



## Exposure Visit cum Workshop on Agriculture Marketing for delegation from Nepal to NIAM, Jaipur

**15th to 16th June 2018**

**Reference:** A bilateral meeting between Hon'ble Agriculture and Farmers Welfare Minister Shri Radha Mohan Singh and Nepalese Agriculture, Land Management and Cooperatives Minister, Shri Chakra Pani Khanal is scheduled to be held on 19th June, 2018.

A five-member delegation to NIAM, Jaipur under the India-Nepal New Partnership in Agriculture. The following five-member delegation led by Mr. Yogendra Kumar Karki visited NIAM, Jaipur on **15-16 June, 2018. The delegation comprised of following members**

1. Mr. Yogendra Kumar Karki, Joint Secretary, Ministry of Agriculture, Land Management and Cooperatives.
2. Mr. Shankar Sapkota, Senior Economist, M/o Agriculture, Land Management and Cooperatives.
3. Dr. Tika Bahadur Karki, Senior Scientist, NAARC.
4. Mr. Hom Bahadur BK, Senior Plant Protection Officer, D/o Agriculture.
5. Ms Mina, Kumar Dhakal, President, Maharanijhoda Small Farmer Agriculture Cooperative Ltd. Jhapa.



### Team from National Institute of Agricultural Marketing (NIAM) comprised of:

1. Dr. P. Chandrashekara, Director General.
2. Dr. Hema Yadav, Director.
3. Dr. Ramesh Mittal, Deputy Director.
4. NIAM Officers/Faculty.



## Two Days Programme Schedule

**Date: 15th June 2018**

Arrival at NIAM: 15.6.18 at 7 PM

**At NIAM, welcome of the team was done.**

- A brief introduction of NIAM.
- Presentation on Scenario of Agricultural Marketing in Workshop.
- Briefing on Scenario of Agriculture and marketing in Nepal by Joint Secretary, Nepal.
- Open forum discussion to have collaboration and joint programmes.
- (Participated by NIAM officers and Nepal delegation).



**Date: 16th June 2018**

**Time: 7.30 AM** -Second Discussion with High Power delegation from Nepal lead by Joint Secretary and Delegation from NIAM lead by Director General, NIAM





**Time: 9 AM-** Visit of Terminal Market, Jaipur

- Interaction with Secretary, Terminal Market
- Discussion with traders, agents and farmers
- Discussion with Agri -Entrepreneur
- Visit to Market to see the Market Infrastructure and operations
- Visit to Warehouse and retail operations and small brand of food





**Time: 12 PM-** Visit to SK Narendra Agricultural University, Jobner, Dist- Jaipur lead by DG NIAM, Chaired by Vice Chancellor, SKNAU University.

- Welcome by Vice Chancellor SKNAU.
- Visit to Departments-Entomology, Plant tissue Culture Lab, Plant Pathology, Olive Plantation, Backyard Hatchery, Goatery, and Agricultural Extension.
- Presentation by Dean, Academics, Department of Agricultural Extension on KVK System.
- Presentation by Deputy Director (Information) on Outreach and farmer school programmes through ICT.
- Presentation by Director Extension on Research and projects.
- Discussion and vote of thanks.





### **Time: 4.30 PM- Wrap up and way forward**

Proceeded for Delhi

### **Programme Proceedings**

A workshop was organized at NIAM for joint partnership and collaborative activities on 15th June 2016.

A presentation on Evolution of Agricultural Marketing from Pre Independence Period to Post green revolution was given by Dr Hema Yadav, Director, NIAM. The presentation highlighted how the country has made rapid progress from being deficit to surplus Country and how ICT has been deployed to reach farmers. It was also informed to the delegates about the strategy to doubling farmers Income (DFI) in India through marketing pathways. Dr Karki was keen to know about the learning of working of Agriculture Markets in India and how they have evolved and reformed over the period of time. It was informed that India has had a strong Legal Framework for operation and management of markets through the APMC act. The provisions of APMC act has liberalized provisioning establishment of private markets, E NAM, One nation and One Market, declaration of warehouse as private market etc.

He also discussed about the newly introduced Krishi Gyan Kendra in Nepal. Krishi Gyan Kendras are working for information dissemination and capacity building of farmers of Nepal.



There was also discussion On MSP administered in India. It was Informed NIAM faculty that MSP is announced on 26 agri products. The Price support for Horticulture crops is done through Price stabilization Fund (PSF). Price Stabilisation Fund (PSF) refers to any fund constituted for the purpose of containing extreme volatility in prices of selected commodities. The amount in the fund is generally utilised for activities aimed at bringing down/up the high / low prices say for instance, procurement of such products and distribution of the same as and when required, so that prices remain in a range.

Public Private Partnership is seen as an effective mechanism for bringing the synergy to develop system and infrastructure for farmers. In the workshop experience of India in devising PPP through BOT in terminal markets was informed. Subsequently the PPP model ushered in Nepal through BOLT was informed.

Role of Agriculture Storage and Linkages with bank for Pledge loan is working successfully through negotiable warehouse receipts. It was informed how farmers can averse risk and secure finance through collateral in accredited warehouse. Progress is being made E repository and linking warehouse to ENAM.

Contract farming Act has been introduced in India in 2018 to empower farmers and Farmer Producer Organization.

The member of the delegation from Nepal informed about the functioning of Cooperative. Simultaneously it was informed about aggregation of produce and forward linkages through FPO. Visit to Muhana Terminal Market on 16th June

The delegation visited Muhana Terminal markets for fruits and vegetables. The market has arrival of fruits and vegetables which is handled by traders. The Secretary informed about auction of produce for price discovery and operation and management of markets. The infrastructure of marketing is well designed to facilitate marketing of produce and dispatch to national market. The delegation visited the market shops and had interaction with traders and farmers.

The delegation also met Agri entrepreneur who shared his journey of being successful entrepreneur who owns warehouse and manages a brand.

Visit to SKN Agricultural University, Jobner, Jaipur on 16th June, 2018.

Dr P S Rathore, Vice Chancellor of SKANU hosted the delegation. He gave a brief history of University which was established in 2013 to impart teaching at the university or college level, conduct research and extension programmes in the field of Agriculture.

### **Visit to Library was made**

The library is organized with specialized collections of 47918 documents in fields of Agricultural Sciences, Biological Sciences, Basic Sciences, Humanities, Technology, Veterinary Sciences, Animal Husbandry, Fisheries & other allied subjects. The collection includes Books, Theses, Periodicals, Government Publications, Maps, & CD-ROMs. The library has been modernized with well equipped CCTV, UPS, AC system , Xerox machine , printer and computers providing Internet Surfing, e journals, e theses and e catalogue (webopac), e books (Open Access) and CDROM databases facilities .The library e resource facilities have been provided to all students and teachers of this college on Internet / Intranet Wi-Fi system.

The newly established Plant Pathology department has done a leading work in tissue culture development for Aloe Vera, pomegranate. The improved varieties are distributed to farmers to propagate. It was also informed that 200 Olive plants have been grown in campus.

The university has also done exemplary work in Backyard Poultry. There is hatchery in the department for day old chick which are given to farmers. Similarly Goat Breeding is done to have improved varieties.

The presentation by Director Research, Dean - Academic, Director Extension explained comprehensively about the work initiated by University. The KVK working under the University are training and demonstrating farmers on new agriculture technology.

**Joint Collaborations and Work programme:** On the basis of discussion and two days visit, the delegation proposed for following activities:

1. Study cum exposure visit of Nepal officers to show operation and Management of markets.
2. Training programmes on Post production activities i.e Value chain mapping, post-harvest management, Entrepreneurship and skilling, Training of FPO and cooperative societies.
3. Joint Secretary approached NIAM for Knowledge partnership for upcoming International Conference on doubling farmers Income to be organized in September 2018 at Nepal.
4. NIAM offered that for Post Graduate Diploma Programme in Agribusiness Management (PGDABM) Students from Nepal can be given admission. For this procedures will be followed.
5. Collaborative activities in all relevant areas such as Warehouse Development, Value chain development, entrepreneurship.
6. NIAM Proposes to have joint collaboration with Nepal for organizing International conference on Agribusiness/Agricultural Marketing in 2019.

Report Prepared by Director General,  
CCS National Institute of Agriculture Marketing (NIAM),  
(An Organization of Ministry of Agriculture & Farmers Welfare, Government of India)  
Kota Road, Bambala, Pratap Nagar, Jaipur – 302033 (Rajasthan) Telephone: 0141-2795111,  
(D) Fax: 0141-2771938, 2770595 Website: [www.ccsniam.gov.in](http://www.ccsniam.gov.in)