-90		1990-91		1991-92	
	Qty. (Qt1.)	Value (Rs.)	Qty. (Qt1.)	Value (Rs.)	Qty. (Qt1.)	Value (Rs.)
Shirodekar	4,385	67,00,000	3,602	61,00,000	4,028	1,10,00,000
Atul	1,180	17,55,000	1,200	19,80,000	750	19,00,000
Varaskar	2,454	35,88,056	2,500	40,34,692	1,957	47,95,383
Sanjeevani	852	12,47,213	803	13,93,642	828	21,14,326
Achyut	2,074	32,36,220	2,296	38,42,417	1,893	48,57,750
Narmada	675	10,20,000	700	11,10,000	750	18,50,000
Zantye	520	8,84,000	560	12,32,000	576	16,70,400
Bowalekar	440	6,61,000	500	11,00,000	700	17,47,000
Khade	-	-	100	2,00,000	100	2,00,000
TOTAL:	12,580	1,90,91,489	12,261	2,09,92,751	11,582	3,01,34,859

Table 5.7 presents the data pertaining to cashewnuts used for three consecutive years, i.e., 1989-90, 1990-91 and 1991-92. If consumption of raw cashewnut is accepted as proxy indicator of size for cashewnut processing units the ranking seems to be changing though by a thin difference. Of course, the three main contenders for size are Shirodkar, Varaskar and Achyut.

TABLE 5.8

Table Showing the Mediator Used in Purchase of Raw Cashewnuts

Mediator	Number of Factor- ies using Mediators
Agent	4
Village Merchant	3
Cashewnut grower	6
Local supplier	6
Wholesaler	2
Coop. Society	1
Govt. Agent (STC)	-
Others	2
<u>TOTAL:</u>	<u>24</u>

Table 5.8 indicates the types of middlemen

- acting in the channel of distribution for raw cashewnut. In the case of six factories, the small cashewnut growers directly supply cashewnuts to the factories. Since there is a direct link between cashewnut growers and manufacturer, the possibility of exploitation is ordinarily ruled out. It has also been observed that there is one stage channel of distribution in existence in the case of cashewnut supply. The local retailers purchase cashewnuts from small growers and supply to the manufacturers. There is no dominance of wholesalers in this activity.

TABLE 5.9

Table Showing Yearwise Sales of Cashew Kernels (in Kg)

Name of the Unit	LOCAL				WHOLESALE				EXPORT					
	89-90	90-91	91-92	Total	%	89-90	90-91	91-92	Total	%	89-90	90-91	91-92	Total
Shirodkar	325	358	120	803	1.02	1,01,260	87,664	89,202	2,78,126	41.50	-	-	-	-
Atul	5,000	5,000	6,000	16,000	20.30	25,000	20,000	12,000	57,000	8.50	-	-	-	-
Varaskar	40	353	295	788	1.00	4,231	4,064	3,419	1,714	1.74	-	-	-	-
Sanjeevani	5,000	6,000	5,000	16,000	20.39	18,876	17,611	17,479	53,966	8.05	-	-	-	-
Achyut	-	-	-	-	-	50,300	49,000	44,400	1,43,700	21.44	-	-	-	-
Narmada	7,500	9,000	10,000	26,500	33.77	16,500	17,050	17,490	51,090	7.62	-	-	-	-
Zantye	1,650	1,760	1,925	5,335	6.79	10,450	11,550	11,110	33,110	4.94	-	-	-	-
Bowalekar	1,540	-	-	1,540	1.96	8,075	12,222	18,980	39,277	5.86	-	-	-	-
Khade	-	5,000	6,500	11,500	14.68	-	10,000	12,000	2,200	.35	-	-	-	-
TOTAL:	21,055	27,471	29,840	78,466	100.00	2,34,692	2,29,161	2,26,080	6,60,183	100.00	-	-	-	-

- Table 5.9 shows yearwise sales of cashew kernels in Kgs. It is clear from the table that local sales are less in the case of two factories, i.e., Shirodkar and Varaskar, in which case the wholesalers are prominent. In the case of the rest of the factories local sales are not insignificant. But they are less than the wholesales though manufacturers in Vengurla Taluka do not export the finished products directly (and hence export sales in the table are shown to be nill). There is a possibility that the finished product might be marketed through agents.

TABLE 5.10

Table Showing Yearwise Sales of By-products (Value in Rs.)

Name of the Unit	C N S L				S H E L L				Total	%
	1989-90	1990-91	1991-92	Total	1989-90	1990-91	1991-92	Total		
Shirodkar	-	-	-	-	4,14,000	2,56,000	3,65,000	10,35,000	55.61	
Atul	-	-	-	-	22,000	30,000	18,000	70,000	3.76	
Varaskar	-	-	-	-	1,16,360	80,414	9,20,028	3,68,802	19.81	
Sanjeevani	-	-	-	-	50,000	45,000	62,000	1,57,000	18.43	
Achyut	-	-	-	-	22,000	30,000	18,000	70,000	3.76	
Narmada	-	-	-	-	40,000	40,200	57,000	1,37,200	7.37	
Zantye	-	-	-	-	-	-	-	-	-	
Bowalekar	-	-	-	-	667	900	1,282	2,849	.15	
Khade	-	-	-	-	-	10,000	20,000	-	1.11	
TOTAL:	-	-	-	-	-	-	-	18,64,851	100.00	

- Table 5.10 shows hearwise sales of by-products. Generally, with the present state of technology and knowhow, two by-products are possible in cashew-nut processing units. They are CNSL and SHELL. CNSL, that is, cashewnut shell liquid is a major by-product which is used in the painting of aeroplane as an ingredient for surface protection. It is mixed in colour at the time of painting. In Vengurla Taluka no manufacturers produce CNSL which requires careful process of roasting. If cashew kernels are baked or roasted properly, then only this oil extraction is possible. This operation requires use of proper technology. It has been found in the case of Vengurla cashew processing factories that this aspect is neglected since they are yet to be adequately convinced of the need for such a byproduct. In the adjoining Sawantwadi taluka, there is only one cashew factory undertaking the production of CNSL. There is adequate scope for undertaking the production of CNSL since it happens to be a major ingredient of the material for aeroplane painting.

The second byproduct, i.e., shell, is being used as fuel in cashew processing itself and hence

factories can save on this count. The excess material is being supplied as a fuel in the case of a majority of the factories. In the case of two factories, namely, Zantye and Khade, the entire material of shell is consumed as fuel and hence no sales have been shown.

Though the use of shell as a fuel is confined to the traditional method of cashew processing, some sort of recycling is ensured at least at present.

What about the prospects
homeopathic medicine
Anacardium to be
produced?