

GRAPE REPORT

NASHIK

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Introduction

Cultivation of export quality grapes for European consumers in Nashik district in the state of Maharashtra is witnessing radical positive changes in the rural economy. This has increased the local labor demand and also induced environmentally benign cultivation practices.

Nashik district is known for grape cultivation. Grape cultivation in this district dates back to late seventies. However the export of grapes to European and Arab countries began some fifteen years ago. Initially only few well to do farmers having higher land holding under cultivation of export quality grapes. But during last 7-8 years this trend has spread like fire and many small farmers having even 2 acres of irrigated land have switched over to export oriented grape cultivation

Export quality grapes means , grapes of bigger size , greenish in color (preference of European consumers) , spotless skin ,lower sugar content and very low pesticide residue. Achieving the quality standards especially for European consumers is a demanding task This requires change in cultivation practices.

Export quality grapes require following characteristics

Size: European consumers demand larger sized berries of grapes ranging from 15 to 16 mm diameter. To attain this required bigger size the thin stems of the plant need to cut off. This is known as thinning operation. Only thick stems can bear berries of larger size. Thinning is a labor intensive operation and has resulted into increased labor demand. The number of berries per bunch of grapes also an important factor. The number needs to be small so that the berries are supplied with adequate nutrient supply and increase in size.

This requirement results into additional labor intensive operation of plucking off the unwanted berries from the plant. Size also depends upon adequate supply of sunlight which necessitates another labor intensive operation of spreading the branches.

Color: The greenish color of grapes preferred by the European consumers demand canopy management. The color depends on the photosynthesis which also decides the sugar content of the grapes. Grapes need to be protected from sunlight during certain period of the season. This is achieved by wrapping up each bunch of grapes by paper. This is obviously a very labor intensive operation creating large employment opportunity.

Grading: The berries with spots (usually infected by some fungus) need to be removed from the bunch once the grapes are harvested. Grading is also done when the grapes are still on the plant. Grading is a skilled operation but the skill can be mastered in a short time.

Packaging: Packaging of the grapes for export also increases the demand for labor. This has given a boost to packaging industry creating employment.

Environment: The size of grapes depends on PH value of the soil. To maintain the required PH value farmers have to shift to organic farming. Chemical fertilization in the grape gardens exporting grapes has reduced drastically. The stringent chemical residue norms has forced farmers to use bio pesticides. Use of chemical pesticides has decreased significantly.

Methodology

A questionnaire was prepared to guide the interviewers for interviewing. This questionnaire was based on the sample sent by GRANITE. A list of villages where there are Grape growers, who produce for exports was given by the District Agriculture Department. These villages are the dominant grape producing villages. Also a list of Processors and Exporters of Grapes was obtained from them. This helped in identifying the interviewees.

A team of 4 college going students were trained for conducting the interviews. An orientation workshop was held to explain the topics, the context and the entire questionnaire to the surveyors. In the same meeting, logistics were planned too.

The team traveled to the villages, met the farmers, exporters and processors and noted the information onto the questionnaires. The questionnaires were then computer fed and analysed.

Study Set and Area

We have interviewed 38 farmers, 5 Exporters and 4 Processors. For this study we covered 3 blocks of Nashik district, namely Niphad, Dindori and Nashik. We have covered 16 villages amongst these Tehsils. (List of the villages in annexure)

Farmers' Profile

Socio-Economic Profile

Educational Qualifications

The highest educational qualification in the family is presented in the table below.

Type	No.
Graduate	19
High School	7
Professional Degree	6
Agri Diploma / Degree	4
Post Graduation	2
Total Respondents	38

Given that the average rural literacy rate for Nashik district is 68%, the above table obviously shows that the Grape growing farmers are much better educated.

Caste

Except for two farmers families, one being Dhangar and other Mali both OBC, all the other are Marathas.

Land Holding

The farmers who have been interviewed have at least 2 acres of land and the maximum land holding amongst our study set is 40 acres. But the average is slightly on the lower side of around 10 acre. There are 78% of the families owning land less than the average and only 22 owning land more than 10 acres. This is about individual family owned land ownership.

In the Family land ownership the numbers are slightly higher with minimum being 2.5 acre and maximum being 60 acres. Again the average is 17.5 acre with 64% of the families having less than average land ownership.

Income Group

The primary occupation of all the farmer families is farming. In addition, there are family members who are salaried, there are families with trading business, owning shops and such.

The following table shows their economic status

Upto 25000	0
Above 25000 – less than 50000	1
Above 50000 – less than 100000	6
Above 100000 – less than 200000	11

Above 200000 – less than 500000	6
Above 500000	13

Farmer's earning in this range is new to our rural landscape. Their earnings and expenditures are in a different domain in comparison to farmers as we know.

The basic characteristics of these farmers are quite different from a typical farmer in India. From these aspects, it can be seen that for a highly capital intensive, technology intensive, export oriented crop like Grapes, there are well educated, small and medium level farmers coming from traditional landed farming caste. They live in the vicinity of a city and enjoy being a town-farmer-entrepreneur. On the other side of the spectrum is the rain fed, single season, coarse grain growing farmer with very low productivity and low incomes.

Grape farming

Land under grapes

In last three years almost all of them have maintained the same area under grapes only 4 of the 38 have increased area under grapes. On an average, there are more farmers having less than 10 acres land under grape. So these are essentially small and medium farmers. The following table shows number of farmers in a category of land under grapes of the farmers.

Land under Grapes	No. of Farmers
> 1 to <= 5 acres	17
> 5 to <= 10 acres	12
> 10 to <= 20 acres	04
> 20 to <= 40 acres	03
> 40 to <= 60 acres	02
Total	38

There are two types of grapes, Table grapes are which meant for direct consumption as a fruit whereas Wine grapes that are meant exclusively for wine processing. Except one farmer who grows both types all other farmers grow Table grapes.

Export Certification

Of our sample 12 farmers have Europe GAP certification and 8 have Global GAP Certification. When a farmer family goes through the process of this certification, it enables them to follow a set of procedures systematically. These are related to cultivation practices, labour management during the entire crop cycle, environmental concerns and such. This brings in different method to the traditional ways of handling farming. Though this also increases the cost of production, farmers are ready to spend more since it also promises premium prices. Out of the 20 farmer families who have certification, 14 have less than 10 acres under grapes.

Proportion of Yield for Export

The range is quite wide. Anything between 3% to 90% of the produce is being exported by the farmers. But on an average one third of the produce is seen to be exported by the farmers. Of the farmers who have Europe or Global Gap certification there is more consistency in sales in last three years with average being 29%. But surprisingly, farmers who do not have this certification and yet export show an average of 41% proportion of their produce for export. But there is no consistency in their sales across last three years.

Prices – Domestic and Export

Prices for one kilogram of Table grapes in have ranged between Rs. 10 to Rs. 43 with mean between 16 to 18 rupees for the farmer. In spite of this average, over the years, have not increased much and have either remained same or even decreased in some cases. A similar trend but slightly different range is observed with the export market price. The range being between 22 to 50 rupees and average at around 35 rupees for one kilogram of sale.

Productivity

The per acre yield, productivity, of grapes throws up a very important learning. Average of all the farmers is at 12 tonne and for the non-export-certification farmers it is at 5 tonne and for the farmers who journeyed through the process of either Europe Gap or Global GAP certification the productivity levels are much higher at around 18 tonnes! So in spite of the trouble of doing the GAP process, and in spite of the cost of the process and increase in production costs; the yields and the premium prices earned prove it to be beneficial to the farmers.

Farmer’s Views on Exports

Problems related to Certification

To get info on Procedures and Rules to get certification	8
Availability of correct information regarding residual levels in Pesticides	5
Checking of Max Residue Level	4
Meeting safety standards	2
Meeting minimum wage standards	0
Doing Soil analysis	0
Building in frastructure like toilets, separate rooms etc	5
Cost of all the process	13
Other – pesticides are costly	1

The procedures and costs of the process are felt to be a major problem. Otherwise the problem are not so pronounced. Consider this in the context that farming earlier has been quite traditional, not based systematic procedures and management methods as expected after getting this certification. But farmers have been able to change gears and change their methods to suit the product and the market for higher returns.

Experience with Exporters

Almost all feel that the access to farmers is either OK or good and very few have expressed concern in this regard. At the same time farmers seldom seem to plan their next season based on the exporter's word or information of the market. With just 2 exceptions, all other farmers have said that they have had no help from the Government in linking them with the Exporters. Hence it can be said that the farmers and exporters have been enterprising and forged alliances to utilize the space in export market on their own.

A majority of the farmers have stated that many a times there are problems with Exporters regarding payments. So timely and correct payments is a problem they need to deal with. Some of the farmers have also experienced being cheated with quantity of sales by Exporters.

Problem in Exporting

Information about Markets, information about prices have been expressed as problems by the farmers. Some have also expressed high cost of pesticides, availability of electricity, transport, cold storage and such as problems too. Interestingly, only 3 farmers have said that Government policies are a 'problem' while exporting grapes.

Labour contribution

Farmers have stated that 2 to 3 times more labour is engaged in grape production than the staple grain production. Also that 2 times more women are involved here than otherwise. Labour costs constitutes around one third of the total production costs in grapes.

The average labour wages are also higher in grape farming than the staple grain cultivation. The average for male labour is 135 and for female it is 114 rupees. The same figures for staple crop in the same area is 77 and 73 respectively. This is expected for two reasons, one since this crop gives good returns and two it requires a little more skilled labour than the usual staple crop labour.

This gives a good scenario for the agri labour. For one more labour is required and tow they are paid better. Considering that grapes have a huge turnover in crores, and that one third of it is pent on labour, this is an impressive figure.

Exporter's Views

Discussions were held using a structured questionnaire with 4 exporters, one from Dindori and three from Niphad. One of them has had an experience of more than a decade whereas one of them was relatively new, exporting grapes for last three years. All of them have been exporting to United Kingdom and Europe during last three years. And during this period the prices ranged between 22 to 40 rupees per kilogram of the fruit. They procure grapes for export from around 8/9 villages in the neighbourhood.

Exporters feel that farmers have problems related to keeping safety standards, checking the pesticide residue levels and spending on farm based building infrastructure. When we compare these views with the farmer's they have expressed different concerns than these for the same topic. But they both agree that the exporter's demand is not considered by

the farmers and that they did not get enough Government support for linking them up with each other.

Almost all agreed that there are some or the other problems associated with transport, cold storage, information about markets, information about prices, Government policies and such. Most of the exporters have learnt the trade by putting in lot of efforts on their own and experiencing losses on the way. They share a feeling of developing the overseas market with little help from the Government, by taking a lot of risks, by generating information and knowledge on the way.

The credit related, marketing related infrastructure and other facilities have not developed to cater to their needs. The high interest rates on loans and inadequate supply of loans are still problems to be tackled, in their opinion.

In the initial phase, for a new exporter, understanding and managing quality is very important. There are no written agreements with the farmers who provide the exportable quality grapes. At the same time there have been no major cases of cheating from either side they said.

The costs of exporting have changed over time, especially the transport and labour costs. The costs of exploring new markets are also quite high. Developing new markets takes time, and it is important to take risks in the initial developing stage of reaching out to new markets.

There are a good variety of grapes available in international markets but here we have not been able to put in research for developing new varieties. This can help reach out to wider markets, capturing different seasons.

Processor's Views

For this study, 5 Processors were interviewed with a questionnaire. All of them produce wine, wine of different varieties. One of them, the oldest started wine making in 1999 whereas the latest is the one who started in 2006. They procure the wine grapes from villages around their units. They export the final product, both red and white wines to United Kingdom, USA, Japan, Germany, Thailand and Holland.

For the processing they have imported machinery, equipment, packing material and expertise from Italy and France.

The biggest amongst our study set has a capacity of 5 million liters and the smallest has a 3 lakh liters per annum producing unit. But presently they are unable to utilize full capacity due to decreased demand because of recession especially in the developed countries. They also have problems related to storage capacity and finance availability.

The Processing industry seems to have difficulty in getting adequate, timely credit. They said the time for sanctioning needs to be shortened. But they also said that this has been improving over the years. For marketing, infrastructure, storage capacity are hurdles.

In case of labour, they gave a mixed response. Yet, all of them said that availability is good and there is marked improvement in killed labour availability. Importantly, this industry has not had any labour conflicts.

They have some Government support in terms of subsidies and some exemptions in excise duty and such. They would like to have the import duty and procedures on the equipments and machinery revised so as to enable them to reduce their capital costs. Imported wine is cheaper here which gives them tough competition. SO if the import duty, export duty and excise duty gets revised the market can be more favourable for this industry, they stated.

Conclusions

There is widespread belief that export oriented agriculture leads to intensive cultivation practices resulting into adverse environmental impact. It is also believed that the switch over to high valued commercial agriculture for export necessitates capital intensive agriculture decreasing the demand for local labor. However the case of growing export quality grapes challenge these beliefs.

The effect of the switchover to ecological farming can be seen on number of insects like spiders on the plant. All these insects which were not harmful to the plant were killed due to chemical spraying. Their presence is seen in the gardens cultivating export quality grapes.

Farmers generally receive three times higher prices in the international market. Hence they afford to spend more on labor and also can tolerate lower productivity resulting from switch over to organic farming.

Globalization of grape cultivation thus has helped the poor farmers, created vast employment opportunities for the rural poor and helped environment.

Annexure

**Questionnaire for the G RANITE 2 Field Study
Questionnaire for Interviewing ‘Farmers’**

Name of the interviewer

Name of the interviewer

Date of interview.....

State _____ **District** _____

Block _____ **Village** _____

SECTION I

1. Background/ Socio-Economic Details:

1.1 Name of the (respondent) Farmer: _____

1.2 Age: _____

1.3 Tel :

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1.4 Address:

1.5 Education Level

Illiterate		Primary		Middle		Higher		Graduate	
Agri Diploma		Agri degree		Professional degree		Post Graduate		Other	

1.6 Number of Family Members

Total			
Female		Male	
Adults		Children	

1.7 Caste / Religion

Religion	
ST	

If Hindu, then

General		SC		OBC	
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1.8 Occupation of the household members

Farming – own	
Farming – on contract	
Farming – Share cropping	
Agri labour	
Migrant worker	
Poultry	
Dairy	
Salary (specify)	
Trader (specify)	
Self employed (specify)	
Any other (specify)	

1.9 Of the above source of Income,

Main _____ Supplementary: _____

1.10 Annual Income (Rs.): (Tick one)

Upto 25000	Above 25000 – less than 50000
Above 50000 – less than 100000	Above 100000 – less than 200000
Above 200000 – less than 500000	Above 500000

1.11 Size of land holding in terms of

Individually owned	Hectares		Acres		Are	
Family owned	Hectares		Acres		Are	
Share cropping	Hectares		Acres		Are	

SECTION II

2.1 Land cultivated with Grapes in the last three years

Year	Area (Hectares / Acres please specify)
2005-2006	
2006-2007	
2007-2008	

2.2 What type of Grapes do you grow?

Table	<input type="checkbox"/>	Wine	<input type="checkbox"/>
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2.3 Yield of Grapes

Year	Yield (specify unit)	
	Table grapes	Wine grapes
2005-2006		
2006-2007		
2007-2008		

2.4 What proportion of grapes produce is sold to Exporters?

Year	Proportion
2005-2006	
2006-2007	

2007-2008	
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2.5 What proportion of grapes produce is sold to Processors?

Year	Proportion
2005-2006	
2006-2007	
2007-2008	

2.6 What was the average price realized during last three years?

Year	Domestic Retail	Processor	Export
2005-2006			
2006-2007			
2007-2008			

If this farmer exports then,

2.7 When did you get Europe GAP or Global GAP certification?

2.8 What were the problems in getting Europe GAP or Global GAP Certificate?

To get info on Procedures and Rules to get certification	
Availability of correct information regarding residual levels in Pesticides	
Checking of Max Residue Level	
Meeting safety standards	
Meeting minimum wage standards	
Doing Soil analysis	
Building infrastructure like toilets, separate rooms etc	
Cost of all the process	
Other – specify	

2.9 What is your opinion about access to exporters?

Year	Non existent	Poor	OK	Good
2005-2006				
2006-2007				
2007-2008				

2.10 Do you take exporter's demand in consideration while planning for the next season?

Year	No	Sometimes	Always
2005-2006			
2006-2007			
2007-2008			

2.11 Has Government been of any help in linking you with the exporters?

Year	No	Sometimes	Always
2005-2006			
2006-2007			
2007-2008			

2.12 What type of problems do you face while exporting?

Transport	
Cold storage	
Information about Markets	
Information about Prices	
Government policies (specify)	
Others (specify)	

2.13 Have you had any experience of Exporter cheating you?

Not paying on time	
Not paying full amount	
Not giving correct price	

Quantity	
Quality	
Other (specify)	

If this farmer sells to Processor then,

2.14 What is your opinion on the kind of contractual arrangement with the Processor?

Technology transfer	Poor	OK	Good
Quality norms			
Determining prices			
Terms of payment			
Other(specify)			

2.15 Have you had any experience of Processor cheating you?

Not paying on time	
Not paying the full amount	
Not giving correct price	
Quantity	
Quality	
Other (specify)	

Section III General

3.1 Is more labour involved in production of grapes per hectare than in the case of other crops?

	Grapes	Other crop (specify)
Labour per hectare per season		

3.2 Are more women involved in the production of grapes per hectare than in the case of other crops?

	Grapes	Other crop (specify)
Female Labour per hectare per season		

3.3 What is the proportion of labour cost in the entire production cost?

3.4 State the average wages that men and women get in grapes production

Male labour Rs. _____ per day

Female labour Rs. _____ per day

3.5 What is the average male /female wage for workers involved in the production of the staple crop?

Male labour Rs. _____ per day

Female labour Rs. _____ per day

Questionnaire for the G RANITE 2 Field Study

Questionnaire for Interviewing 'Processor'

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Name of the interviewer

Name of the interviewer

Date of interview

Section: **H** Organisational Details:

1.1 Name of respondent _____ (Owner /

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1.1 Name of respondent _____ (Owner / Employee)

1.2 Name of the Unit: _____ Date of establishment: _____

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1.2.3 Address _____

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1.3.4 Stages of Processing

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1.4.5 Products – Main

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Others

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1.5 Name of the respondent: _____ (Owner / Employee with post)

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1.6 Main product / Service: _____

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~~1.71.6~~ Countries to which exporting, ~~if~~ any: _____

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Name of the country	What do you export?

~~1.81.7~~ Countries from which, importing, if any: _____

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Name of the country	What do you import?

~~1.9~~ What are the reasons for processing grapes?

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~~1.10~~ How many processing machines do you have? _____

~~1.811~~ When did you install your machinery? _____

~~1.912~~ Any subsidy received from the government while purchasing the machinery?

~~1.10-1.13~~ Number of licenses -required for running ~~this~~ business

Section II

2. Production Details

2.1 What is the production capacity?

2.2

2.2 When did you last upgrade your machinery?

2.3.3 Please ~~give~~ provide annual production capacity and actual production

Year	Production Capacity	Actual Production
2008		
2007		
2006		

2.4.4 If production is lesser than the capacity of your machine, what are the provide reasons?

<u>Raw material availability</u>	
<u>Market availability</u>	
<u>Technical problems</u>	
<u>Finance availability</u>	
<u>Other (specify)</u>	

3 Please provide the following data regarding costs and prices over the past few years:

Year	Production Cost*	Price per Kg
2008		
2007		

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2006		
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*excludes machinery

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2.5.4. Issues affecting production in general:-

Factors	Reason	Action taken
—Raw material		
Government policies		
Labour		
Infrastructure		
Marketing		
Others (specify)		

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Section:2

Details of the unit (rank infrastructure or other inputs in different periods by choosing a whole number in the range 0-5 where 0 stands for “VERY POOR” and 5 stands for “BEST POSSIBLE”)

5. Capital Inputs (Building and/or Shed)

Capital Inputs	—2000	—2001-2005	—After 2005
Space			
Facilities			

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6. Machinery

Machines and Instruments	—2000	—2001-2005	—After 2005
Mechanisation			
Quality			

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2.6 Issues affecting 7. Credit

—Credit Availability	Before	2000-2005	After 2005

	2000		
<u>Availability</u>			
	<u>Poor / Ok / Good</u>	<u>Poor / Ok / Good</u>	<u>Poor / Ok / Good</u>
<u>Paper work Quality</u> (taking into Account interest rate, Collateral require- ments, other terms And conditions, other Credit related services			
<u>Interest rate</u>			
<u>Collateral requirements</u>			
<u>Time for sanction</u>			
Others (specify)			

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2.7 8-Issues affecting Labour

Labour	<u>Before 2000</u>	2000-2005	After 2005
	<u>Poor / Ok / Good</u>	<u>Poor / Ok / Good</u>	<u>Poor / Ok / Good</u>
Availability of un-skilled Labour			
A-vailability of skilled Labour			
Quality of skilled labour			

Relation of employer with Labour (labour Disputes only)			
Others (specify)			

2.8 Issues affecting 9-Marketing

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9-Marketing

<u>Labour</u>	<u>Before 2000</u> <u>2000</u>	<u>2000-2005</u> <u>2000-2005</u>	<u>After 2005-After</u> <u>2005</u>
	<u>Poor / Ok / Good</u>	<u>Poor / Ok / Good</u>	<u>Poor / Ok / Good</u>
Infrastructure Quality			
Availability of Infrastructure			
Information Quality			
Availability of information			
Intensity of Competition			
Extent of production risk			
Others (specify)			

- Comment [P1]:
- Comment [P2R1]:
- Comment [P3R2]:
- Comment [P4R3]:
- Comment [P5R4]:
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10. Other

Others	2000	2001-2005	After 2005
Incidence of taxation			
Availability of connectivity			
Quality of connectivity			
Cost of production			

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Section III

3

3.140. Has the Government provideding any help?

3.241. Source and place from where raw material is obtained?

3.342. What are the problems faced by the processing industry?

3.4 What are the Government Schemes which support grape processing industry?

3.5 What is the kind of support required in your opinion?

Questionnaire for the G RANITE 2 Field Study
Questionnaire for Interviewing 'Exporters'

Name of the interviewer

Name of the interviewer

Date of interview

State _____ **District** _____

Block _____ **Village** _____

SECTION I

1.1 Name of the (respondent) : _____ (Owner/Employee)

1. 2 Name of the Unit: _____ Date of establishment: _____

1. 3 Tel No: _____

1.4 Address: _____

1. 5 Education Level

Illiterate	Primary	Middle	Higher	Graduate	
Agri Diploma	Agri degree	Professional degree	Post Graduate	Other	

Section II

2.1 Countries to which exporting

Year 2005-06		Year 2006-07		Year 2007-08	
Country	Quantity	Country	Quantity	Country	Quantity

2.2 What was the average price realized during last three years?

Year	Rate per tonne
2005-2006	
2006-2007	
2007-2008	

2.3 Any subsidy received from the government for this activity?

2.4 Number of licenses required for running this business

2.5 Do you buy only from farmers who have Europe GAP or Global GAP certification?

2.6 In your opinion what are the problems for the farmers in getting Europe GAP or Global GAP Certificate?

To get info on Procedures and Rules to get certification	
Availability of correct information regarding residual levels in Pesticides	
Checking of Max Residue Level	
Meeting safety standards	

Meeting minimum wage standards	
Doing Soil analysis	
Building infrastructure like toilets, separate rooms etc	
Cost of all the process	
Other – specify	

2.7 Do you think that farmer's take exporter's demand in consideration while planning for the next season?

Year	No	Sometimes	Always
2005-2006			
2006-2007			
2007-2008			

2.8 Has Government been of any help in linking you with the farmers?

Year	No	Sometimes	Always
2005-2006			
2006-2007			
2007-2008			

2.9 What type of problems do you face while exporting?

Transport	
Cold storage	
Information about Markets	
Information about Prices	
Government policies (specify)	

2.10 Have you has any experience of any farmer cheating you?

Quantity	
Quality	
Other (specify)	

2.11 Issues affecting Credit

Credit Availability	Before 2000	2000-2005	After 2005
	Poor / Ok / Good	Poor / Ok / Good	Poor / Ok / Good
Paper work			
Interest rate			
Collateral requirements			
Time for sanction			
Others (specify)			

2.12 Issues affecting Marketing

	Before 2000	2000-2005	After 2005
	Poor / Ok / Good	Poor / Ok / Good	Poor / Ok / Good
Infrastructure Quality			
Availability of Infrastructure			
Information Quality			
Availability of information			
Intensity of Competition			

- Comment [P6]:
- Comment [P7R6]:
- Comment [P8R7]:
- Comment [P9R8]:
- Comment [P10R9]:

Extent of production risk			
Others (specify)			

Section III

3.1. Has the Government provided any help?

3.2. Source and place from where produce is obtained?

3.3. What are the Government Schemes which support grape export?

3.4 What is the kind of support required in your opinion?

3.5 What are the hurdles a new entrant would face?

3.6 Do you get into any written agreement with the farmers?

3.7 Has the cost of exporting changed over time, if yes, in what areas?

3.8 How has Indian grape export expanded into new countries? / How do you develop new international markets?

3. 9 What are the hurdles in importing new varieties of grapes?

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3.10 Are there any new varieties developed here? What is your opinion about the research on this in India?

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List of villages surveyed

Sr. No.	Village	Block	District
1	Govardhan	Nashik	Nashik
2	Lakhalgaon	Nashik	Nashik
3	Odha	Nashik	Nashik
4	Mohadi	Dindori	Nashik
5	Palkhed	Dindori	Nashik
6	Janori	Dindori	Nashik
7	Khadaksuheli	Dindori	Nashik
8	Khedgaon	Dindori	Nashik
9	Mhatori	Dindori	Nashik
10	Kherwadi	Niphad	Nashik
11	Naitale	Niphad	Nashik
12	Pimpalgaon	Niphad	Nashik
13	Sakule	Niphad	Nashik
14	Sayyed Pimpri	Niphad	Nashik
15	Shirasgaon	Niphad	Nashik
16	Umberkhed	Niphad	Nashik

~~13. Are you aware about NFTP?~~

~~14. If yes, what are the incentives available under NFTP for processors~~

~~15. Has NFTP affected export/ import of the grapes processing industry?~~

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