

CHAPTER - VII.

- 7.1 FINDINGS & CONCLUSIONS
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CHAPTER VII.

FINDINGS & CONCLUSIONS, OBSERVATIONS AND SUGGESTIONS.

This Chapter deals with the threads of the Research Project that have been brought in the form of conclusions, observations and some constructive suggestions have been made for further improvement.

7.10 FINDINGS & CONCLUSIONS

On the basis of this study, the following findings and conclusions have been drawn:-

- 1) The arrivals of jaggery at Shree Shahu Market Yard are decreasing due to the existence of the sugar factories.
- 2) Majority farmers in the age group of 31 to 40 years are mainly engaged in the jaggery industry. (Ref. Table no.6.A.1).
- 3) It is also found that the tendency of jaggery producers to grow sugarcane for jaggery in future is decreasing.
- 4) It is found that 60% jaggery producers are unsatisfied with the present financing due to its inadequacy and improper availability.
- 5) It is estimated that 83% of jaggery producers are not satisfied with the system for the payment of sale proceeds.

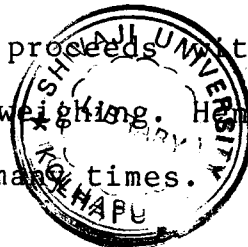
- 6) It is found that 94% of the jaggery producers are aware of the existence of storage facilities in Shree Shahu Market Yard. However, hardly 5% of these producers are making use of these storage facilities.
- 7) It is estimated that 38% of jaggery producers are not satisfied with the gradation of jaggery because the criteria of gradation (taste, colour, texture and granular) is not followed properly at the time of grading of jaggery.
- 8) It is found that only 4% jaggery producers are not happy with the present weighing method because lumps are not weighed accurately.
- 9) It is found that 59% of the jaggery producers are not happy with the weighing charges on account of the high burden of the same.
- 10) It is estimated that a majority, i.e.76%, of the jaggery producers are not happy with the market charges. On account of this, they are considering that the market charges are high.
- 11) It is found that 69% of the jaggery producers are aware of the market intelligence and 95% of the jaggery producers are satisfied, out of the total jaggery producers who are aware of the market intelligence (Table nos.6.B.8 and 6.B.9).
- 12) It is found that the majority of the jaggery producers did not find any malpractices in the Market Yard. However, only 7% producers reported some

malpractices, e.g. change in gradation, incorrect weightment, etc.

- 13) It is found that not a single jaggery producer is packing the jaggery.

7.2) OBSERVATIONS.

- 1) It is found that the auction sales of jaggery are not conducted in the specially constructed sales hall. It takes place in an open space or shed available in front of the commission agent's shops. Because of this, the jaggery is exposed to Sun, rain and dust, which adversely affects the quality of the jaggery.
- 2) At the time of auction, the merchants take out some jaggery from the lumps to taste the quality. This results in reduction in quantity of jaggery.
- 3) It is observed that the grading of jaggery is actually not done by the commission agent (Adatya), but it is done by Hamals. However, criteria of grading is not taken into consideration strictly.
- 4) It is observed that there is a big hold of merchants on the entire marketing process of jaggery. That is why marketing of jaggery is not going on smoothly. Ultimately, it affects the farmer community.
- 5) It is observed that the commission agents are not paying the amount of sale proceeds within the time limit of 24 hours after weighing. Hence, the farmers should visit the shop many times.



- 6) The market intelligence system and propoganda is not adequate and effective.
- 7) It is observed that the jaggery producers are using chemicals, especially Hydros powder, while manufacturing jaggery. As a result of use of the powder, the quality of jaggery goes down after some time. Therefore, it is not possible to create foreign market for jaggery.
- 8) The staff of the market committee is not fully trained.

7.3) **SUGGESTIONS.**

- 1) There is an urgent need to conduct auction sale of jaggery in specially constructed sales hall of the yard. Market Committee should insist on the commission agents and merchants to take the auction sale in the space provided.
- 2) Market Committee should undertake advertising and publicity on mass scale to increase the arrivals of jaggery and they should try to convince the jaggery producers about the importance of the regulated market.
- 3) The payment system prevailing in the market yard should be improved as per the provisions of the Regulated Act 1963. The payment of sale proceeds should be made within 24 hours after weighment. The market committee should implement this provision strictly.

- 4) It is found that hardly 5% of the jaggery producers are availing of the storage facilities. Therefore, the market committee should educate the producers about the significance of storage in marketing.
- 5) While grading jaggery, criteria of gradation (i.e. taste, colour, texture and granular, etc) should be strictly taken into consideration. Similarly, grading should be done by a competent and authorised persons instead of by labourers (Hamals).
- 6) Jaggery should be weighed at the time of its arrival and not after its auction. This will help the producers to know the accurate total weight of his jaggery.
- 7) Market charges and weighing charges should be reduced to some extent and some market charges, especially commission should be taken from the merchants.
- 8) The present market intelligence system is not adequate and effective, particularly the village people are not getting sufficient market information regularly. It is, therefore, felt that the market intelligence system has to be implemented at village level. For this, the use of TV, radio, film-shows, discussions and conferences with the village people should be widely made.
- 9) Market committee should induce the producers to undertake packing function for jaggery.

- 10) The practice and taking out jaggery from the lumps for the purpose of testing should not be allowed.
- 11) To decrease hold of private merchants, the jaggery producers should form their own associations or marketing society to increase their bargaining power at the market. Further, all the producers should sell their jaggery through the society only. Thus, the society should regulate the supply of jaggery depending upon the market conditions.
- 12) It is the common practice to use chemicals like Hydros, for purification of jaggery, but this has an adverse effect on the quality of jaggery. Similarly, such jaggery cannot capture the foreign market. Hence, there should be restrictions on jaggery producers for the use of chemicals in jaggery through the Food & Drugs Administration.
- 13) The staff of the market committee has to be properly trained.

Overall, the performance of Shahu Market Yard in respect of various parameters is considerable and seems to be ideal. It has also considerably helped the farmers in getting remunerative prices, giving them better services and stimulate them to participate in the regulated market. However, certain shortcomings, as noted earlier, cans be removed and improved upon by incorporating the suggestions given in this study.