

Present Status, Role and challenges of Farmer Producer Organization

ABSTRACT

Farmers can increase their income by increasing the productivity, by decreasing the cost of cultivation in their field, by ensuring the competitive price for their product with an transparent price discovery mechanisms and also by integrating allied activities in farming, organizing the farmer producer organisations (FPOs) will be best solution for attaining our target goal. Farmer Producer Organizations (FPO) consist many collective Producer's, especially small and marginal farmers for forming a effective association for collectively address many challenges in agriculture practices, such as improved access to investment, technology, inputs and markets availability. Farmer producer organization ensures better productivity and income for the member producers through an organization of their own. It's main purpose to enhance the productivity of the farmer by providing the linkage to the farmers, where the members will be more benefitted. This review article throw the light on various dimension of the FPOs based on review of available literature. As literature related to FPOs is scarce in Indian situation, more reviews from global studies are included for better understanding of various dimensions of FPOs.

Keyword: farmer producer organization, small and marginal farmers, income, productivity.

1. INTRODUCTION:-

Agriculture with it all allied sectors, is the largest source of the livelihoods in India. 70% of rural households still depend primarily on agriculture for their livelihood enhancement, with 82 percent of farmer being small and marginal (FAO;2007). Small and marginal farmers constitute the largest group of cultivators in the Indian agriculture, 85% of operated holdings are smaller than the two hectares and amongst these holdings, 66% are less than one hectare (Singh; 2012). farmer produce organizations can play a important role by mobilizing and organizing them for better market access, higher bargaining powers, and getting higher price for their produce, better information dissemination (Bachke;2009). farmer producer organization is a one of the important type of producer organization or producer companies.

Producer Companies are also considered to be an institutions that have all the significant characteristics of private firm while also incorporating cooperative ideals within their mandate (Pustovoitova;2011). Producer Organizations are thus expected to be non-political organisations that provide business services to smallholder farmer members and are based on the principle of self-sufficiency (Onumah et al., 2007). Producer Organization (PO) is defined as a formal rural organizations whose member have involved together to improve farm income through improved production, marketing, and local processing activities (Rondot and Collion, 2011). They provide sustainable supply chains that connect smallholder farmers to markets. many success were found in producer companies, however, its totally depends on the farmers commitment to the company. The integrity with an quality of the leadership and its acceptance within the community, as well as the market environment are the most important factor for a successful production company (Sawairam; 2014).

Farmers' and Rural Producers' Organizations (FOs) refer to an independent, non-governmental and membership-based rural organizations of part or full-time self-employed

smallholders and family farmers, pastoralists, artisanal fishers, landless people, women, small entrepreneurs and indigenous peoples Food and Agriculture Organization (FAO, 2007 as cited in FAO, 2013). The concept of Farmer Producer Organization (FPO's) is the farmers, who are the producers of agricultural products, they can form group and register themselves under the Indian companies Act. The year 2014 was designated as the "Year of Farmer Producer Organizations," and the idea is slowly gaining traction.. Farmers' Producer Organizations and Producer Companies have proven to be highly valuable in improving the value chain of agricultural output and, as a result, in obtaining good prices for their produce. Voluntary member-owned, financed and controlled producer groups and farmer cooperatives have a central role to play a enabling their members, and the wider rural community, to take an active part in their own development (*Millns and Juhasz*, 2006), The basic purpose of the FPOs is to collectivise small farmers for backward linkages for inputs including seeds, fertilisers, credit, insurance, knowledge, and extension services; and forward linkages for processing, and market-led agriculture production such as collective marketing (*Mondal; 2010*).

This review article throws light on various dimensions of the farmer producer organization based on available review literature. As literature related to the FPOs is scarce in Indian situation, more reviews from global studies are included for better understanding of various dimensions of FPOs.

2. STATUS OF FARMER PRODUCER ORGANIZATIONS (FPOs)

Based on the recommendations of the Y.K. Alagh Committee, the Department of Agriculture and Cooperation under the Ministry of Agriculture, Government of India has identified Farmer Producer Organizations as registered under the special provisions of the Companies Act, 1956 by incorporating part IXA] (*Mondal; 2010*), as the most appropriate Institutional form around the mobilisation of farmers is to be made for building their capacity to collectively leverage their production and market strength.

Department of Agriculture and Cooperation under Ministry of Agriculture, Govt. of India has identified Farmer Producer Organizations registered under the special provisions of the Companies Act, 1956 by incorporating part IX A, based on the recommendations of the Y.K. Alagh Committee (*Mondal, 2010*), as the most appropriate Institutional form around which the mobilization of farmers is to be made for building their capacity to collectively leverage their production and marketing strength. Now government is supporting for developing FPOs as a viable alternative for providing primary producers with producer firms that operate similarly to corporations (*Bhattacharjee; 2010*).The Department of Agriculture and Cooperation has setup 'Small Farmers Agribusiness Consortium' (SFAC) as designated Agency for organizing FPOs though various schemes and projects. These projects subscribe to a broad objective of mobilizing farmers into groups called Farmer Interest Groups (FIGs), forming Farmer Producer Organizations (FPOs), strengthening farmers' capacity through training on agricultural best practices for enhancing crop productivity in sustainable manner,

First producer company in India were promoted and supported by a Madhya Pradesh government under the World Bank (WB) poverty reduction project since 2005. It's provide a one-time grant of Rs. 25 lakh rs. to each producer company as fixed deposit revolving fund for the obtaining bank loan against it (*Badatya et al; 2018*). 6471 FPCs were formed, in

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which around 80 per cent i.e. 5145 FPCs were promoted by Small Farmers Agri-business Consortium (SFAC) and National Bank for Agriculture and Rural Development (NABARD), 1263 FPCs were promoted, by various state government and other agencies, and 63 from all of them were self-promoted. The total number of farmers mobilised through FPCs by SFAC and NABARD were highest in the state of Madhya Pradesh with the 183517 farmer members, followed by Karnataka state with 176732 farmer members (*Nathan TS et.al*; 2021). More than 50 per cent of the FPCs were set up in Maharashtra, Madhya Pradesh, Uttarakhand, West Bengal, Karnataka, Odisha and Telangana. SFAC promoted large number of FPCs in Madhya Pradesh (149 FPCs) and NABARD has promoted large number of FPCs in Uttarakhand state (362).

Up to a limit of Rs. 2 lakh interest subsidy was provided on any term loan if it is taken by any PC and a grant of upto 75% of the cost up to a maximum of Rs. 2 lakh was given for any certification expenses like Food Products Order (FPO), Global Good Agricultural Practices (Globalgap) etc. (NABCONS; 2011). However, in spite of the widespread evolution of FPOs, their success across the world had shown mixed results (*Chirwa et al*; 2005). Similar situation is also observed in India. Therefore, it is necessary to analyse the dynamics of FPOs, factors influencing the performance of FPOs and the policy requirements to overcome the weaknesses of FPOs at grass root level.

Table 1: The number of FPOs promoters

S.No.	Promoting agency	Number of FPOs
1.	Small Farmers Agribusiness Consortium. SAFC	902
2.	National Bank for Agriculture and Rural Development .NABARD	2086
3.	State Government (Funded by leveraging RKVY or the world bank funds	510
4.	NRLM Programme. MORD	131
5.	Other Organizations/ Trust/ Foundations	1371
	Total	5000

(source: NABARD website)

Table 2: State wise summary of registered and process of registration FPOs promoted by Small Farmers Agribusiness Consortium. SAFC

S. No	State	SFAC Promoted FPOs	Non SFAC Promoted FPOs
1.	Andhra Pradesh	16	06
2.	Arunachal Pradesh	06	-
3.	Assam	18	25
4.	Bihar	38	-
5.	Chhattisgarh	26	-
6.	Delhi	04	01
7.	Goa	02	-
8.	Gujarat	25	14
9.	Haryana	23	01
10.	Himachal Pradesh	08	-
11.	Jammu&Kashmir	02	-
12.	Jharkhand	10	-

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13.	Karnataka	125	-
14.	Madhya Pradesh	149	-
15.	Maharashtra	105	-
16.	Manipur	08	-
17.	Meghalaya	03	-
18.	Mizoram	01	-
19.	Nagaland	02	-
20.	Odisha	41	-
21.	Punjab	07	-
22.	Rajasthan	50	-
23.	Sikkim	30	-
24.	Tamil Nadu	13	52
25.	Telangana	26	34
26.	Tripura	07	-
27.	Uttar Pradesh	57	178
28.	Uttarakhand	07	38

Source: <http://sfacindia.com/FPOS.aspx>

It is clear from the table number 2 that, highest number of FPOs which is registered in a Madhya Pradesh state with 149 numbers of FPOs, Followed by Karnataka state (125 FPOs) and Maharashtra state (62 FPOs).

3. ROLE OF FARMER PRODUCER ORGANIZATION:-

In the past era of declining public extension system, FPOs can contribute to rural advisory services through plurality of advisory services (*GFRAS 2015*). FPOs plays important role in rural advisory services viz. enhancing capacity of human resources; linking with stakeholders from other villages; establishing legal organizations with a right to deliver services; providing forums for communication etc. (*Puantani; 2014*). Farmer Producer Organization play a important role for generating additional income by the farmers, FPO having the some important benefits for the farmers which is mainly as below-

- **Farmer Producer Organization improves value chain:**

The Farmer Producer Organizations and Producer Companies both are very much beneficial for improving the value chain of agricultural produce and thereby, its proved to be an useful to getting good prices for their produce. Many voluntary member-owned group, financed and controlled producer groups and farmer cooperatives plays a central role in enabling their members and the wider rural community to take an active part in their own development (*Millns and Juhasz; 2006*). Every producer company monitors and supervise the entire chain very closely and efficiently, which estimate the daily demand of a particular vegetable and can increase/decrease its supply within 2 to 3 days. All this makes the whole process very dynamic, effective and responsive to the need of the end- consumers (*Bhattacharjee S; 2010*)The Farmers Producer Organizations and Producer Companies are very much effective to improve the value chain of agricultural produce and thereby it proved to be useful in getting good prices for their produce.

- **Linking small farmers to markets:**

Producer companies actually had many advantages since it allow professional's to take part in governance as a directors which help to bridge the information asymmetry between the producer, directors and professional managers (*Pradhan; 2007*). The success of producer companies is however totally depends on the farmers' commitment with company. The integrity and quality of leadership, acceptance within the community and as well as the market environment are the most crucial factors for a successful production company (*Sawairam; 2014*). Small-scale farmers can have easy access to many market information,

credit and input details for their production, processing, and marketing activities by joining Farmer Based organizations (Asante *et al*; 2011). (Sawairam; 2014) highlighted the benefit for the participating farmers with producer company its provide facilities to excess their product in a market their excess product as the company was providing appropriate knowledge to generate excess production from within the community in order to maintain linkages to the target markets. Linkages of FPOs can be direct or indirect depending upon context. (Hussein; 2001) observe that the most significant and successful institutional linkages tend to be formalised and established through direct bilateral contractual linkages or involve a third partner which is frequently a development project.

- **Enable vertical integration:**

Producer-owned organization are the good example for the vertical integration based on the horizontal coordination of farmer as initiators as they proved that with an co-operation there was an opportunity to positively improve their countervailing power and to establish ownership for farmers in the upper part of the food chain if they can secure strict quality requirements, solid financing, loyalty and trust in their organizations (Gábor and Szabó, ;2009). Input and information benefits are achieved through collective procurement of inputs which helps members in getting inputs at lower price with better negotiation (Herck; 2014, Abokyi ;2013). Extension and Advisory Services (EAS) provided by FPOs fulfill the information need of the farmers, reducing their transaction cost and fulfilling information need (Williamsons; 1985, Herck; 2014 and GFRAS; 2015).

- **Enhance income and productivity:**

A FPO will support the member of the organization for getting more income, by aggregating the demand of inputs, the FPO can buy input in bulk quantity, thus its procures at cheaper price compared to individual purchase. Besides, by transporting in bulk, cost of transportation is reduced. Thus reducing the overall cost of production. Similarly, the FPO may aggregate the produce of all members and market in bulk, thus, fetching better price per unit of produce (Rani Nidhi *et al*; 2017) find in there. study on impact in formation of FPOs on the Development of Sustainable Crop Production in Karnataka and concluded the benefits after forming a FPO's were per hectare of production improved by 10 per cent by the end of the study. Minimum 20 per cent net income rise of the FPO farmers, it observed that farmer organizations create for small and marginal farmers to participate more effectively in markets (Stockbridge *et al*., 2003).

- **Ensure market access:**

Smallholder farmers would be able to substantially increase their income from agriculture and allied sectors, if farmers participate in markets. The FPO also provide market information to the producers to help them for hold on to their produce till the market price become favorable. as a result, the focus of development has shifted from enhancement of production to market connectivity (Shepherd; 2007). The benefits of farmer organization (FOs) for market access were more evident in the vegetable sector, characterized by high transaction costs. There was less incentive for farmers who are producing an undifferentiated commodity such as maize to organize as the transaction costs associated with market access were relatively low. Although farmer organizations do not provide clear benefits in accessing undifferentiated commodity markets, they can still contribute to members' welfare by offering them other services (Hellin *et al*;2009).

- **Marketing information:**

even though India is the leading producer of fruits, vegetables and milk production in the world, farmers lack off-farm competitiveness (Narrod and Roy; 2007) and the inability to meet food safety standards restricts the export competitiveness (Royand and Thorat; 2008). For tapping the potential of small holder agriculture by overcoming its constraints, different

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forms of farmers' collectives were evolved across the world. Farmers' collectives in the form of FPOs are assumed to provide the small farmers, better information on modern agriculture technologies, investments, inputs, markets and government policies and the collective effort is expected to reduce the problems associated with small holdings. in longer term perspective, FPOs are essential institution for the empowerment, poverty alleviation and advancement of farmers and poor from rural areas (FAO; 2007).

Provide extension services

- **Extension services provider:**

Extension services provide by the 120FPOs have advantage over public and private extension services in many ways. FPOs enable cost-effective delivery of extension services to the members (Salifu; 2010). FPOs can be effective alternatives where private and public provisions of agricultural services have failed (FAO; 2007), however, there cannot be complete separation of extension services provided by FPOs and public extension system. as most FPOs suggest that their members received more training from agricultural extension agents (AEA).

- **Develop market and buyer relation:**

Strong and longer-term relationship with an different buyers are needed to become a reliable market partner. It also requires strong contractual arrangements and agreements with all the partners. Market intelligence is important for making commercial decisions in FPO, as well as to transfer of market signals to the member to influence their decisions on production and to define the conditions of supplying to the FPOs. Group of small producers in producer organization were capable of making strategic investments to gain access to agro industrial markets, where their produce was more profitable by establishing more complex contractual arrangements with potential purchasers (Javier and Caverio; 2012)

4. CHALLENGES AND SUGGESTION FOR BUILDING ROBUST FPOS:

The size of the operational land holdings in India is continuously declining with every successive generation, the situation has raised serious question on the survivability of these small holders in India (Pandey et. al; 2010) some important issues in building robust FPOs which include lower scale of operation area, lack of information, poor communication linkages with the wider markets and consequent exploitation by intermediaries in procuring inputs and marketing fresh produce, access to and cost of credit (Dev; 2005) however, there are challenges and policy gaps in the ecosystem. The important challenges and confronting issues in building sustainable FPOs, are also related to the organisational and leadership aspect of the FPO, viz. divergent interest, low involvement, little rotation of leadership, lack of professional managers, lack of training, poor accounting system, poor internal communication and also some socioeconomic problems like poverty, low literacy rate, lack of access to resources etc. are the major weaknesses of the FPOs (Chirwa et al. 2005, Jere 2005), because of poor financial situation for the farmers, many farmer are not able to pay membership fee (Abokyi 2013 and Jere 2005). Collectivising thousand farmers in diverse socioeconomic and political setting of rural areas is indeed a herculean task and (Sawairam, 2014 also concluded that in their study that small and marginal farmers faced several constraints during farming which included the inability to create scale of economies, low bargaining power because of low quantities of marketable surplus, scarcity of capital, lack of

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market access, lack of knowledge and information, market imperfections, and poor infrastructure and communications. For the removing the following constraints, farmer organization provided a wide range of services to their member farmers related to marketing, finance, technology, production and welfare

Some of suggestion for the Farmer Producer Organization betterment, which will help FPO for better performance and sustenance- enabling policies, ethics, professionalism and linkages. As FPOs don't have proper structure and hierarchy, ethics can glue together all actors in FPO. Linkages with private firms, market, government institutes, research and extension organisations will help FPOs to remain dynamic and competitive. This demands a good leadership at FPO level. Leader, who can secure trust for members, bring ethical in organisation, capable for creating linkages, motivate them to direct energy for quality production, act in the ambit of legal framework, will help in success and sustenance of the FPO. Government and many extension organisations can play important role in leadership development through quality training programmes in Farmer producer Organization.

5. DISCUSSION:

Farmer Producer Organization (FPO) has been seen as the effective pathway to empower the small and marginal farmers in India, and it is promoted under several programmes and schemes of State government, Central government, and many more agencies. One of the national level agency which is National Project Management Agency (NPMA), act as a professional organization that involved in providing overall project guidance, coordination, a compilation of information associated with FPO, maintenance of MIS and vigilance purpose. There are many well-defined training structures and the institutions like Laxman Rao Inamdar National Academy Co-operative Research and Development (LINAC.), Gurugram and Bankers Institute of Rural Development (BIRD.), Luck now have been chosen as lead training institutes for capacity building and trainings of all FPOs. Formation and promotion of FPOs is the first step for converting Krishi into Atmanirbhar Krishi in all over the globe. This will enhance production and higher net incomes realization to the members of the FPO, which will also increase the rural economy and job opportunities for rural youths in India

Producer Companies Act of 2002, had given a provision for marginal and small farmer's aggregation in a companies, where farmers can jointly access farm machinery, input, credit, and they can also sell their product together in the markets. These FPOs can manage the contracting and adherences difficulties during contract farming with small and marginal farm holders. Although that initial uptakes has been very slow, government schemes and corporate, NGO, and private foundation interests have led to a rapid FPO formation. Only 445 FPOs were registered in 2013, but since 2016, that increased, over 5,881 have been registered [Johann;2002 and Kherallah;2002]. The quality and integrity of the leadership, it acceptance within the farming community, as well as the market environment are the most crucial factors for a fruitful production company (Sawairam P; 2014).

CONCLUSION:-

The role of Farmer Producer Organizations (FPO) is critical in developing the inclusive and sustainable supply chains. FPOs emerges as an interface between small farmers and the external world by providing forward and backward linkages to them, giving required voice, market access, bargaining power, economy of scale and better prices to them. As the

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majority of the farmers community is facing grater suppression by the commission agents/middlemen for remunerative price and profitable income for the agro produce, FPO could be an solution to the problem. FPOs have better opportunities for direct marketing which is a need of the hour for the people of villages; direct marketing provides farmers to lessen transportation costs and permits them progress price realization. While cooperatives entail benefits to farmers via state intervention, FPOs are perceived to empower farmers through collective bargaining along with instilling an entrepreneurial quality to farming, which otherwise is an issue of subsistence alone, particularly for the small and marginal farmers. Weakness related to organization, can be overcome by enabling policy, ethics, professionalism and linkages creation for success and sustenance of FPO. FPO will be a great boon of the farming community. The farmers must encourage their children to involve more in agriculture to induce a loving spirit and passion for agriculture. Farmer Producer Organizations (FPOs), strengthening farmers' capacity through training on agricultural best practices for enhancing crop productivity in sustainable manner, ensuring access to and usage of quality inputs and services, and facilitating access of the producer groups to fair and remunerative markets for marketing the crop produce as well as their value added products, where feasible. The respective state government and Agricultural Produce Marketing Committee (APMC) should make changes in the current APMC Act in order to cover the FPOs also.

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