

TITLE OF THE SUCCESS STORY – 03:

A successful entrepreneur in silage technology.

FARMER DETAILS :



Shri. Sanjeev Balaji Kunkalienkar
Cuncolem, Ponda – Goa
Contact No. : 9011366430

DETAILS OF SUCCESS STORY:

BACKGROUND:

Shri. Sanjeev Balaji kunkalienkar, age 52 years maintaining 20 crossbred cows at his dairy farm. In Goa there is scarcity of green fodder in dry season of the year and even in rainy season also some of the farmers doesn't get sufficient greens for their cattle. Among such farmers, Mr. Sanjeev is one of the dairy farmer who doesn't have land for growing green fodder. Being a post graduate in chemistry he has passion of keeping dairy cattle. In search of alternate solution for green fodder, he contacted KVK North Goa and arranged two training on silage making by bag method during 2015-16. Farmer attended both the training along with other dairy farmers of his Dairy Cooperative society. Later on he started preparing silage at his dairy, first he prepared in drums, then in polythene bags of 1 ton and later on in 60 kg capacity polythene bags. He purchased maize fodder from Karnataka and started making silage. He standardised the technology of Bag method of 60 kilo capacity and started selling to other dairy farmers of Goa at door step. He sold 300mt of silage at Rs. 7.50/- per kg with very less margin of 15 % per kg and earned 3,37000/- net profit for the year 2016-17.

INTERVENTION PROCESS:

Silage is an alternate to the green fodder and can be used in all the seasons to dairy cattle. Wherever surplus fodder is available especially where farmers can grow maize, if they do silage in such places they can get more profit than sale of green fodder as such. KVK regularly conduct trainings on the silage making technology by bag method. Bag method is very easy, cheap, easy to carry, easy to store and affordable to small and marginal dairy farmers.

INTERVENTION TECHNOLOGY:

Silage making is the controlled fermentation of green fodder followed by storage in airtight condition. Silage can be prepared from cereal fodders like jowar and maize. Maize fodder at milking stage with 65% moisture is best for preparation of silage and firstly fodder has to be chaffed. Later the chaffed fodder has to be filled compactly and uniformly in the inner polythene liner of bag. Trampling of chaffed fodder inside the bag is needed either manually or by using hydraulic machine. Finally closure of both inner and outer polythene bags is needed so as to maintain anaerobic condition inside. After 45 days silage will be ready for feeding.

IMPACT HORIZONTAL SPREAD:

Other 8 farmers started preparing silage in small level.

IMPACT ECONOMIC GAINS:

Farmer purchased polythene bags of food grade with thickness of 125 GSM. He purchased green maize fodder with suitable moisture content from Karnataka. Thus, farmer has spent total of Rs. 6.4 /- for preparation of one kg silage which includes purchase of maize green fodder along with transport charges, labour charges for cutting of maize fodder at the farmers field , loading , unloading and filling, sealing of silage bags etc. Farmer sold Silage at the rate of Rs. 7.50 / kg keeping a margin of 15% per kg. Thus for the year 2016-17 he prepared and sold 300 mt of silage worth of Rs. 22.5 Lakhs and earned net profit Rs.3,37,500/- only by selling Silage bags.

GLIMPSES OF SUCCESS:

