

## 8 - Summary of Results of Dealer and Farmer Survey

### 8.1 Dealer Survey results

A survey of 1092 dealers was conducted by field audit teams responses from these dealers are summarised below; State-specific analysis is given in the respective State chapters.

Sl.No.	Questions	Response		
		Yes	No	Others
1.	Are you getting the required quantity and type of Fertilizer from your source (1st stocking point or wholesaler) in time?	449 (41%)	625 (57%)	18 (2%)
As many as 57 per cent of the dealers surveyed stated that they were not getting the required quantity and type of fertilizers in time.				
		No Limit	Limited	Others
2.	Do you give fertilizers to the farmers without any limit or is there some limit like 1 bag of DAP per acre.	816 (75%)	236 (22%)	40 (3%)
75 per cent of the surveyed dealers indicated that they were giving fertilizers to the farmers without any limits.				
		Yes	No	Others
3.	Are you facing any problems in transportation etc. in lifting your requirement of Fertilizers?	401 (37%)	676 (62%)	15 (1%)
37 per cent of the surveyed dealers indicated that they were facing problems in transportation in lifting their requirement of fertilizers. Separately, field audit scrutiny indicated that in many cases, retailers were recovering the additional costs incurred in transportation by charging prices higher than the stipulated MRPs.				
		Yes	No	Others
4.	Do you have adequate credit facilities so as to lift your requirement of Fertilizers?	595 (54%)	439 (40%)	58 (6%)
54 per cent of the surveyed dealers indicated that they had adequate credit facilities for lifting their requirement of fertilizers.				
		Yes	No	Others
5.	Are you able to supply Fertilizers as per demand to the farmers on time? What are your problems?	555 (51%)	512 (47%)	25 (2%)

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Only 51 per cent of the surveyed dealers indicated that they were able to supply fertilizers as per demand to the farmers on time, while 47 per cent indicated that they were unable to do so.

		Yes	No	Others
6.	Are farmers demanding small quantity bags of Fertilizers from you?	442 (40%)	626 (57%)	24 (3%)

Only 40 per cent of the surveyed dealers indicated that farmers were demanding small quantity bags of fertilizers. This is, however, in direct contradiction to the responses from surveyed farmers, where a substantial majority (55 per cent) expressed their need for small quantity bags of fertilizers.

		Yes	No	Others
7.	Have any samples been selected in the last 3 years from your stock for Fertilizer quality testing by the Agriculture Department? What were the results?	570 (52%)	442 (40%)	80 (8%)

40 per cent of the surveyed dealers indicated that samples had not been selected in any of the last three years from their stock for fertilizer quality testing, thus clearly showing the inadequacy of arrangements for fertilizer quality testing.

## 8.2 Farmer survey results

A survey of 5498 farmers was conducted by field audit teams. Responses from these are summarised below; State-specific analysis is given in the relevant State chapters:-

Questions		Response			
		Cooperative	Dealer	Both	Others
1.	Are you buying Fertilizers from the authorised dealer/ co-operative society?	2484 (45%)	1550 (28%)	1121 (20%)	343 (7%)
45 per cent of the surveyed farmers stated that they were purchasing fertilizers from co-operative societies, 28 per cent from private dealers, and 20 per cent from both sources.					
		Yes	No	Other	
2.	Are the quantities of fertilizers sold to you rationed? E.g., 5 bags DAP/ration card, 1 bag of DAP per acre etc. Please indicate.	706 (13%)	4559 (83%)	233 (4%)	
Only 13 per cent of the surveyed farmers indicated that the quantities of fertilizers sold to them were rationed.					
		MRP	Higher than MRP	No comments	

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3.	What are the prices at which you have bought Fertilizers (a) urea (b) DAP © MOP (d) other Fertilizers in the last 1 or 2 seasons?	2268 (41%)	2496 (45%)	734 (14%)
		Yes	No	Others
4.	Did the dealer give you a receipt for your sales?	2794 (51%)	2559 (46%)	145 (3%)
		Yes	No	Others
5.	Do you know the maximum prices for Fertilizers fixed by Government?	2362 (43%)	3107 (56%)	29 (1%)
As many as 45 per cent of the surveyed farmers indicated that they had bought fertilizers at prices higher than the MRPs, while 56 per cent indicated they did not know the MRPs for fertilizers fixed by Government (the MRP list was shown by the audit team to the farmers). Further, 46 per cent of the surveyed farmers indicated that the dealers did not give receipts for the sales.				
		Yes	No	Others
6.	Do you need Fertilizers in small quantity bags?	3039 (55%)	2408 (44%)	51 (1%)
59 per cent of the farmers faced problems for getting their full requirement of fertilizers in a timely fashion, while 55 per cent of the surveyed farmers expressed their need for fertilizers in small quantity bags. Also, 16 per cent of the surveyed farmers indicated that the dealers forced them to buy other items along with the fertilizers.				
		Yes	No	Others
7.	Did you get your soil tested, to find out the exact requirement of different types of Fertilizers for your land, so that you get the maximum yield of crops?	1179 (21%)	4151 (76%)	168 (3%)
76 per cent of the surveyed farmers had not got their soil tested for scientifically ascertaining the requirement of fertilizers.				
		Yes	No	Others
8.	Did you face any problems in getting your full requirement of fertilizers in time for the season?	3240 (59%)	2175 (39%)	83 (2%)
		Yes	No	Others
9.	Does the dealer force you to buy any other item along with the Fertilizers that you want?	872 (16%)	4515 (82%)	111 (2%)
		Yes	No	Others
10.	Do you have enough money to buy your full requirement of Fertilizers? What are your	2631	2833	34

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	problems?	(48%)	(51%)	(1%)
51 per cent of the surveyed farmers indicated that they did not have enough money to buy their full requirement of fertilizers; this indicated a serious shortage of funds, which is further explained by their demand for small quantity bags.				
		Yes	No	Others
11.	Overall, are you satisfied with the supply of Fertilizers to you?	2964 (54%)	2383 (43%)	151 (3%)
		Yes	No	Others
12.	Have you faced any other problems in supply of Fertilizers?	2702 (49%)	2632 (48%)	164 (3%)
54 per cent of the farmers stated that they were satisfied with the supply of fertilizers. However, 49 per cent indicated that they had faced other problems in supply.				