

## **SUMMARY AND CONCLUSION**

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Commercial cultivation of mushrooms in Haryana is still in initial stages. Although mushroom cultivation in this state is at infancy but its production is bound to increase in near future. If marketing aspect is not given due attention, the efforts to increase the production of mushroom could go waste. Therefore, the specific objectives of the study were:-

- 1- To study the economics of production and marketing of mushrooms.
- 2- To study the efficiency of different marketing channels.
- 3- To study the problems faced by the mushroom growers.

For conducting the study, data were collected from the mushroom growers of the study area. In all there were 1003 mushroom growers. All the mushroom growers were classified into small, medium and large growers on the basis of number of trays handled by them. Small growers were with less than 800 trays, medium growers with 800 to 1400 trays and large growers

were with more than 1400 trays. Ten per cent of the total mushroom growers were selected for the study. Thus there were 100 growers out of which there were 22 small 45 medium and 33 large growers.

The primary data on different aspects of mushrooms cultivation were collected from the mushroom growers through a comprehensive schedule for the year 1991. Information regarding marketing of mushrooms was collected from various intermediaries involved in the marketing.

Tabular analysis of the data was done and then appropriate statistical and mathematical tools were applied. To determine the economics of production, fixed costs and variable costs were calculated. To examine the resource use efficiency, Cobb-Douglas type of production-function was used.

／ The study revealed that the total cost of cultivation for small, medium and large growers came out to be Rs. 21395, Rs. 36003 and Rs. 60748 respectively. Compost was one of the main item of expenditure as the value of compost for small medium and large growers came out to be Rs. 5000, Rs. 9000 and Rs. 16000 respectively. Average yield came out to be 3.86 kg, 3.91 kg and 4 kg per tray for small medium and large growers respectively. Gross returns were Rs. 36670, Rs. 74290 and Rs. 152000 for small, medium and large growers respectively. Cost per kilogram of mushroom came out to be Rs. 10.69, Rs. 9.00 and Rs. 7.59 for small, medium and large growers respectively. Thus it was observed that cost of production per kg on small farms was higher as compared to medium and large farms. Accordingly,

net income per kg of mushroom was higher in case of large farms compared to small and medium farms.

The net returns per kg of mushroom on small, medium and large farm were found to be Rs. 7.91, Rs. 9.79 and Rs. 11.40 respectively. The study indicated that large mushroom farms were better managed. The income generation capacity per rupee of investment of large farms was found to be more than small and medium farm. The large growers utilised the resources in the best way compared to small and medium growers. Regression analysis between production of mushrooms and other independent variable showed that the response of value of compost and labour charges was found to be significant in explaining the variation in mushroom production. One per cent increase in value of compost ( $X_1$ ) will increase the mushroom production by 0.4825 per cent, keeping the other factors at constant level. Similarly the output will increase by 0.5288 per cent when the investment on labour is increased by one per cent, keeping other factors constant at its geometric mean level.

The following channels were involved in the marketing of mushrooms:

Channel I : Grower - NAFED - Retailer - Consumer

Channel II : Grower - NAFED - Consumer

Channel III : Grower - Retailer - Consumer

Channel IV : Grower - Consumer

It was observed that out of 10350 kg of mushroom produced by small farmers, share of Channel-I was 42.00 per cent followed by Channel IV. Similarly medium farmers sold their produce mainly through Channel I followed by Channel IV. Channel I was most widely used by growers to dispose off their produce.

The study revealed that share of producer in consumer's rupee was the lowest in Channel I (72.00%) and the highest in case of Channel IV (95.00%). Due to long chain of intermediaries, Channel I was least efficient.

The major problem faced by mushroom growers was the poor quality and scarcity of spawn, which happened to be one of the main components in the cultivation of mushrooms. Hundred per cent of the growers revealed that they face the problem in marketing of mushrooms because there was no regular marketing channel. Thus, they had to develop their own private channels for marketing their produce.

Thirty seven growers reported that the training was not sufficient to infuse necessary confidence in them to start this risky venture. Hundred per cent of the growers revealed the problem of non-availability of cold storage facility resulting into spoilage of the major portion of their produce.

### **Suggestions**

- 1- Regular marketing channels should be their so that the mushroom growers can dispose off their produce regularly and get better prices.
- 2- Mushroom cultivation is a highly technical enterprises so the growers must be given practical technical training to infuse necessary confidence in them to carry out this risky venture.
- 3- As mushroom growing is capital intensive, institutional help must be arranged for intending growers.
- 4- Good quality of spawn in required quantities must be provided to the growers at resionable rates. Any slackening on quality or quantity can affect the growers in reverse. Quality control must be there.

- 5- Due to its being highly perishable crop and prone to high temperature, cold storage facility is of immense importance for keeping the surplus quantity till it is finally disposed off.
  - 6- Rural as well as urban people must be made aware about the nutritional aspects of mushrooms through advertisements.
  - 7- Canning/Pickling plants must be established near the purchasing centre for preservation of surplus mushrooms.
  - 8- Training on spawn production techniques need to be imparted to the growers so that they can prepare spawn in right quality and quantity.
  - 9- Cooperative marketing societies need to be created to take care of the surplus quantity produced.
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