

various uncertainties in the prevalent methods of orange culture, particularly in the matter of selections of stock, lay out of orchards, methods of cultivation, treatment of diseases, etc.

More intensive research in Fruit Canning and By-products are required as the work now being carried on at Kodur Research Station seems to be very much hampered, for lack of facilities. It is very difficult to rely on private nursery men but the growers throughout the Province are able to get the "real" plant from the Government nursery. But it is regretted that the Government is not at present able to raise enough plants to meet the demand and it is requested that the Government may be pleased to give necessary facilities. We are glad to note that the Government has decided to appoint a Fruit Specialist for our Province who will devote all his attention for improving the Fruit Industry.

On behalf of the Kodur Fruit Growers' Co-operative Society I have tried to present in this paper some of the salient features of the fruit industry in Rajampet taluk. I am sure it will be clear to all that there is a good deal to do towards making the fruit industry as prosperous as it has a right to be. The activities of the society has contributed its share to effectively ameliorate the condition of the growers. But this is not all. In the interest of the fruit growers who form a most important section of our rural population and in the interest of a still larger class of fruit consumers the society pleads for much greater assistance from the Government. While on the one hand we demand a marked extension of research and advisory activities on fruits, on the other we plead for more active assistance, by way of annual subsidy and also assistance in the matter of exploration of new markets and establishment of sale depots throughout the Province and outside, and an all-round extension of transportation facilities and of reduction of railway freights for our fruits. These are but very modest requests and we hope that they will be readily granted by the Government.

### **A Note on the Marketing of Cotton in the Regulated Cotton Markets of Berar and Bombay Presidency.**

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In the following lines the marketing conditions in the regulated markets of Dhulia in Bombay Presidency, and Amraoti, Akola and Khamgaon in the Berar, are briefly summarised. Although the markets visited are but a few that are working in the Bombay Presidency and the Berar, they are the most important ones, and the conditions prevailing in these markets may be taken as representative.

#### **Amraoti Market.**

Of the regulated markets in Berar, the biggest is Amraoti with an annual transaction of about  $1\frac{1}{4}$  lakhs of bales of cotton. This is a municipal market, and classified as a first class one. Amraoti is the headquarters

of the Commissioner, the Deputy Commissioner, the Deputy Director of Agriculture and various other Government officers. The place is situated at a distance of 6 miles from Badnera junction and is the terminus for the branch line Amraoti. The regulated cotton market in this place is constituted under the "Berar Cotton and Grain Markets Law of 1897" and its later amendments. The management of the market is vested with a committee consisting of 11 members, of whom one is from the District Council, one from the Municipal Council, one from the Cotton Sale Co-operative Society, four from cotton growers' constituency and four are from the cotton traders in the notified area. The chairman is elected from amongst the 11 members of the committee. There is a technically qualified secretary for the committee.

There were 40 registered buyers, 96 registered commission agents and 58 licenced independent weighmen, for this market at the time of the writer's visit.

The market is situated in the heart of the town in a site of about seven acres enclosed by a masonry compound wall and provided in all with six gates for the entry and exit of carts laden with cotton. At the main entrance is the Cotton Committee office building, the second floor of which is used as the council hall for holding meetings. There are buildings in the market yard for the accommodation of traders, agriculturists, commission agents etc. A reading room is also run with the committee funds within the market yard for the benefit of the public. The sanitary arrangements are excellent, and there are water troughs for cattle, and godown accommodation for keeping about 4,000 cotton bales. The secretary is provided with quarters in the market yard and adjacent to his, are situated quarters for a peon and a watchman. In the centre of the market is a neat and well kept park of about one acre in extent.

*Working of the Market.* The market opens at 5 A. M. The carts with kapas and cotton from the various villages, enter the market yard by the main gate and as they enter the commission agents or their nominees meet them and direct them to the stand allotted to the respective commission agent. If the cartman does not like to sell his produce through a commission agent he stands separately.

By about 6 A. M. when all the traders and commission agents would have come to the market yard, the committee publishes on the notice boards in prominent places in the market yard, the Broach and Oomra rates, with Liverpool and New York futures. According to the limits of their purchases the buyers open the rate for the day and inform the committee the range of prices. This is immediately published on the notice boards by about 6-15 A. M.

Then regular trading starts. The buyer goes to each of the carts examines the stuff and quotes his rate for the same under cover, the seller's commission agent acting as the intermediary. When the commission agent

thinks that it is a fair bargain, he informs the cartman accordingly. It is only when the cartman, who has previous instruction from his master accepts, that the commission agent openly declares the price for that cart and fixes up the same. Immediately an agreement form is filled up in duplicate. This contains the name of the buyer, the name of the seller, his village, district etc., rate per candy fixed and signatures of the commission agent and the purchaser. This form along with the committee's fee for the cart, (Rs. 0-1-0) is taken to the counter of the Market Committee office, where both the copies are signed by the committee servant. One copy is returned to the grower with the token for the cart for having paid the cart cess of Rs. 0-1-0. Most of the transactions in this manner are completed by about 8-30 A. M. The carts that were given the tokens find their way to the compounds of the various buyers or to the gin compounds, where weighing takes place. The tokens are handed over to the gate keeper, who shall not allow the carts to go out without returning them. The rate fixed in the agreement at the market yard is final and cannot be altered unless it be that the stuff is very bad inside and this be agreed upon mutually. Else these disputes are settled by the committee's secretary as per rules.

For example if a buyer, who fixed the rate for a cart of kapas in the market yard, finds the stuff to be of inferior quality or a mixture while weighing, he claims a reduction of rate with the consent of the seller's commission agent and the ryot, convincing them of the inferiority. If the ryot is not willing for the reduction, he has the option to complain to the committee for intervention, or sell it elsewhere or get it ginned. The commission agent gets his commission only when the full transaction gets settled. No deductions are allowed in kind.

*Weighment.* This is done by licensed weighmen, who are not servants of any private cotton concern or the committee; but are remunerated as per By-laws. No weighman is allowed to practise in a particular compound for more than a week continuously. The weighment is done in units of 56 Lbs. As soon as the kapas in the cart is weighed, the weighman gets the weights entered in the weighment book in the prescribed form and sends a copy of the same to the Amraoti Cotton Market Committee. Then the commission agent gets a *consolidated bill* from the buyer.

The agent draws the amount and pays the individual cartman or agriculturist in a prescribed form which is maintained in triplicate. One copy is given to the cartman, one is sent to the committee office and the third retained by him. The commission agent should by the above returns, account for in full the amount drawn by him from the buyer, to the satisfaction of the committee.

If the cartman is not desirous of selling his stuff the same day, he takes a token from the office paying one anna, stating that he is going to deposit the stuff in a ginning factory for either storing or for ginning. When kapas or lint is stored in godowns, actual charges are charged to the ryot. The

token is given at the gate of the market yard and the cart finds an exit. The gin owners after ginning, write on each *dokra* of lint, the date of ginning, name of the owner, name of ginning factory, gross weight of the *dokra* and weight of *batar*. When sale of lint takes place the transactions are settled on the above weight. But if the purchaser doubts, he can re-weigh them. Such instances are said to be very few. The market yard is clear of carts by about 3 P. M., when sweeping and cleaning are done and the market is kept tidy to receive the next day's arrivals.

*Charity.* No deductions are made but the Amraoti commission agents have formed into an association and pay to a charity fund one anna per every rupee of commission drawn.

The following appear to be the good points in this system of marketing : (a) The buyer, the commission agent and the seller have ample opportunities to examine the stuff and fix up rates. (b) For the commission received, the commission agent does really some amount of good to the ryot as well as to the buyer and the dealings are plain. (c) The payments are received the same day both by the commission agent and by his clients. (d) Better stuff gets better prices whatever might be the ruling market rates, thus inducing the ryot to get un-adulterated stuff. (e) The illiterate ryot is not lured with a *high price* for his produce and later subjected to enormous deductions. (f) The buyer has the satisfaction of having paid for the quantity and quality of stuff he requires. (g) The market committee has all opportunities to check the genuineness of the transactions. Thus weights are checked through the weighman *chitta*, and the rates offered through the agreement form signed in the market yard before taking the token for the cart. The consolidated bill handed over to the commission agent gives the details of that day's transactions by the buyer with the commission agent. The commission agent is responsible for disbursing the full amount received from the buyer, to the owners of cotton in full after making the deductions of amounts due to the commission agent, and this can be checked with reference to the receipts given by commission agents to the individual agriculturists.

This in brief is the system of marketing adopted in the Amraoti regulated cotton market in Berar. It is gratifying to note from the various reports of inspection of this market, recorded in the visitors' book, that the working of this market is excellent and that there is much co-operation between the buyer, seller, commission agent and the staff of the market committee. This market is opined to be the biggest kapas market in the world.

The Akola and Khamgaon markets are run on similar lines as that of Amraoti with the following main differences.

#### Akola Market.

The tokens issued to cartmen are of tin on which paper labels bearing the date are pasted, and they become obsolete for the next day. The market yard is about 4 acres in extent, and its capacity is about 60 to 70 thousand

bales per year. 14 buyers and 71 commission agents have registered themselves in this market. There are 78 licensed weighmen. The market does not start so early as in Amraoti.

#### **Khamgaon Market.**

The rates for the day are opened by a panel of three representatives from buyers, three from commission agents and one from the market committee. They closet themselves in a room, consider their limits of purchases and then declare the rates.

Deduction for moisture alone is allowed in the shape of weight.

There are in this market :— Registered buyers 15. Registered adityas 70. Licensed weighmen 65 (independent).

The market yard is 10 acres in extent enclosed by wire fencing, and the transactions average about 80,000 bales per year.

#### **Dhulia Market of the Bombay Presidency.**

The market at Dhulia in the Khandesh district of the Bombay Presidency is constituted under the Commercial Crops Markets Act of 1927 of Bombay and subsequent amendments. The act is similar to Act XX of the Madras Presidency. In this market, no person shall expose for sale or cause to be exposed unginned cotton or cotton waste at any place within the area of the market i. e., four miles from the centre of the market yard, other than the area declared as Cotton Market Yard. This market, I am told, is the biggest regulated market in Bombay Presidency, transacting annually 50 to 60 thousand bales. Here also the prices are offered by seeing the stuff in the market yard. No deductions in weights are allowed. After the bargain is struck in the market yard, an agreement as at Amraoti is signed and token from the market committee after paying the cart cess. The rest of the procedure is as at Amraoti.

The extent of the market is eight acres. The Dhulia market differs from the Amraoti Market in the following points :—

(1) There are commission agents for buyers as well as sellers, of course if the buyers and sellers so desire.

(2) The tickets (tokens) are punched as the carts get out of the market. Punched tickets cannot be used again.

(3) The commission agents make payments to the ryots even before they receive payment from the buyers. The commission agent is solely responsible for the payment of money to the ryot, for the produce, which he had caused to be sold to a buyer through him.

(4) *Pinjrapole*. This is charged at Rs. 0-2-6 per *boja* (392 lbs.) of lint, by the gin owners, when kapas is ginned by them. This amount is collected from the owner of kapas. For the purpose of this charge the owner of kapas is one, who has purchased the kapas in the market yard i. e.,

the buyer of kapas. If a ryot gets the kapas ginned in his own name only, without selling he pays *pinjrapole* charges after the ginning of the kapas.

When sales of cotton take place in the gin compounds, a report about the sale is sent to the Market Committee at Dhulia the same day in the form given.

The following general features are noted in all the markets:—

1. A commission agent is one who does not buy cotton either in his name or in partnership with others, which he sells as such agent; but he makes or offers to make a purchase or sale of any commercial crop or does or offers to do anything necessary for completing or carrying out such purchase or sale, on behalf of another person and in consideration of a commission.

2. All the licensed weighmen are independent and are not servants of any particular firm or person.

3. All samples are paid for.

4. Deductions are made only in terms of Rs. as. ps. in rates, except for moisture in Khamgaon.

5. The weighman *chitta*, the traders' purchase and sale accounts of the day and the commission agents' actual disbursement bills' duplicates are sent to the Market Committee, the same evening or by next morning for check.

**Conclusion.** One is very much impressed by the atmosphere of mutual trust and honesty in which all the transactions are being effected in these markets. There appears to be absolute co-operation and harmony amongst the sellers, buyers, commission agents, and growers. If these good points are adopted in all markets it will benefit all the classes of traders and enhance the prestige of the market.

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