

**Producing Company (PC)  
Farmer - Stakeholder  
To The End**

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**Biodynamic Farming at CISH, Lucknow  
A Case Study  
by Dr R.K. Pathak**

# **PC - PLATFORM**

- ⇒ **OF THE PRODUCERS**
- ⇒ **BY THE PRODUCERS**
- ⇒ **FOR THE PRODUCERS**

# HOW DO THE MEMBERS OF THE PC BENEFIT ?

- ⇒ **All members of the 'Producing Company' have one shareholder vote each. The small farmer is thus protected.**
- ⇒ **All the produce of the farm as per agreed plan is collected by the PC on harvest against payment.**
- ⇒ **The profits on value addition, if any, are passed on to the members proportionate to their contribution. The dividends, if any, declared by the PC are shared proportionately to the share holding of each member.**

# **The PC**

**Intervention takes  
on  
Post Harvest  
and  
Marketing Responsibilities**

# **PC - Responsibilities**

- ⇒ **Promote farming systems driven by market and product**
- ⇒ **Promote innovations (research) and its implementation (training, farmer field schools, etc.)**
- ⇒ **Provide technical 'Know How' and material inputs**
- ⇒ **Group certification for traceability**
- ⇒ **Assure product safety and quality**
- ⇒ **Enforce WHO standards for GACP, GHP, GLP, GMP, etc.**

# **PC PARTNERSHIPS FOR MARKETING**

## **A PARTNER OF**

- ⇒ THE FARMER**
- ⇒ THE PROCESSING COMPANY**
- ⇒ THE BUYER, RETAILER AND CONSUMER**
- ⇒ THE INSTITUTIONAL PRODUCING COMPANY**

# **Farmer's Responsibilities**

- ⇒ **Land Use Optimisation**
- ⇒ **Concentrate on farm connected activity**
- ⇒ **Ensure partnership between agroforestry and animal husbandry**
- ⇒ **Production of 'On Farm Inputs'**
- ⇒ **Improvement with innovations in quality and productivity**

**LEAVE PRODUCERS TO  
THEIR CORE COMPETENCE**

**FARMING**

# Marketing – PC Intervention

- ⇒ **Farming systems driven by market and product**
- ⇒ **Innovations (research) and it's implementation (training, farmer field schools etc.)**
- ⇒ **Technical 'Know How' and material inputs**
- ⇒ **Group certification and full traceability**
- ⇒ **Assure product safety and quality**
- ⇒ **Enforce WHO standards for GACP, GHP, GLP, GMP, etc.**

# A PC Model

- ⇒ **A 'Corporate' structure (PC)**
- ⇒ **Share holding of - producers, collectors, converters, and managers of the PCs**
- ⇒ **Provides support to the producers**
- ⇒ **Processing and value addition**
- ⇒ **National and international market linkages**
- ⇒ **Managed by professionals and available local capacities**

# **BENEFITS TO THE BUYER**

- ⇒ **Reliable supply of high quality and safe products**
- ⇒ **Full traceability**
- ⇒ **Fair trade practices**
- ⇒ **Ensure facilities for good health of farmers and workers**
- ⇒ **Assured contribution to biodiversity conservation**
- ⇒ **Most efficient certified good practices resulting in lower prices**

# FiBL's 21 yr Field Trial Results

- Enhances soil fertility and biodiversity
- Allows for sustainable agricultural production with lower inputs
- Improves soil biological processes and species diversity
- Uses less fossil energy
- Enhances the activity of earthworms, fungi, bacteria and other micro organisms to improve soil structure
- Facilitates root symbioses for growth
- Helps crops to resist stress and disturbances