



सत्यमेव जयते

BROCHURE ON THE MARKETING OF GOAT HAIR IN INDIA



सत्यमेव जयते

**Issued by the Agricultural Marketing Adviser
to the Government of India
NAGPUR**

ABY THE MANAGER, GOVERNMENT OF INDIA PRESS,
PUBLISHED BY THE MANAGER OF PUBLICATIONS, DELHI, 1961.

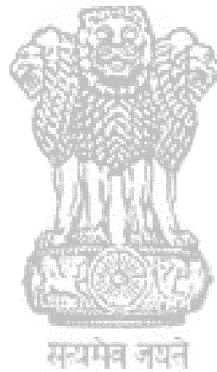
Price : Rs. 1.20 nP. or 2 sh.

List of publications issued by the Agricultural Marketing Adviser to the Government of India

| Marketing Series No. | Symbol No. | Name of Publication | Price |
|----------------------|------------|---|------------|
| *1 | AMA. 1 | Report on the Marketing of Wheat in India | Rs. 1 4 0 |
| *2 | AMA. 2 | Report on the Cold Storage and Transport of perishable produce in Delhi | Re. 0 12 0 |
| *3 | AMA. 3 | Agricultural Produce (Grading & Marking) Act, 1937, with rules made prior to 1st April, 1957, (Out of print, see AMA. 17 below) | |
| *4 | AMA. 4 | Abridged edition of the Report on the Marketing of Wheat in India (English) | Re. 0 8 0 |
| *5 | AMA. 5 | Abridged edition of the Report on the Marketing of Wheat in India (Hindi) | Do. |
| *6 | AMA. 6 | Abridged edition of the Report on the Marketing of Wheat in India (Urdu) | Do. |
| *7 | AMA. 7.37 | Annual Report of the Agricultural Marketing Adviser and Summarised Reports of Senior Marketing Officers in Provinces and certain States for the year ending 31st December, 1937 | Re. 0 6 0 |
| *8 | AMA. 8 | Report on the Marketing of Linseed in India | Rs. 1 4 0 |
| *9 | AMA. 9 | Report on the Marketing of Eggs in India and Burma | Do. |
| *10 | AMA. 10 | Report on the Marketing of Tobacco in India and Burma | Do. |
| *11 | AMA. 12 | Abridged edition of the Report on the Marketing of Linseed in India (English) | Re. 0 12 0 |
| *12 | AMA. 17 | Agricultural Produce (Grading & Marking) Act, 1937, with rules made prior to 31st August, 1940 | Do. |
| *13 | AMA. 13 | Abridged edition of the Report on the Marketing of Linseed in India (Bengali) | Do. |
| *14 | AMA. 14 | Abridged edition of the Report on the Marketing of Linseed in India (Hindi) | Re. 0 8 0 |
| *15 | AMA. 15 | Abridged edition of the Report on the Marketing of Linseed in India (Marathi) | Do. |
| *16 | AMA. 16 | Abridged edition of the Report on the Marketing of Linseed in India (Urdu) | Do. |
| *17 | AMA. 7.38 | Annual Report of the Agricultural Marketing Adviser and Summarised Reports of Senior Marketing Officers in Provinces and certain States for the year ending 31st December, 1938 | Do. |
| *18 | AMA. 19 | Abridged edition of the Report on the Marketing of Eggs in India and Burma (English) | Re. 0 8 0 |
| *19 | AMA. 7.39 | Annual Report of the Agricultural Marketing Adviser and Summarised Reports of Senior Marketing Officers in Provinces and certain States for the year ending 31st December, 1939 | Rs. 1 10 0 |
| *20 | AMA. 11 | Report on the Marketing of Grapes in India and Burma | Rs. 1 4 0 |
| *21 | AMA. 18 | Report on the Marketing of Coffee in India and Burma | Do. |
| *22 | AMA. 21 | Report on the Marketing of Potatoes in India and Burma | Do. |
| *23 | AMA. 22 | Report on the Marketing of Milk in India and Burma | 1/6 |
| *24 | AMA. 25 | Preliminary Guide to Indian Fish, Fisheries methods of Fishing and Curing | Re. 1 0 0 |
| *25 | AMA. 27 | Abridged edition of the Report on the Marketing of Eggs in India and Burma in Hindi | Do. |
| *26 | AMA. 26 | Abridged edition of the Report on the Marketing of Eggs in India and Burma in Hindi | Do. |
| *27 | AMA. 20 | Report on the Marketing of Rice in India and Burma | Rs. 1 4 0 |
| *28 | AMA. 24 | Report on the Marketing of Groundnuts in India and Burma | Do. |
| *29 | AMA. 7.40 | Annual Report of the Agricultural Marketing Adviser and Summarised Reports of Senior Marketing Officers in Provinces and certain States for the year ending 31st December, 1940 | Do. |
| *30 | AMA. 28 | Abridged edition of the Report on the Marketing of Potatoes in India and Burma in English | Do. |
| *31 | AMA. 29 | Abridged edition of the Report on the Marketing of Grapes in India and Burma in English | Do. |
| *32 | AMA. 30 | Abridged edition of the Report on the Marketing of Milk in India and Burma in English | Do. |
| *33 | AMA. 39 | Handbook on the quality of Indian Wool | Rs. 1 4 0 |
| *34 | AMA. 38 | Abridged edition of the Report on the Marketing of Tobacco in India and Burma in English | Do. |
| *35 | AMA. 31 | Abridged edition of the Report on the Marketing of Groundnuts in India and Burma in English | Do. |
| *36 | AMA. 41 | Report on the Marketing of Hides in India and Burma | Do. |
| *37 | AMA. 35 | Abridged edition of the Report on the Marketing of Rice in India and Burma in English | Re. 0 8 0 |
| *38 | AMA. 34 | Instructions regarding the Grading & Marking of Ghee in connection with Agricultural Produce Grading & Marking (Ghee) Rules, 1938 | Re. 0 4 0 |
| *39 | AMA. 23 | Report on the Marketing of Sugar in India and Burma | Rs. 1 4 0 |
| *40 | AMA. 37 | Report on the Marketing of Skins in India and Burma | Do. |
| *41 | AMA. 22.2 | Second edition of the Report on the Marketing of Milk in India and Burma | Do. |

TABLE OF CONTENTS

| | PAGE |
|--|------|
| Preface | (i) |
| Introduction | 1 |
| Production | 1 |
| Imports | 3 |
| Exports | 3 |
| Preparation for the Market | 6 |
| Preparation for export | 7 |
| Prices | 9 |
| Marketing costs and price spreads | 11 |
| Classification of goat hair for export | 12 |
| Transport and Packing | 13 |
| Summary and conclusions | 15 |
| Appendix | 19 |



PREFACE

The goat, the poor man's cow, is not only important for its meat, milk and skin, but also for its hair—the "goat hair" which is a product of considerable commercial importance.

India is estimated to produce annually a little over 13.5 million pounds of goat hair out of which more than 7 million pounds find an export market and bring in foreign exchange to the tune of more than 7½ million rupees.

In the context of export promotion, improvement and standardisation of the quality of the produce assume paramount importance. A detailed study of the subject, therefore became necessary and this brochure is an outcome of that.

The brochure deals with various aspects of the goat hair industry, viz., production, imports, exports, utilisation, prices, marketing, price spread, classification for export, transport, packing and grading. Summary and conclusions are given at the end while the Goat Hair Grading and Marking Rules are given under Appendix. It is hoped that the material contained in the Brochure would be useful to those interested in goat hair trade.

This publication has become possible through the cooperation of the Marketing Departments, Directors of Animal Husbandry and Veterinary Services and Directors of Industries of the States. Our thanks are due to them.

Thanks and acknowledgements are also due to a large number of merchants, exporters, Government officials and others who kindly extended assistance and cooperation in carrying out the survey.

The Government of India should not be regarded as assuming responsibility for any statement contained in the brochure.

Sarvashri R. A. Bhote, Senior Marketing Officer and S. Jayaraman, Marketing Officer of this Directorate were responsible for the compilation and drafting of this brochure. सत्यमेव जयते

(N. P. CHATTERJI)

AGRICULTURAL MARKETING ADVISER
TO THE GOVERNMENT OF INDIA.

NAGPUR,
The 8th Nov. 1960.

MARKETING OF GOAT HAIR IN INDIA

1. Introduction

1.1. In India, goat is an important source for supply of meat and skins and is primarily reared for these purposes. Being a poor man's substitute for a cow, it is also maintained by farmers and others for supply of milk to the family and for sale in the villages. The farmers, however, do not very much like to rear goats, as on account of their voracious eating habits, they are considered depredators of all vegetation and a nuisance for crops raised by the farmers. Flocks of goats are maintained by a few in the areas where facilities for free grazing are available. The goat, besides yielding meat and milk, also yields rich organic manure and hair. Goat hair being a subsidiary and a by-product is not given adequate attention and all the goat-hair is not, therefore, collected and utilised.

1.2. Goat hair is an important export commodity and annually earns a foreign exchange of over 0.7 crores of rupees. In foreign countries, goat hair mainly finds use in the manufacture of canvas in combination with rayon for coat linings, brushes, hair belts, ropes, under-felts for use under carpets, for automobile foot mats, low quality carpets etc. It also finds use in mixing with mortar.

1.3. In India, goat hair is used for making strainers (known as "patti" in Rajasthan and Punjab) and for bags that are carried on camel's back. In North and North Western India and parts of Southern and Central India it is also used for making coarse country blankets ("Kambals"). The tannery goat hair of South India finds no use in the country.

2. Production

2.1. There are three commercial types of goat hair viz., clipped, pulled and tannery, known according to the method employed for removing them. Clipped hair as the term signifies is hair obtained by clipping live goats and as such is superior to the other two and is priced the highest. Clipping of goats is in vogue only in the northern and north-western States of India viz., Rajasthan, Punjab, Himachal Pradesh, Jammu and Kashmir, parts of Bombay and Uttar Pradesh. Pulled goat hair is obtained by pulling the hair from goat skins which are soaked for two or three days in water and hair pulled with the help of ash. The State of Punjab accounts for the maximum production of pulled hair. Tannery goat hair is purely a by-product of the tanning industry and its production is mostly in Madras State which is the heart of the East India Tanning Industry. Tannery hair is considered inferior to pulled as the fibres are brittle due to the skins having been soaked for about a week in lime pits prior to removing the hair.

2.2. No representative data are available regarding the yield of goat hair per animal. The yield and quality of goat hair depend upon the breed, the locality and the climate, e.g., goats in South India grow very short hair which is not at all economical for the farmer to clip. The yield varies widely from tract to tract and from breed to breed.

2.3. Basis of Estimates made:

The estimates of production of goat hair have been primarily based on the goat population according to the livestock census of 1956, the percentage of goats clipped, the yield of hair per goat, the quantity of pulled hair obtained and the quantity of hair from goat skins in tanneries. The information on various points has been obtained mostly from the members of the trade and State Government authorities and has been used after cross checking. In respect, of some areas or States the yield of hair per goat was available while for certain others only the total quantity of hair produced in the concerned area was available.

2.4. India has 55.4* million head of goats and is estimated to produce annually over 13.5 million pounds of goat hair. The diagram facing this page shows the distribution of goats. The accompanying table gives the Statewise population of goats based on the 1956 Livestock Census and the estimated annual production of clipped, pulled and tannery goat hair in India.

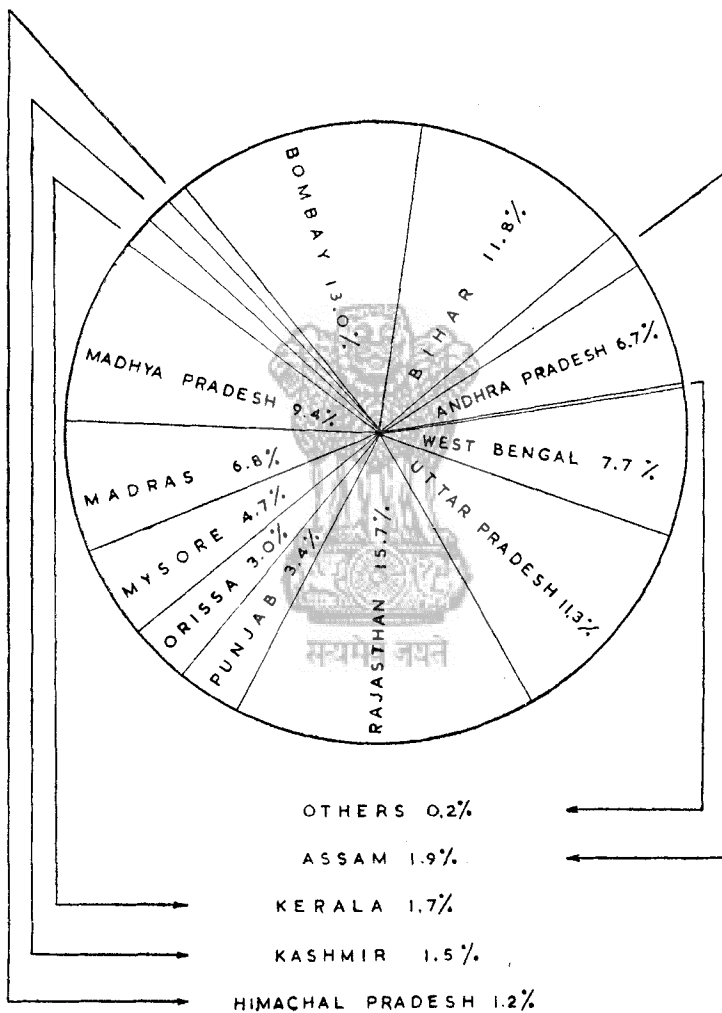
TABLE I
Estimated Production of Goat Hair in India
(Based on Livestock Census, 1956)

| Name of State | Number of goats | Percentage clipped | Yield per goat (lb.) | Clipped hair produced (lb.) | Pulled hair (lb.) | Tannery hair (lb.) |
|---------------------|-----------------|--------------------|----------------------|-----------------------------|-------------------|--------------------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 |
| ANDHRA PRADESH .. | 3,693,412 | — | — | — | — | 88,000 |
| ASSAM .. | 1,047,961 | — | — | — | — | — |
| BIHAR .. | 6,524,732 | — | — | — | — | — |
| BOMBAY .. | 7,188,901 | 10.0 | 0.50 | 359,445 | Neg | 199,000 |
| HIMACHAL PRADESH .. | 651,623 | 50.0 | 2.00 | 651,624 | 29,000 | — |
| KASHMIR .. | 813,503 | 41.6 | 2.00 | 676,834 | 20,000 | — |
| KERALA .. | 955,570 | — | — | — | — | — |
| MADHYA PRADESH .. | 5,218,949 | — | — | — | — | — |
| MADRAS .. | 3,757,582 | 15.0 | 0.75 | 422,728 | — | 5,000,000 |
| MYSORE .. | 2,583,995 | 47.8 | 1.0 | 1,235,150 | — | 65,000 |
| ORISSA .. | 1,642,739 | — | — | — | — | — |
| PUNJAB .. | 1,910,835 | 20.0 | 1.0 | 382,167 | 802,000 | — |
| RAJASTHAN .. | 8,730,163 | 32.6 | 1.00 | 2,846,033 | 150,000 | — |
| UTTAR PRADESH .. | 6,272,627 | 10.0 | 1.00 | 627,263 | — | — |
| WEST BENGAL .. | 4,268,160 | — | — | — | — | — |
| OTHERS .. | 141,559 | — | — | — | — | 40,000 |
| TOTAL .. | 55,402,311 | 12.7 | 1.02 | 7,201,244 | 1,001,000 | 5,392,000 |
| GRAND TOTAL | | | | | 13,594,244 | |

*Eighth All India Livestock Census, 1956, published by the Directorate of Economics and Statistics.

DISTRIBUTION OF GOATS IN INDIA.

(BASED ON LIVESTOCK CENSUS 1956)



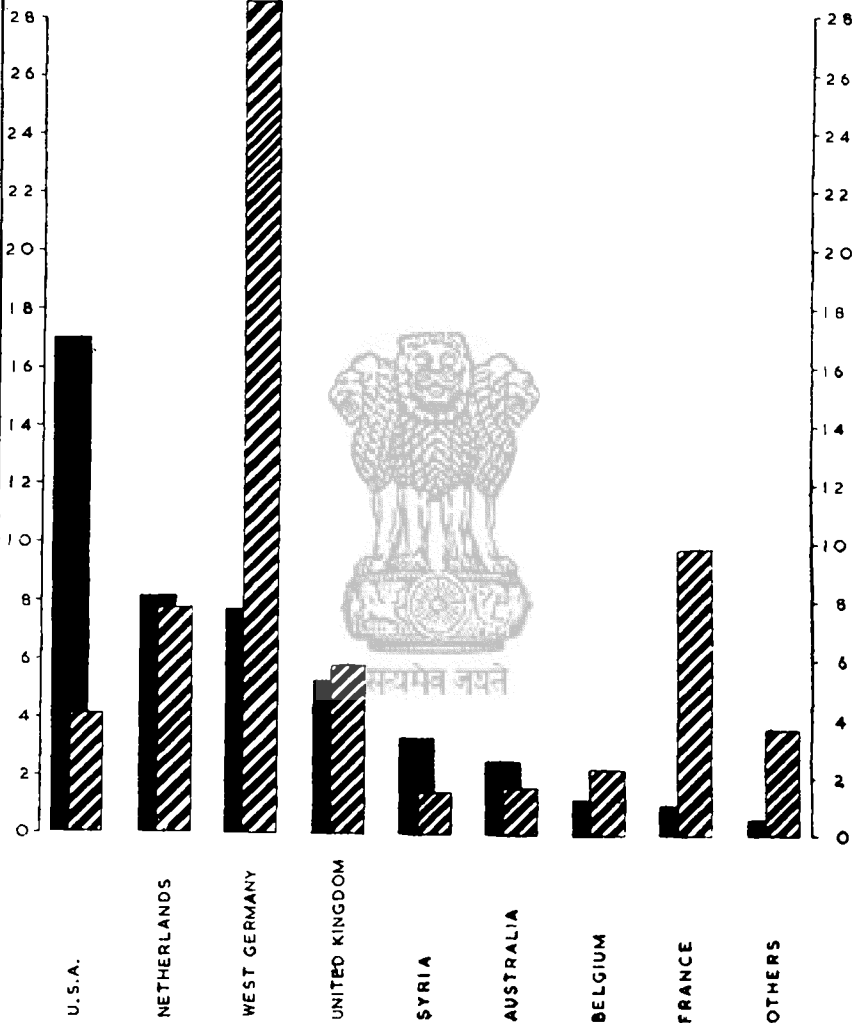
QUANTITIES OF INDIAN GOAT HAIR IMPORTED BY CERTAIN COUNTRIES.

KEY
 AVERAGE OF 3 YEARS
 ENDING 1953-1954
 AVERAGE OF 2 YEARS
 ENDING 1958-1959



LAKH POUNDS

LAKH POUNDS



2.5. The potential supply of goat hair available annually in the country is estimated to be of the order of 13.6 million pounds out of which about 7.1 million pounds are annually exported. The domestic consumption is estimated to be about 4.4 million pounds on an average. The remaining quantity of about 2.1 million pounds (15.4 per cent of potential supply) of goat hair remains uncollected and unutilised mostly because of its being very short and inferior in quality fit only for being used as manure.

3. Imports

According to the published statistical information there is no import of goat hair. However, trade enquiries revealed that till 1957 about 2 to 2½ lakh pounds were being brought every year by land from Tibet, Bhutan and Sikkim but this trade has since stopped.

4. Exports

4.1. *Annual exports*—The table below gives the total annual exports together with the value of exports from the year 1951-52:—

TABLE NO. 2
Exports of Goat Hair (other than Angora) from India

| Year | Quantity (In lb.) | Value (In Rs.) |
|--|----------------------|-------------------|
| 1951-52 | 6,225,093 | 6,812,948 |
| 1952-53 | 3,865,605 | 2,167,047 |
| 1953-54 | 3,923,455 | 2,618,546 |
| 1954-55 | 6,825,173 | 4,596,022 |
| 1955-56 | 7,949,080 | 7,298,003 |
| Average of 5 years ending 1955-56 | 5,757,681 | 4,698,513 |
| 1956-57 | 8,330,730 | 9,278,151 |
| 1957-58 | 7,294,884 | 8,242,782 |
| 1958-59 | 5,689,936 | 5,237,975 |
| 1959-60 | 6,861,668 | 6,368,963 |
| Average of 4 years ending 1959-60 | 7,044,305 | 7,281,968 |
| 1960-61 (April, 1960 to December, 1960) | 3,296,429 | 2,760,983 |

Source.—Director General, Commercial Intelligence & Statistics, Calcutta.

Taking into consideration the exports during the five years ending 1959-60 the average annual export works out to about 7,225,260 lb.

4.2. The spectacular rise in exports during the period 1954-55 to 1957-58 is attributed to the fact that with the introduction of the Scheme
LIDAMA—2

for the compulsory grading of wool before export in February 1955 the South India coarse tannery wool with a view to avoiding grading and marking was being mixed with goat hair and exported as "goat hair". With a stricter vigilance this practice was put an end to recently with the consequence that there was an apparent fall in the exports of goat hair in the year 1958-59.

4.3. The largest outlet for the country's production is the export market. Taking the three years 1957-58 and 1959-60 into consideration the chief importing countries are Western Germany, France, Netherlands, United Kingdom, Australia, Belgium and the United States of America. The two tables below give the share of the importing countries during the three years ending 1959-60 and three years ending 1953-54 respectively :—

TABLE NO. 3

Share of different countries importing goat hair (other than Angora) from India

| Name of the Country | 1957-58 | | 1958-59 | | 1959-60 | | Average | |
|---------------------|-------------------|---------------------|-------------------|---------------------|-------------------|---------------------|-------------------|---------------------|
| | Quantity (in lb.) | Percentage to total | Quantity (in lb.) | Percentage to total | Quantity (in lb.) | Percentage to total | Quantity (in lb.) | Percentage to total |
| United Kingdom | 486,672 | 6.7 | 670,213 | 11.8 | 700,968 | 10.2 | 619,284 | 9.4 |
| East Germany | 16,418 | 0.2 | — | — | 118,318 | 1.7 | 44,912 | 0.7 |
| West Germany | 2,781,223 | 38.1 | 2,941,640 | 51.7 | 3,178,639 | 46.3 | 2,967,167 | 44.8 |
| Netherlands | 914,846 | 12.6 | 633,760 | 11.1 | 995,819 | 14.5 | 848,142 | 12.8 |
| Belgium | 155,291 | 2.1 | 297,813 | 5.2 | 429,050 | 6.3 | 294,052 | 4.4 |
| France | 1,554,657 | 21.3 | 401,463 | 7.1 | 718,968 | 10.5 | 891,696 | 13.5 |
| Kuwait | 27,640 | 0.4 | 36,904 | 0.6 | — | — | 21,515 | 0.3 |
| Japan | 59,240 | 0.8 | 20,915 | 0.4 | 19,260 | 0.3 | 33,138 | 0.5 |
| Italy | — | — | 115,495 | 2.0 | 23,732 | 0.3 | 46,409 | 0.7 |
| Syria | 212,800 | 2.9 | 67,200 | 1.2 | — | — | 93,333 | 1.4 |
| U.S.A. | 645,227 | 8.9 | 173,697 | 3.1 | 31,577 | 0.5 | 283,500 | 4.3 |
| Australia | — | — | 322,996 | 5.7 | 583,563 | 8.5 | 302,186 | 4.6 |
| Others | 440,870 | 6.0 | 7,840 | 0.1 | 61,774 | 0.9 | 170,162 | 2.6 |
| TOTAL | 7,294,884 | 100.0 | 5,689,936 | 100.0 | 6,861,668 | 100.0 | 6,615,496 | 100.0 |

Source:—Monthly statistics of the Foreign Trade of India.

TABLE No. 4
Share of different countries importing goat hair (other than Angora) from India

| Country | 1951-52 | | 1952-53 | | 1953-54 | | Quantity lbs. Average for 3 years | Percentage to total |
|---|----------------|---------------------|----------------|---------------------|----------------|---------------------|-----------------------------------|---------------------|
| | Quantity (lb.) | Percentage to total | Quantity (lb.) | Percentage to total | Quantity (lb.) | Percentage to total | | |
| United Kingdom | 511,088 | 8.2 | 426,517 | 11.0 | 631,236 | 16.1 | 522,947 | 11.2 |
| Rohdesia, Southern | — | — | — | — | 22,400 | 0.6 | 7,467 | 0.1 |
| Australia | 554,803 | 8.9 | — | — | 203,828 | 5.2 | 252,877 | 5.4 |
| Sweden | 65,226 | 1.0 | — | — | — | — | 21,742 | 0.5 |
| Germany, Western | 783,206 | 12.6 | 540,299 | 14.0 | 973,152 | 24.8 | 765,552 | 16.4 |
| Netherlands | 994,994 | 16.0 | 1,085,569 | 28.1 | 358,913 | 9.1 | 813,159 | 17.4 |
| Belgium | 28,778 | 0.5 | 252,337 | 6.5 | 82,583 | 2.1 | 121,233 | 2.6 |
| France (Including Corsica, Monaco and Saar) | 157,868 | 2.5 | 100,558 | 2.6 | 56,000 | 1.4 | 104,808 | 2.2 |
| Switzerland | 63,037 | 1.0 | — | — | — | — | 21,012 | 0.4 |
| Austria | 9,482 | 0.2 | — | — | — | — | 3,161 | 0.1 |
| Syria | 210,230 | 3.4 | 243,920 | 6.3 | 537,000 | 13.7 | 330,383 | 7.1 |
| Japan | 2,240 | Neg. | — | — | — | — | 747 | Neg. |
| United States of America | 2,844,141 | 45.7 | 1,212,165 | 31.4 | 1,054,607 | 26.9 | 1,703,638 | 36.5 |
| Other Countries | — | — | 4,240 | 0.1 | 3,736 | 0.1 | 2,659 | 0.1 |
| TOTAL | 6,225,093 | 100.0 | 3,865,605 | 100.0 | 3,923,455 | 100.0 | 4,671,385 | 100.0 |

Source: Annual Sea-borne Trade of India (1953-54).

It will be observed from the table No. 4 that, during the three years ending 1953-54, 36.5 per cent of the total annual exports from India was to the United States of America followed by exports to Netherlands (17.4%), Western Germany (16.4%) and the United Kingdom (11.2%).

A comparison of the average exports for three years ending 1959-60 (table No. 3) with the average exports for the three years ending 1953-54 (table No. 4) reveals an increase in the exports to West Germany and France and a marked decrease in the exports to the United States of America. The exports to the United Kingdom and Netherlands also show a slight decline.

The diagram facing page 3 illustrates the changes in the share of importing countries as between the three year period ending 1953-54 and the two year period ending 1958-59.

4.4. The share of the different ports in the exports,* is given in the table No. 5 below:—

TABLE No. 5

(Quantity in lb.)

| Name of the different Customs Zones | 1954-55 | 1955-56 | Nine months April-Dec. 56 | 1957 | 1958 |
|-------------------------------------|-----------|-----------|---------------------------|------------|-----------|
| West Bengal | 88,768 | 61,881 | 17,950 | 2,240 | 4,480 |
| Madras | 4,376,460 | 5,632,785 | 3,235,481 | 5,484,568 | 3,797,606 |
| Bombay | 1,204,332 | 1,508,152 | 1,659,687 | 2,101,980 | 926,448 |
| Saurashtra, Okha & Kutch .. | 1,155,613 | 746,249 | 923,521 | 1,112,928† | 439,859† |
| Delhi Air Port | — | 13 | 498 | — | — |

*Source—Director General, Commercial Intelligence & Statistics, Calcutta.

† Given under Baroda Customs Zone.

It is seen that Madras stands first in so far as the quantity of exports is concerned and accounts for about 63% of the total exports during 1957 and for about 73.5% of the total exports during 1958.

5. Preparation for the Market

5.1. *Clipped Hair*: Normally shearing of goats commences when the animals are about 18 months old. Shearing is done usually once a year during March or April and in certain areas it is done twice a year e.g., Himachal Pradesh. As has already been stated clipping of goats is not carried out throughout the country. It is only in the northern and north western India where goats grow long hair that clipping is done with a view to obtaining better prices. The farmer usually sells the goat hair in a mixed condition and sorting of clipped hair according to colour and length is generally practised only by the buyer.

The clipped goat hair is not washed but is hand cleaned by manual operations. All the foreign matter is removed in this manner and the consignments prepared for export.

As far as is known dressing of goat hair is not generally done. There is only one exporter in India of dressed double drawn goat hair.

The dressing of goat hair is done more or less on the same lines as in bristles. Such dressed goat hair is packed in bundles unlike raw goat hair. Here again the dressing is not as fine as in the case of bristles, dressing of goat hair being more difficult to accomplish. The dressed goat hair is sorted out in $\frac{1}{4}$ " range as is done in bristle dressing.

5.2. Cleaning and sorting of goat hair is generally done only by the exporters. In the initial stages of marketing of goat hair no effort is made to clean and sort the commodity. On the contrary what is mostly sold is a mixture of all sizes and colours thus lowering the value of the produce.

5.3. *Pulled Hair* : Pulled goat hair, as the term indicates, is obtained from goat skins by pulling from the skins of the slaughtered goats. Pulled goat hair is collected by *beoparis* who deal in raw skins and generally do the goat hair business as a side line. Pulled hair is mostly produced in the Punjab where imported and local skins from slaughtered stock are subjected to the pulling process.

Although there are slight variations in the process of pulling, in general the method adopted is that the hairs are pulled after treating the skins with some depilatory substance such as Sodium Sulphide, lime etc. Sometimes a thick coat of lime paste is applied on the flesh side of the skins and the skins are then folded and piled up overnight. These skins are taken out from the pile the next morning and the hair is pulled out manually. In some areas, the skins are merely soaked in plain water for two or three days and the hair is pulled thereafter with the help of ash. Pulled goat hair is inferior to clipped goat hair.

5.4. *Tannery Hair* : Tannery hair is that obtained from skins in tanneries as a by-product of the tanning industry. Almost all the tannery hair produced in the country is produced in South India particularly Madras State. The tannery goat hair is mostly obtained by scudding after liming. Occasionally it is also obtained by pulling after applying a thick lime paste as mentioned earlier.

Preparation for export:—

5.5. *Clipped and Pulled hair*: The produce is first sorted out for colour according to the quality required. White fibres are picked out from the black lots, black or grey fibres from white lots and white or black fibres from the grey ones are separated and sorted out.

5.6. After sorting each exporter prepares his own brand or blend by blending different varieties and qualities. This is achieved by thoroughly mixing layer by layer of the different varieties. More often clipped and pulled goat hair are blended.

5.7. After the blending operation, the hair is subjected to beating with sticks, with a view to mixing up the different qualities and grades thoroughly so as to make a homogeneous lot and secondly to clean the product of dust, dirt etc., which ultimately helps in obtaining a higher yield of hair.

5.8. *Tannery hair* : In the case of South Indian tannery goat hair three distinct processes are followed, viz., (1) hand cleaning, (2) machine cleaning and (3) acid washing.

Hand cleaning as the term signifies is achieved by manual process. The tannery goat hair is placed on bamboo screens (or "thatties" as is

known in the trade) of size 8' × 4' in layers of 2" to 3" thickness and rubbed with the hand. This rids the product of some extraneous matter like dust, dirt etc. This method is rather crude though still being adopted by a few. It has given place to better methods like machine cleaning and acid-washing.

Machine cleaning or machine washing is practised in South India only by one or two firms. This is achieved by washing the goat hair in running water and paddling it simultaneously. The cost of washing by this method is reported to range from about Rs. 25 to Rs. 30 per candy of 500 lb. It is claimed that this results in a product with a much higher yield of clean hair. After so washing, the goat hair is dried in the sun for a day. This method had been in vogue in the south practically for over a quarter century.

Acid washing is achieved by employing sulphuric acid. The goat hair to be acid-washed is first completely dusted in an opener and soaked overnight in acid water tubs the solution being made up of 45 lb. of sulphuric acid in about 1,000 gallons of plain water. After allowing the goat hair to remain in such a solution overnight it is removed, squeezed and soaked in fresh water for about two hours. The hair is removed, squeezed of the excess water and soaked again in fresh water for about two hours. The hair is removed, squeezed of the excess of water and soaked in a weak solution of washing soda (or 'hypo') for about two hours for the purpose of neutralisation. It is then taken out, squeezed and dried. This method has been introduced recently and is in vogue only for the past three years or so. The trade at Madras is of the opinion that acid-washing is responsible for removing foreign matter (dust, lime etc.) to the extent of about 20% more than by hand cleaning. The cost of acid washing is reported to work out to about Rs. 40 per candy of 500 lb.

5.9. Marketing:—

The important assembling markets (Statewise) are shown below :—

Madras:—Madras, Coimbatore, Salem, Tiruchirappalli Vaniyambadi, Dindigul, Ambur, Tirunelveli, Melapalayam, Ervadi and Nagercoil.

Bombay:—Rajkot, Morvi, Mahuva, Anjar, Dharangadra and Jamnagar.

Punjab:—Amritsar, Fazilka, Giddarbha and Panipat.

Delhi:—Delhi.

Rajasthan :—Bikaner, Beawar, Balotra, Badmer, Kekri and Pali-Marwar.

The chief shipping ports are Madras and Bombay.

5.10. *Units of Quotation* :—Goat hair is sold by weight the common units of sale being a candy (500 lb.) or "baram" as it is known in the vernacular (Tamil) and in maunds in so far as the trade within the country is concerned. In the case of exports the unit of sale is in pounds. The "baram" or candy is the unit prevailing in the South while "maund" is the unit prevailing in other parts of India.

5.11. *Marketing Channels* :—The system of marketing of goat hair is similar to that of wool. In the case of clipped hair there being no large herds of goats the produce from individual farmers is not appreciable

enough to induce the buyer or the commission agent to contact the individual producers direct. Mostly, therefore, it follows the usual channel from the producer to the village merchant, then to the commission agent and lastly to the buyer. It is only very rarely that the buyers are in direct contact with the producers. The pulled hair is generally the by-product of the skins' trade. As such it is collected by merchants who deal in skins and in turn sold to the buyers direct. In the case of tannery hair the exporters directly make purchases from the tanneries and occasionally through commission agents who charge about 1 to 1½% of the value of the product. There are some tanners who export goat hair themselves but such tanner-cum-exporters are only a few.

5.12. *Adulterants* :—The common adulterants of goat hair are buffalo hair obtained from tanneries, coarse hairy wool from tanneries (strictly speaking it cannot be considered to be an adulterant) and rope pieces finely cut and blended with goat hair. Other admixtures like lime, dust, dirt, sand etc., are almost always inadvertant and remain with goat hair owing to the carelessness of the trade although in some cases these are deliberately added for increasing the weight of the consignments.

5.13. The important factor which buyers regard with concern is the practice of mixing inferior and poor quality material in consignments of superior quality and exporting such consignments as superior quality ones.

6. Prices

6.1. Collection and study of a comprehensive price data on goat hair are rendered difficult for the reason that goat hair being a cheap commodity and a by-product of secondary importance, the farmers or the tanneries pay little attention to its preparation and disposal. The internal trade is in the hands of illiterates who maintain no price records. Further, the wide variations in the type, quality etc., of goat hair make comparative study a difficult one.

The price of goat hair in India is generally governed by the Liverpool Wool and Hair Auctions which number 8 in a year and are held at intervals of about 6 weeks. In India, Madras and Amritsar are the two important markets which generally determine the price within the country for tannery and long staple goat hair respectively.

6.2. The prices of Indian goat hair prevailing in the auction market at Liverpool during the four years ending 1959 are given in the table below:—

TABLE NO. 6

Table showing the maximum and minimum prices of Indian goat hair at the auctions at Liverpool

(In pence per pound)

| Variety and Colour | 1956 | | 1957 | | 1958 | | 1959 | | 1960 | |
|----------------------|------|------|------|------|------|------|------|------|------|------|
| | Max. | Min. | Max. | Min. | Max. | Min. | Max. | Min. | Max. | Min. |
| Long White .. | 52 | 42 | 52 | 42 | 46 | 35 | 41 | 35 | 43½ | 35 |
| Long Grey .. | 43 | 33 | 42 | 33 | 38 | 27 | 33 | 27 | 33 | 26 |
| Long Black .. | 45¾ | 36 | 44 | 34 | 38½ | 30 | 36 | 32 | 36 | 29 |
| Medium Black & grey | 32 | 21 | 30 | 20 | 24 | 16 | 27 | 15 | 27 | 15 |
| Short Black and Grey | 16 | 6 | 16 | 6 | 16 | 6 | 16 | 6 | 14 | 6 |

6.3. A statement showing the average annual prices of goat hair in Madras city during 1957-58 and 1958-59 is given in the table below:—

TABLE NO. 7
Average annual prices of goat hair in Madras City
(In. Rs. per candy of 500 lb.)

[illegible]

6.4. An idea of the range of prices, that prevailed at Madras during the second fortnight of October, 1959 of South Indian tannery goat hair can be had from the following table:—

TABLE No. 8

| Colour | | | | | | | Price per candy of 500 lb. | | |
|--------|----|----|----|----|----|----|----------------------------|----|-----|
| White | .. | .. | .. | .. | .. | .. | Rs. | | Rs. |
| Rose | .. | .. | .. | .. | .. | .. | 440 | to | 600 |
| Black | .. | .. | .. | .. | .. | .. | 250 | to | 420 |
| Grey | .. | .. | .. | .. | .. | .. | 220 | to | 250 |
| Red | .. | .. | .. | .. | .. | .. | 120 | to | 150 |
| | .. | .. | .. | .. | .. | .. | 90 | to | 150 |

It can be seen from the above table that there is a very wide fluctuation in the price range even within the same colour. It is, therefore, very difficult to arrive at an average price. The fluctuations are the result of great variations in cleanliness, length etc. in the same type.

6.5. The following table gives the average prices of long staple goat hair in the form of fully pressed bales at Amritsar:—

TABLE No. 9

| | | | | | | | | Price per pound in rupees. | | |
|--------|----|----|----|----|----|----|----|----------------------------|------|------|
| Colour | | | | | | | | 1957 | 1958 | 1959 |
| White | .. | .. | .. | .. | .. | .. | .. | 2.50 | 2.25 | 3.50 |
| Grey | .. | .. | .. | .. | .. | .. | .. | 1.50 | 1.25 | 1.37 |
| Black | .. | .. | .. | .. | .. | .. | .. | 1.56 | 1.31 | 1.37 |

6.6. The present c.i.f prices (c.i.f. any continental port) of acid washed and hand cleaned tannery goat hair is given below:—

TABLE No. 10

| | | | | | | | | | | (In pence per pound) | |
|--------|----|----|----|----|----|----|----|----|----|----------------------|--------------|
| Colour | | | | | | | | | | Acid washed | Hand cleaned |
| White | .. | .. | .. | .. | .. | .. | .. | .. | .. | 26 to 30 | 19 to 25 |
| Black | .. | .. | .. | .. | .. | .. | .. | .. | .. | 13 to 14 | 10 to 12 |
| Grey | .. | .. | .. | .. | .. | .. | .. | .. | .. | 8½ to 9½ | 7 to 8 |
| Rose | .. | .. | .. | .. | .. | .. | .. | .. | .. | 17 to 20 | 12 to 19 |
| Red | .. | .. | .. | .. | .. | .. | .. | .. | .. | 8 to 8½ | 7 to 9 |

It will be observed that there are wide variations in the prices for the same variety. Each exporter gets his own price for the same variety depending on his reputation in the foreign markets and the degree of cleanliness of the goat hair exported. In the case of South Indian tannery goat hair it is purely a by-product of the tanning industry and such goat hair has no market within the country. Normally the tanners do not put in any effort towards cleaning or processing the goat hair unless they are themselves the exporters. The price of tannery goat hair is generally determined on the basis of the United Kingdom price for this quality.

6.7. Marketing costs and price spreads :

The margin between the amount realised by the producer and the price paid by the foreign buyer varies from place to place and also depends upon the distance to be covered, the processes adopted for cleaning and sorting, the number of middlemen and other intermediaries in the trade.

Three examples of price spreads are given under Tables 11 to 13.

TABLE NO. 11

Price spread on a maund of (82 2/7 lb.) acid washed goat hair from Dindigul to Hamburg

| Description | Cost Rs. np. | Per- centage |
|--|-----------------|-----------------|
| 1. Tanner's selling price or exporter's purchase price | 26.33 | 40.9 |
| 2. Agent's commission | 0.58 | 0.9 |
| 3. Cost of cleaning and packing at the tannery including weigh- ment and handling charges | 1.65 | 2.6 |
| 4. Transport charges (from Dindigul to Madras by lorry 275 miles) | 2.19 | 3.4 |
| 5. Market charges at Madras (weighment, loading, unloading) | 0.13 | 0.2 |
| 6. Cost of sorting and cleaning for export | 3.29 | 5.1 |
| 7. Wastage in sorting and cleaning | 6.58 | 10.2 |
| 8. Cost of pressing | 2.74 | 4.3 |
| 9. Transport charges from exporter's godown to the port of export (By bullock cart for a distance of 3 miles) | 0.15 | 0.2 |
| 10. Shipping charges (shipping agent, customs duty, cess etc.) .. | 1.03 | 1.6 |
| 11. Ocean freight (from Madras to Hamburg) | 10.00 | 15.6 |
| 12. Marine Insurance | 0.24 | 0.4 |
| 13. Margin of profit | 9.40 | 14.6 |
| 14. Price paid by the foreign buyer at Hamburg (West Germany) | 64.31 | 100.0 |

TABLE NO. 12

Price spread on a maund of (82 2/7 lb.) goat hair from Fazilka to Liverpool

| Description (1) | Cost Rs. np. (2) | Precent- age (3) |
|---|------------------------|------------------------|
| 1. Producer's selling price at Dabwali (80 miles from Fazilka, Punjab) | 45.00 | 49.6 |
| 2. Transport charges from Dabwali to Fazilka (80 miles) .. | 1.00 | 1.1 |
| 3. Agent's Commission at Fazilka | 1.00 | 1.1 |
| 4. Other charges paid to other intermediaries | 0.75 | 0.8 |

TABLE NO. 12—contd.

| (1) | (2) | (3) |
|---|-------|-------|
| 5. Cost of packing and Transport from market to godown (about $\frac{1}{2}$ mile) | 0.50 | 0.6 |
| 6. Weighment, handling charges etc. | 0.50 | 0.6 |
| 7. Cost of sorting, cleaning and preparation for export | 3.50 | 3.9 |
| 8. Loss on account of wastage in sorting and cleaning | 7.00 | 7.7 |
| 9. Cost of pressing | 2.47 | 2.7 |
| 10. Railway freight from Fazilka to Bombay | 7.32 | 8.1 |
| 11. Shipping charges, custom duty, cess etc. | 0.75 | 0.8 |
| 12. Ocean freight from Bombay to Liverpool | 10.00 | 11.0 |
| 13. Marine Insurance | 0.34 | 0.4 |
| 14. Margin of profit | 10.54 | 11.6 |
| 15. Price paid by the foreign buyer at Liverpool | 90.67 | 100.0 |

TABLE NO. 13

Price spread on a maund of (82 2/7 lb.) goat hair from Delhi to Liverpool

| Description | Cost Rs. np. | Percent- age |
|---|-----------------|-----------------|
| 1. Producer's price (village merchant's price) | 110.00 | 58.5 |
| 2. Brokerage (paid to broker at the time of purchase) | 1.00 | 0.5 |
| 3. Cost of packing (Jharkai charges & filling charges) | 1.12 | 0.6 |
| 4. Cost of transport by truck from Ferozepur to Delhi (225 miles) | 2.50 | 1.3 |
| 5. Market charges at Delhi (Weighing, brokerage and other handling charges) | 2.12 | 1.1 |
| 6. Cost of sorting and cleaning | 2.75 | 1.5 |
| 7. Loss on account of wastage in sorting and cleaning | 11.00 | 5.9 |
| 8. Cost of pressing | 3.00 | 1.6 |
| 9. Cost of transport from Delhi to Bombay | 6.11 | 3.3 |
| 10. Shipping charges, custom duty, cess etc. | 0.75 | 0.4 |
| 11. Ocean freight from Bombay to Liverpool | 10.00 | 5.3 |
| 12. Marine Insurance | 0.70 | 0.4 |
| 13. Foreign broker's commission | 3.75 | 2.0 |
| 14. Margin of profit | 33.14 | 17.6 |
| 15. Foreign buyer's purchase price | 187.94 | 100.0 |

It is seen therefrom that the producer's share in the price paid by the foreign buyer ranges from about 41% to 59%. As there are various qualities in goat hair and as there is a wide range in prices for the same colour due to the absence of standard grades the prices given in the three examples are only average prices and the figures given in the three examples of price spreads, therefore, should only be taken as indicative.

7. Classification of goat hair for export :

7.1. The main factors taken into consideration in adjudging the quality of goat hair are length, colour, cleanliness and type viz., clipped, pulled or tannery.

(i) *Length* : Length in goat hair is an important factor of quality. Other things being equal, the longer the goat hair the higher the price. The trade classifies goat hair into four grades on the basis of length viz., extra

long, long, medium and short. These terms denote goat hair of the following lengths :

| | | | | | | | | |
|------------|----|----|----|----|----|----|----|-----------------|
| Extra long | .. | .. | .. | .. | .. | .. | .. | Above 4 inches. |
| Long | .. | .. | .. | .. | .. | .. | .. | 3" to 4" |
| Medium | .. | .. | .. | .. | .. | .. | .. | 1½" to 3" |
| Short | .. | .. | .. | .. | .. | .. | .. | ½" to 1½" |

(ii) *Colour* : There are three distinct colours in goat hair—white, black and grey. Besides these three distinct colours the trade also recognises two colours viz., Red and Rose. Red is a rare colour and strictly speaking there is no pure red goat hair but red coloured coarse tannery wool obtained from sheep skins is termed goat hair for export purposes. White hair fetches the highest prices followed by rose, black and grey in that order.

(iii) *Cleanliness or freedom from extraneous matter*—The cleaner the product the higher the price it fetches.

(iv) *Type* : There are three types viz. clipped, pulled and tannery goat hair and the prices descend in that order.

7.2. The classification that the exporters and shippers resort to is not the result of any well defined system of grading based on standard specification. Each shipper grades and classifies his goat hair according to his individual notions, and, in the absence of well defined standards, it is not uncommon to find the system of classification varying from time to time even with the same shipper. It is, therefore, not possible to define with any precision or accuracy the quality characteristics of any trade type exported abroad.

7.3. It will thus be seen that standardisation of the grades for exports is an essential prerequisite towards the efficient marketing of goat hair. Accordingly with a view to regulating the quality of exports and bringing the export trade on more modern and systematic lines grade specifications for goat hair have been drawn up under the "Agricultural Produce (Grading and Marking)" Act, 1937. These grade specifications which were drawn up after consulting the trade twice are appended *vide* Appendix.

7.4. It is also worthy of mention that in recent years as a result of severe criticism from various quarters the quality of exports has improved to some extent due to the introduction of acid washing of tannery goat hair and dressing of long goat hair although there is much to be done towards improving quality of exports.

8. Transport And Packing :

8.1. Goat hair is transported from the producing areas to the nearest assembling markets by road as head loads, on ponies, donkeys, camels, carts and sometimes on sheep's back in mountainous regions. The mode of transport for conveying goat hair from the assembling to the distributing markets depends upon the availability of suitable and cheap transport agencies and the distance between the two. If the distance is small and good metalled roads exist between the two places and if the load is sufficient it is carried by lorries although the two places may be connected by rail. Where, however, good roads do not exist and the distance is considerably long, it is invariably transported by rail.

8.2. Various forms of packing are in vogue for transporting goat hair for internal trade. In the Himalayan region goat hair is usually packed in bundles of different sizes and weights for transport on sheep's back. But by and large the common mode of packing goat hair is in *boras* or gunny bags both for road and rail transport. The size of the *bora* differs from place to place and each *bora* may contain goat hair ranging from $\frac{1}{2}$ maund to 4 maunds. The size of the *bora* used and the quantity of goat hair packed in each *bora* depends mostly on the mode of transport used, e.g., when donkeys are used as means of transport the *bora* may contain about 1 to $1\frac{1}{2}$ maunds of goat hair whereas for transporting on camel's back each *bora* will normally contain about 2 to 3 maunds two *boras* being carried at a time, one on each side. When goat hair is sent by bullock cart, a *bora* is filled to its maximum capacity, the net contents varying between $2\frac{1}{2}$ to 6 maunds as the system of payment for transport in this case is on the basis of the number of *boras* and not on the actual quantity transported. However, in the case of rail and lorry transport the charges being on weight basis each *bora* normally contains about 250 to 350 pounds of goat hair.

8.3. The method of packing of goat hair for export is the same throughout the country. Goat hair intended for export is tightly packed in fully pressed bales using iron hoops as the binding material. The size and weight of bales vary from place to place ranging from about $8\frac{1}{2}$ cubic feet to $9\frac{1}{2}$ cubic feet and from 270 to 350 lb. in weight. The cost of baling differs from place to place. On an average it is about Rs. 10 per bale of about 320 pounds in Madras and about Rs. 12 per bale of 330 pounds in Bombay.

8.4. *Cost* : The cost and capacity of transport vary from place to place and depend on the mode of transport, distance to be carried etc. The charges for transport by lorries vary not only from place to place but also within the same area depending on the availability of lorries and demand for transport of other commodities. A lorry normally carries about 20 *boras* each weighing on an average 300 lb. and charges about Rs. 150 for a distance of about 200 miles. In other words the cost of transport by lorry works out to about one naya paisa per maund per mile. The rates proportionately increase or decrease if goat hair is transported over shorter or longer distances respectively.

8.5. Transport of goat hair by ponies, donkeys and camels is only at village level. A donkey or pony can carry about 1 to $1\frac{1}{2}$ maunds of goat hair. A camel can carry about 4 to 6 maunds of this commodity. In these cases it is difficult to assess accurately the cost of transport. However, it may be roughly estimated to be about twenty naye paise per maund per mile.

8.6. Transport by country carts is also in vogue for short distances from villages to urban markets. Carts can carry about 12 to 15 maunds of goat hair. The cost of transport by carts varies from tract to tract depending upon local conditions and availability of carts for transporting goat hair. The general practice is to pay the transport charge per *bora* instead of on actual weight. The average transport cost by bullock carts may, however, be taken as about twenty naye paise per maund per mile.

8.7. Transport by rail is common where the distance involved is quite considerable but even in such cases, of late lorries are becoming increasingly popular due to restrictions in railway bookings, non-availability of

wagons in time and delays in transport. The wagon capacity varies with the type of wagon but the one that is normally used for goat hair transport is of the capacity of about 100 to 110 bales and the cost of transport by goods train at owner's risk for some important stations over which transport of goat hair commonly takes place is given below:—

Wagon load rates (Minimum 120 maunds)

In force from 1-4-1960.

For purpose of Wagon loads goat hair is classified under category 135-B.

| Distance in miles/Kilometers | | | | | From | To | Rate per 100 Kilo- grams |
|------------------------------|----|----|----|----|-------------------|----|--------------------------------|
| | | | | | | | Rs. nP. |
| 861/1337 | .. | .. | .. | .. | Delhi—Bombay | | 16·35 |
| 1063/1711 | .. | .. | .. | .. | Giddarbaha—Bombay | | 19·17 |
| 1098/1768 | .. | .. | .. | .. | Fazilka—Bombay | | 19·60 |
| 1139/1833 | .. | .. | .. | .. | Amritsar—Bombay | | 20·21 |

Rate for smalls

For purpose of smalls, goat hair is classified under category 145-B.

| Distance in miles/kilometers | | | | | From | To | Rate per 100 kgms. |
|------------------------------|----|----|----|----|-------------------|----|-----------------------|
| | | | | | | | Rs. np. |
| 861/1337 | .. | .. | .. | .. | Delhi—Bombay | | 17·56 |
| 1063/1711 | .. | .. | .. | .. | Giddarbaha—Bombay | | 20·59 |
| 1098/1768 | .. | .. | .. | .. | Fazilka—Bombay | | 21·05 |
| 1139/1833 | .. | .. | .. | .. | Amritsar—Bombay | | 21·71 |

8.8. The freight charges for export by steamer from Madras to various countries is given below:—

The ocean freight to any port in the United Kingdom and continent for goat hair is 203 s. 9 d. (Rs. 135/83 nP.) per ton of 50 cubic feet. On an average these charges are for about 7½ to 8 bales.

The ocean freight to New York is \$ 45 per ton of 40 cubic feet. Expressed in bales and in Indian currency this works out to about Rs. 214/82 nP. for about 6 to 6½ bales.

The ocean freight to Japanese ports is 145 shillings per ton of 50 cubic feet or Rs. 96.67 nP. for about 7½ to 8 bales.

9. SUMMARY AND CONCLUSIONS

9.1. The annual production of goat hair in India is estimated to be 13.6 million pounds out of which about 7.1 million pounds are exported

and 4.4 million pounds are consumed within the country. The remaining quantity of about 2.1 million pounds is not collected mostly because of its being very short and inferior in quality fit only for being used as manure.

9.2. The commercial importance of goat hair is not sufficiently realised in India. Except in North and North Western India clipping of goats is not practised to any appreciable extent as the hair of goats from these areas is not long enough to induce the farmers to clip the goats regularly. So much so goat hair in large quantities happens to be a by-product of the tanning industry. Being a cheap and almost unwanted material as far as the tanner or skin merchant is concerned adequate attention is not paid towards cleaning the goat hair properly. The exporter does not find it easy to sort and clean the goat hair perfectly free from all extraneous matter. A vigorous propaganda to bring home to the goat rearers, merchants and others the economic importance of goat hair and their proper preparation for export is of prime importance.

9.3. The average annual exports (average of five years ending 1958-59) amounted to 7.2 million pounds. The ports of export are Madras, Bombay, Bedi (Jamnagar) and Calcutta arranged in the order of the quantities annually exported through these ports.

9.4. The chief importing countries are West Germany, France, Netherlands, the United Kingdom and Australia. A comparison of the average figures showing the share of importing countries for three years ending 1953-54 with those for the two years ending 1958-59 reveals an increase in exports to West Germany and France, a marked decrease in exports to the United States of America and a slight decline in exports to the United Kingdom and Netherlands.

9.5. In foreign countries goat hair is mainly used for the manufacture of canvas in combination with rayon for coat linings, brushes, hair-belts, ropes, under-felts for use under carpets, for automobile foot mats, low quality carpets etc. In India goat hair is used for making strainers, bags and coarse country blankets.

9.6. The wide variations in the type, quality etc., of goat hair, the absence of price records with the primary producers and even the middlemen render the study of prices of goat hair difficult. So also there are wide variations in the percentage share of the producer in the consumer's rupee. In the three examples given in the tables 11 to 13 the producer's share ranges from about 41% to 59% of the price paid by the foreign buyer.

9.7. There are three types of goat hair viz., clipped, pulled and tannery arranged in the order of quality. Type, length, colour and freedom from extraneous matter are the four main features that determine the quality and in turn, price of goat hair.

9.8. At present enough attention is not being paid to sorting and proper cleaning of goat hair before export. The price of goat hair paid by the foreign, buyer is, therefore, heavily discounted and this, in turn results in a considerable loss of foreign exchange. Besides, unwanted extraneous matter like lime, dust, dirt and sand are also exported with goat hair

and freight charges are unnecessarily paid for these too. Due to these factors and uncertainty of quality of consignments the actual consumer abroad does not effect purchases direct but always does through brokers and commission agents only. A class of middlemen thus operate between the Indian exporter and the foreign consumer.

9.9. Another factor which the foreign buyers regard with concern is the practice of mixing poor quality material with good and fair quality goat hair and exporting the same under the name of good quality material. This is a practice that brings disrepute to the trade and the country at large besides loss of foreign exchange as the buyer pays only at the rate for the inferior quality. This practice as such needs to be deprecated.

9.10. It is also to be borne in mind that as goat hair does not have much use in the country it is important to capture the foreign markets for getting the best out of the available raw material in the country and for achieving this, the key-note is quality of exports.

9.11. For enhancing the reputation of the Indian trade and for promotion of exports of goat hair the effective solution appears to be to introduce compulsory quality control before export in accordance with the standard Agmark specifications, drawn up for this purposes—*vide* Appendix.

9.12. Although it is a cheap fibre as compared to wool, it still brings to the country's exchequer some foreign exchange which is very much needed at the present juncture. New markets need to be explored and new contacts established in an export drive. Greater liaison between our Trade Commissioners abroad and our exporters in India is necessary. Information regarding marketing possibilities must be made available promptly and regularly to the trade.

9.13. Adequate attention should be paid towards the development of cottage industries capable of utilising goat hair both by itself and in admixture with wool. Being a cheap fibre if mixed with wool and converted into blankets their cost can be reduced so as to make them within the reach of the poorer class who cannot afford pure woollen blankets.

9.14. The possibility of utilising goat hair in India for the same purposes as is done abroad should be explored by those engaged in the manufacture of similar articles in India and, if necessary, the concerned industry may be given financial assistance for the purchase of any additional machinery etc. that may be needed.

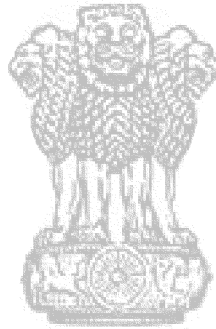
9.15. The steamer freight to the United States of America is rather high and is proving detrimental to India's exports to the United States of America more so as goat hair is a cheap material. The exports to the United States of America are already on the decline. This problem, therefore, needs to be looked into and steps taken to expand the trade with the United States of America.

9.16. The incidence of sales tax is not uniform in all States and in certain States it is very high. This is operating rather heavily on the export trade and should be made uniform in all the States and brought

down, if not, totally waived in the interest of boosting our exports and earning more foreign exchange.

9.17. An export duty of $\frac{1}{2}\%$ on f.o.b. value is at present being levied and removal of this is likely to result in an increase in exports.

9.18. The South Indian exporters who resort to acid washing of goat hair (meant for export) experience considerable difficulty in procuring Sulphuric acid sometimes. Ways and means may be found to make sulphuric acid freely available to them so that the smooth flow of exports is not hindered.



सत्यमेव जयते

APPENDIX

No. F. 17-27/60-AM

Government of India

Ministry of Food and Agriculture

(Department of Agriculture)

New Delhi, the 21st November, 1960.

NOTIFICATION

S.R.O.2820. In exercise of the powers conferred by section 3 of the Agricultural Produce (Grading and Marking) Act, 1937, (I of 1937), and in supersession of the "Goat Hair Grading and Marking Rules, 1952," the Central Government hereby makes the following rules the same having been previously published as required by the said section namely :—

"GOAT HAIR GRADING AND MARKING RULES, 1960"

1. *Short title* (1) These rules may be called the Goat Hair Grading and Marking Rules, 1960.

(2) They shall apply to hair obtained from goats in any part of India and of specified trade descriptions as set out in the Schedules to these rules.

2. *Grade Designations* : The Grade designations to indicate the characteristics and quality of goat hair of specified trade description shall be those set out respectively in column 1 of Schedules I to IV to these rules.

3. *Definition of Quality* : The definition of quality indicated by the Grade designations is specified in columns 2 to 4 of each of the Schedules.

4. *Grade Designation Mark* : The Grade designation mark shall consist of (a) a label bearing a design (consisting of an outline map of India with the word 'Agmark' and the figure of rising sun with the word "Produce of India") and (b) grade designation comprising of grade and colour as shown in Schedule V to these rules. The colour of the printed lettering on the label shall be as set out in the said Schedule (*viz.*, clipped goat hair—red; mixed goat hair—green; tannery goat hair—black and pulled goat hair—blue).

5. *Method of grading*:—(1) Baling and marking of goat hair shall be done at goat hair pressing centres or ports according to the instructions issued from time to time by the Agricultural Marketing Adviser to the Government of India.

2. Grade designation of bales shall be declared after analysing representative samples.

(3) A certificate of grading will be issued on a written request from the party by the Agricultural Marketing Adviser to the Government of India or any other officer authorised by him in this behalf.

6. *Method of packing* : Goat hair shall be packed and securely closed in a manner prescribed by the Agricultural Marketing Adviser to the Government of India from time to time.

7. *Method of marking* : The grade designation mark shall only be applied on full or half pressed bales or on cases containing dressed goat hair, as the case may be, in a manner approved by the Agricultural Marketing Adviser to the Government of India. In addition to the grade designation mark the following particulars shall be clearly indicated on the label :—

1. Serial No.
2. Trade description.
3. Place of packing.
4. Date of packing and marking.
5. Abbreviation of grade designation.

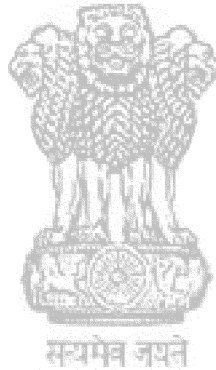
In addition to the above, an authorised packer may stamp or write his private trade mark on the bale or package; provided that such trade mark represents the description, quality and grade of hair as that indicated by the Agmark label and is duly certified by the Agricultural Marketing Adviser to the Government of India to that effect.

8. *Special conditions of authorisation* : Goat hair of one grade only shall be packed in one lot. In addition to the conditions specified in rule 4 of the General Grading and Marking Rules, 1937, the under-mentioned conditions shall be the conditions of every certificate of authorisation issued for the purpose of these rules :

- (a) The premises of authorised goat hair merchants and baling presses concerned shall be clean and tidy and shall provide adequate space and facilities for cleaning, sorting, baling, packing, weighing, storage, official inspection and marking of goat hair.
- (b) All instructions regarding method of sampling, testing, marking and inspection of goat hair before and after pressing or packing and maintenance of records thereof issued by the Agricultural Marketing Adviser to the Government of India from time to time shall be observed strictly by all concerned.

Sd./- V. S. NIGAM,

Under Secretary to the Government of India.



SCHEDULE 1

Grade Designation & Definition of Quality of Indian clipped Goat Hair

| Grade | Designation | Colour | Length | General Characteristics |
|------------|-------------|------------|---------------|---|
| EXTRA LONG | .. | White | Above 4" | 1. Fibres shall be clean, dry in feel and not moist and shall not contain any extraneous matter like dirt, dust, sticks, etc., with a minimum yield of 85%. |
| LONG .. | .. | White | 3"—4" | |
| MEDIUM .. | .. | White | 1½"—3" | |
| SHORT | .. | White | Less than 1½" | |
| EXTRA LONG | .. | Black | Above 4" | 2. Extra long hair shall contain a minimum of 60% of hair above 4" length. Long hair shall contain a minimum of 60% of hair above 3" in length. Medium hair shall contain a minimum of 60% of hair above 1½" in length. |
| LONG .. | .. | Black | 3"—4" | |
| MEDIUM .. | .. | Black | 1½"—3" | |
| SHORT | .. | Black | Less than 1½" | |
| EXTRA LONG | .. | Grey | Above 4" | 3. Any admixture of pulled and/or tannery hair shall not be permitted. |
| LONG .. | .. | Grey | 3"—4" | |
| MEDIUM .. | .. | Grey | 1½"—3" | |
| SHORT | .. | Grey | Less than 1½" | |
| EXTRA LONG | ..@ | Coloured | Above 4" | 3. Any admixture of pulled and/or tannery hair shall not be permitted. |
| LONG .. | .. | @ Coloured | 3"—4" | |
| MEDIUM .. | .. | @ Coloured | 1½"—3" | |
| SHORT | .. | @ Coloured | Less than 1½" | |

@ Coloured hair shall mean goat hair of all colours which do not fall under the categories of white, black or grey.

NOTE 1 :—The following colour tolerance limits shall be allowed :—

(a) 10% of non-white in whites,

(b) 10% of non-black in blacks,

(c) White or black not falling under these categories will be treated as grey.

2 :—Admixture with disease infested goat hair shall not be permitted.

सत्यमेव जयते

SCHEDULE II

Grade designation and definition of Quality of Indian mixed Goat Hair (clipped-pulled)*

| Grade | Designation | Colour | Length | General Characteristics |
|------------|-------------|------------|---------------|--|
| EXTRA LONG | .. | White | Above 4" | 1. Fibres shall be clean, dry in feel and not moist and shall not contain any extraneous matter like dirt, dust, sticks, etc., with a minimum yield of 85%. |
| LONG .. | .. | White | 3"—4" | |
| MEDIUM .. | .. | White | 1½"—3" | |
| SHORT | .. | White | Less than 1½" | |
| EXTRA LONG | .. | Black | Above 4" | 2. Extra long hair shall contain a minimum of 60% of hair above 4" in length. Long hair shall contain a minimum of 60% of hair above 3" in length. Medium hair shall contain a minimum of 60% of hair above 1½" in length. |
| LONG .. | .. | Black | 3"—4" | |
| MEDIUM .. | .. | Black | 1½"—3" | |
| SHORT | .. | Black | Less than 1½" | |
| EXTRA LONG | .. | Grey | Above 4" | 3. Any admixture of tannery hair shall not be permitted. |
| LONG .. | .. | Grey | 3"—4" | |
| MEDIUM .. | .. | Grey | 1½"—3" | |
| SHORT | .. | Grey | Less than 1½" | |
| EXTRA LONG | .. | @ Coloured | Above 4" | |
| LONG .. | .. | @ Coloured | 3"—4" | |
| MEDIUM .. | .. | @ Coloured | 1½"—3" | |
| SHORT | .. | @ Coloured | Less than 1½" | |

*Mixed goat hair shall mean goat hair containing a mixture of clipped and pulled goat hair in any proportion.

@ Coloured hair shall mean goat hair of all colours which do not fall under the categories of white, black or grey.

NOTE 1 :—The following colour tolerance limits shall be allowed :

(a) 10% of non-white in whites,

(b) 10% of non-black in blacks,

(c) White or black not falling under these categories will be treated as grey.

2 : Admixture with disease infested goat hair shall not be permitted.

SCHEDULE III

Grade designation and definition of Quality of Indian Tannery Goat Hair

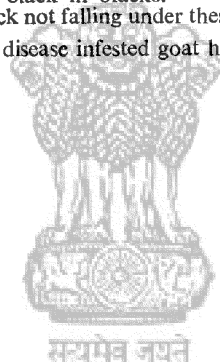
| Grade | Designation | Colour | Length | General Characteristics |
|--------|-------------|---------------|---------------|---|
| MEDIUM | .. | .. White | Above 1½" | 1. The fibres shall be clean, dry in feel and not moist and shall not contain any extraneous matter like dirt, dust, sticks, etc., with a minimum yield of 55%. |
| SHORT | .. | .. White | Less than 1½" | |
| MEDIUM | .. | .. Black | Above 1½" | |
| SHORT | .. | .. Black | Less than 1½" | |
| MEDIUM | .. | .. Grey | Above 1½" | 2. Medium hair shall contain a minimum of 60% of hair above 1½". |
| SHORT | .. | .. Grey | Less than 1½" | |
| MEDIUM | .. | .. @ Coloured | Above 1½" | 3. Tannery goat hair may contain other allied animal fibres to the extent of 50%. |
| SHORT | .. | .. @ Coloured | Less than 1½" | |

@ Coloured hair shall mean goat hair of all colours which do not fall under the categories of white, black or grey.

NOTE 1 :—The following colour tolerance limits shall be allowed :

- (a) 10% of non-white in whites,
- (b) 10% of non-black in blacks.
- (c) White or black not falling under these categories will be treated as grey.

2 :—Admixture with disease infested goat hair shall not be permitted.



SCHEDULE IV

Grade designation and definition of Quality of Indian Pulled Goat Hair

| Grade | Designation | Colour | Length | General Characteristics |
|------------|-------------|------------|---------------|--|
| EXTRA LONG | .. | White | Above 4" | 1. Fibres shall be clean, dry in feel and not moist and shall not contain any extraneous matter like dirt, dust, sticks, etc., with a minimum yield of 85%. |
| LONG .. | .. | White | 3"—4" | |
| MEDIUM .. | .. | White | 1½"—3" | |
| SHORT .. | .. | White | Less than 1½" | |
| EXTRA LONG | .. | Black | Above 4" | 2. Extra long hair shall contain a minimum of 60% of hair above 4" in length. Long hair shall contain a Minimum of 60% of hair above 3" in length. Medium hair shall contain a minimum of 60% of hair above 1½" in length. |
| LONG .. | .. | Black | 3"—4" | |
| MEDIUM .. | .. | Black | 1½"—3" | |
| SHORT .. | .. | Black | Less than 1½" | |
| EXTRA LONG | .. | Grey | Above 4" | 3. Any admixture of tannery hair shall not be permitted. |
| LONG .. | .. | Grey | 3"—4" | |
| MEDIUM .. | .. | Grey | 1½"—3" | |
| SHORT .. | .. | Grey | Less than 1½" | |
| EXTRA LONG | .. | @ Coloured | Above 4" | |
| LONG .. | .. | @ Coloured | 3"—4" | |
| MEDIUM .. | .. | @ Coloured | 1½"—3" | |
| SHORT .. | .. | @ Coloured | Less than 1½" | |

@ Coloured hair shall mean goat hair of all colours which do not fall under the categories of white, black or grey.

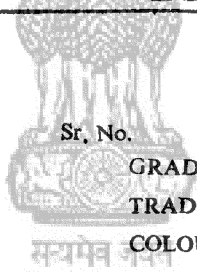
NOTE 1 : —The following colour tolerance limits shall be allowed :—

- 10% of non-white in whites,
- 10% of non-black in blacks,
- White or black not falling under these categories will be treated as grey.

2 : —Admixture with disease infested goat hair shall not be permitted.

सत्यमेव जयते

Grade Designation Mark for Goat Hair



DATE OF MARKING :-

Signature of the Inspecting Officer

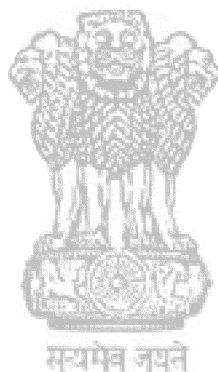
The colour of the printed lettering on the labels for different trade descriptions shall be as under :—

| Trade description | | | | | Colour of printed lettering | | |
|-------------------|----|----|----|----|-----------------------------|----|-------|
| Clipped goat hair | .. | .. | .. | .. | .. | .. | Red |
| Mixed goat hair | .. | .. | .. | .. | .. | .. | Green |
| Tannery goat hair | .. | .. | .. | .. | .. | .. | Black |
| Pulled goat hair | .. | .. | .. | .. | .. | .. | Blue |

S. O. 918.—In exercise of the powers conferred by section 3 of the Agricultural Produce (Grading and Marking) Act, 1937 (1 of 1937), the Central Government hereby makes the following rules further to amend the Goat Hair Grading and Marking Rules, 1960, the same having been previously published as required by the said section, namely :—

1. (1) These rules may be called the Goat Hair Grading and Marking (Amendment) Rules, 1962.
- (2) They shall come into force with effect from the 1st April, 1962.
2. In the Goat Hair Grading and Marking Rules, 1960, in Schedules I to IV, for the figures and marks '4"', '3"' and '1½"', wherever they occur in column 3—'length' and in column 4—'General characteristics', the figures and letters '100 mm', '75 mm' and '35 mm' shall respectively be substituted.

[No. F. 12-5/62-AM (ii)]



SCHEDULE V
Grade Designation Mark for Goat Hair



Sr. No.

GRADE DESIGNATION :—
TRADE DESCRIPTION :—
COLOUR :—
PLACE OF PACKING :—
DATE OF PACKING :—
DATE OF MARKING :—

Signature of the Inspecting Officer

The colour of the printed lettering on the labels for different trade descriptions shall be as under :—

| Trade description | Colour of printed lettering |
|---------------------------|-----------------------------|
| Clipped goat hair | Red |
| Mixed goat hair | Green |
| Tannery goat hair | Black |
| Pulled goat hair | Blue |

List of publications issued by the Agricultural Marketing Adviser to the Government of India—contd.

| 1 | 2 | 3 | 4 |
|------|------------|---|--------------|
| *42. | AMA. 36 | Report on the Co-operative Marketing of Agricultural Produce in India | Rs. 1 4 0 |
| *43. | AMA. 42 | Report on the Marketing of Citrus Fruits in India | Do. |
| *44. | AMA. 33 | Report on the Marketing of Lac in India | Do. |
| *45. | AMA. 40 | Report on Fairs, Markets and Produce Exchanges in India | Do. |
| *46. | AMA. 32 | Report on the Marketing of Coconut and Coconut Products in India | Do. |
| *47. | AMA. 45 | Report on the Marketing of Cashewnuts in India | Do. |
| *48. | AMA. 43 | Report on the Marketing of Gram in India | Do. |
| *49. | AMA. 47 | Report on the Marketing of Bananas in India | Do. |
| *50. | AMA. 48 | Report on the Marketing of Sheep & Goats in India | Do. |
| *51. | AMA. 44 | Report on the Marketing of Barley in India | Do. |
| *52. | AMA. 46 | Report on the Marketing of Fish in India | Do. |
| *53. | AMA. 51 | Report on the Marketing of Cattle in India | Do. |
| *54. | AMA. 52 | Report on the Marketing of Wool & Hair in India | Do. |
| *55. | AMA. 53 | Report on the Marketing of Castorseed in India | Do. |
| *56. | AMA. 57 | Agricultural Produce (Grading & Marking) Act, 1937, with Rules made prior to 31st December, 1946 | Do. |
| *57. | AMA. 50 | Report on the Marketing of Ghee and Other Milk Products in India | Rs. 3 0 0 |
| 58. | AMA. 55 | Supplement to the Report on the Marketing of Wheat in India | Rs. 1 4 0 |
| 59. | AMA. 49 | Report on the Marketing of Rapeseed and Mustard in India | Rs. 2 0 0 |
| 60. | AMA. 56 | Report on the Marketing of Cardamom in India | Rs. 1 2 0 |
| 61. | AMA. 59 | Bulletin on the Marketing of Sann Hemp in India | Rs. 1 8 0 |
| 62. | AMA. 54 | Bulletin on the Marketing of some Important Stone, Pome and Small Fruits and Pine-Apples in India | Rs. 1 4 0 |
| 63. | AMA. 58 | Report on the Marketing of Arecanuts in India | Do. |
| 64. | AMA. 60 | Report on the Marketing of Milk in the Indian Union | Rs. 3 8 0 |
| 65. | AMA. 46.II | Report on the Marketing of Fish in the Indian Union | Rs. 5 10 0 |
| 66. | AMA. 25.II | Preliminary Guide to Indian Fish. Fisheries Methods of Fishing and Curing | Rs. 4 4 0 |
| 67. | AMA. 62. | Abridged edition of the Report on the Marketing of Milk in Indian Union in Hindi | Rs. 1 2 0 |
| 68. | AMA. 61.48 | Annual Report of the Directorate of Marketing and Inspection for the year ending 31st December, 1948 | Rs. 1 4 0 |
| 69. | AMA. 64 | Atlas on Livestock and Livestock Products | Rs. 8 14 0 |
| 70. | AMA. 66 | Instructions for Grading Tobacco | Rs. 1 2 0 |
| 71. | AMA. 69 | Report on the Marketing of Hides in India | Rs. 4 8 0 |
| 72. | AMA. 68 | Report on the Marketing of Sesamum and Nigerseed in India | Rs. 3 8 0 |
| 73. | AMA. 73 | Report on the Marketing of Groundnuts in India | Rs. 7 8 0 |
| 74. | AMA. 70 | Report on the Marketing of Maize and Millets in India | Rs. 5 8 0 |
| 75. | AMA. 74 | Report on the Marketing of Rice in India | Rs. 8 0 0 |
| 76. | AMA. 75 | Report on the Marketing of Tobacco in India | Rs. 7 8 0 |
| 78. | AMA. 77 | Methods of Sampling & Testing Vegetable Oils and Fats under Agmark | Rs. 2 4 0 |
| 79. | AMA. 79 | Report on the Marketing of Meat in India | Rs. 5 12 0 |
| | AMA. 81 | Report on the Marketing of Skins in India | Rs. 5 8 0 |
| | AMA. 85 | Quality of ghees sold loose in urban Markets in India. Ghee Series I in English | Re. 0 4 0 |
| | AMA. 88 | Studies in Ghee Series II in English | Re. 0 3 0 |
| 81. | AMA. 80 | Methods of Sampling & Testing Butter Fat (Ghee) and Butter under Agmark | Rs. 2 6 0 |
| 82. | AMA. 82 | Bulletin on the Marketing of Palmyra Fibres in India | Rs. 1 10 0 |
| 83. | AMA. 83 | Report on the Marketing of Chillies in India | Rs. 7.75 nP. |
| 84. | AMA. 86 | Report on the Marketing of Poultry in India | Rs. 3 8 0 |
| 85. | AMA. 87 | Report on the Marketing of Potatoes in India | Rs. 3 0 0 |
| 87. | AMA. 90.54 | Report on the Analysis of Fruit and Vegetable Products in India | Rs. 2 6 0 |
| 88. | AMA. 90 | Report on the Marketing of Tapioca in India | Rs. 1 10 0 |
| 89. | AMA. 91 | Report on the Marketing of Linseed in India | Rs. 10 8 0 |
| 91. | AMA. 94.1 | Report on the Regulated Markets in India—Vol. I, Legislation | Rs. 2 4 0 |
| 92. | AMA. 84 | Report on the Marketing of Cattle in India | Rs. 3 6 0 |
| 93. | AMA. 99 | Report of an <i>ad hoc</i> survey of Cold Storage for fruits and Vegetables in Consuming centres in India | Re. 0 14 0 |
| 94. | AMA. 94 | Administration Report on the Directorate of Marketing and Inspection for the period 1949 to 1954 | Rs. 2 0 0 |
| 95. | AMA. 95 | Ghee Series I in Hindi | Re. 0 5 0 |
| 96. | AMA. 96 | Ghee Series II in Hindi | Re. 0 4 0 |
| 97. | AMA. 100 | Report on the Fruits and Vegetable Murrabba Industry in India | Rs. 1 8 0 |
| 98. | AMA. 95.55 | Administration Report of the Directorate of Marketing & Inspection for the year 1955 | Rs. 1.75 nP. |

List of publications issued by the Agricultural Marketing Adviser to the Government of India—concl.

| 1 | 2 | 3 | 4 |
|------|---------------|--|--------------|
| 77. | AMA. 78 | Report on the Marketing of Mangoes in India | Rs. 10 0 0 |
| 85. | AMA. 104 | Report on the Marketing of Ghee and Other Milk Products in India | Rs. 2.25 nP |
| 102. | AMA. 101 | Report on the Marketing of Pulses in India | Rs. 6.50 nP |
| 103. | AMA. 105 | Ata Grading Instructions | Rs. 0.75 nP |
| 104. | AMA. 106 | Instructions for Grading and Marking Sugarcane (Jaggery) under the Agricultural Produce (Grading & Marking) Act, 1937, and the Sugarcane Gur (Jaggery) (Grading and Marking) Rules, 1943 | Rs. 2.37 nP |
| 105. | AMA. 107 | Instructions on Grading and Marking of Creamery Butter | Rs. 2.50 nP |
| 106. | AMA. 112 | Hand Book on Grading of Sann Hemp in India | Rs. 2.00 nP |
| 107. | AMA. 108 | Hand Book on Grading of Bristles in India | Rs. 2.00 nP |
| 109. | AMA. | Agricultural Produce (Grading & Marking) Act, 1937 | Rs. |
| 110. | AMA. 93 | Atlas on Marketing Aspects of Food Crops | Rs. 10.00 nP |
| 111. | AMA. 110 | Report on the Chutney Industry in India | Rs. 3.87 nP |
| 112. | AMA. 98 | Atlas on Marketing Aspects of Commercial Crops | Rs. 10 0 0 |
| 113. | AMA. | A note for the guidance of parties wishing to grade ghee under Agmark in India | (Unpriced) |
| 114. | AMA. 95-56 | Administration Report of the Directorate of Marketing and Inspection for the year 1956 | Rs. 4.40 nP |
| 115. | AMA. 113 | Report on the Marketing of Bones and Bone Meal in India | Rs. 4.50 nP |
| 116. | AMA. 114 | The Fruit Products Order, 1955 | Rs. 1.44 nP |
| 118. | AMA. 115 | Instructions for Grading Lemongrass and Sandalwood Oils | Rs. 2.87 nP |
| | | Monograph of type and Grades of the Unmanufactured tobacco Exported from India, 1957 | Rs. 3.05 nP |
| | | Report on the Marketing of Tobacco in India (Revised Edition) | Rs. 11.00 nP |
| | | Report on the Marketing of Animal Fats and other important by-products | Rs. 7.50 nP |
| | | A note for the guidance of parties wishing to grade ghee under Agmark | (Unpriced) |
| | | A note for the guidance of parties wishing to grade creamery butter under Agmark | Do. |
| | | A note for the guidance of parties wishing to grade vegetable oils under Agmark | Do. |
| | | Reports under printing | |
| | | Hand Book on Grading of Bristles in India in Hindi | |
| | | Standard Methods of Wool Analysis in India in Hindi | |
| | | Report on the Marketing of Lac in India | |
| | | Brochure on the Marketing of Green Peas in India | |
| | | Brochure on the Marketing of Sandal wood and its oil in India | |
| | | Report on the Marketing of Fish in India | |
| | | Report on the Marketing of Arecanuts in India | |
| | | Directory of Cold Storages in India | |
| | | <i>Brochure Series</i> | |
| | | Brochure on the Marketing of Fish in India | (Unpriced) |
| | | Brochure on the Marketing of Wool in India | Do. |
| | | Brochure on the Marketing of Milk in the Indian Union | Do. |
| | AMA. 63 | Brochure on the Marketing of Kapok and Akund Floss in India | Rs. 1 8 0 |
| | | Brochure on the Marketing of Isubgol in India | (Unpriced) |
| | AMA. 65 | Brochure on the Marketing of Groundnuts in India | Rs. 1 8 0 |
| | AMA. 72 | Brochure on the Marketing of Bristles in India | Rs. 3 12 0 |
| | AMA. 71 | Brochure on the Marketing of Fish in India in Hindi | Rs. 1 10 0 |
| | AMA. 76 | Brochure on the Grading of Tobacco in India | Rs. 2 6 0 |
| | 86. AMA. 89 | Brochure on the Marketing of Henna in India in English | Rs. 0 14 0 |
| | 99. AMA. 103 | Brochure on the Marketing of Henna in India in Hindi | Rs. 0.56 nP |
| | 108. AMA. 109 | Brochure on the Marketing of Lemongrass Oil in India | Rs. 3.50 nP |
| | 117. AMA. 111 | Brochure on the Standard Methods of Wool Analysis | Rs. 1 12 0 |
| | AMA. 117 | Brochure on the Marketing of Myrobalans in India | Rs. 2.85 nP |
| | | A note for the guidance of the parties wishing to grade Ghee under Agmark | (Unpriced) |
| | | A note for the guidance of the parties wishing to grade Honey under Agmark | (Unpriced) |
| | | A note for the guidance of the parties wishing to grade Creamery Butter under Agmark | (Unpriced) |

NOTE.—*The report is out of stock with the Manager of Publications, Civil Lines, Delhi-6.

N.B. Prices are inclusive of packing and postage (in India). Indentors requiring the above are requested to quote only the symbol and not the title of the publication.

Publications noted above except unpriced brochures can be had from (a) Manager of Publications, Civil Lines, Delhi-6, (b) Book Depot, 8, Hastings Street, Calcutta for local cash sale only, and (c) Any of the authorised agents for the sale of Government of India Publications.

The Unpriced brochures can be had from the Directorate of Marketing and Inspection, New Secretariat Building, Nagpur.

in Europe and America, Public Department (Publication Branch), Office of the High Commissioner for India, India House, Aldwych, London, W.C. 2.