



सत्यमेव जयते

Ministry of Agriculture  
Government of India



# Partnership to Scale New Heights: India-US collaboration in Agriculture



# Innovation in Storage of Agriculture Produce



Company	:	Sohan Lal Commodity Management Private Ltd.
Product	:	PULSES (Chickpeas etc)
Region	:	Delhi, Maharashtra, Rajasthan, Madhya Pradesh
Intervention	:	Increasing Warehousing Efficiency
Intervention type	:	Scientific Storage Technique
Net reduction in	:	USD 2.1 Million (on SLC's storage of Pulses of Storage losses USD 22 Million)

Sohan Lal Commodity Management Private Limited (SLC) is an integrated post harvest service provider in 100 locations across 16 states in India. The SLC group provides services in procurement, storage, assaying, preservation, collateral management and funding for agri-commodities to players across the entire agricultural value chain. SLC is also one of the first private sector companies in India to get accreditation from Government of India's Warehousing Development and Regulatory Authority (WDRA) for issuing Negotiable Warehouse Receipts. Scientific storage techniques followed at SLC have shown remarkable impact on the quality of goods. Typical storage losses in India amount to approximately 10% of the stored goods; a huge loss for the entire economy. SLC has been able to effectively reduce these losses to 0.5% of the stored value of goods as it conducts 28 different audit processes every month to maintain high standards of storage.

## Business Impact

- **Reduction in Storage Losses:** The reduction in storage losses from 10% to 0.5% can have huge impact, to approx. USD 13 Billion per annum in India alone, if replicated across the system;

- **Changing paradigms of storage in India:** The importance of processes is paramount in warehousing; while good infrastructure is important, it is more critical to have the correct processes. SLC has demonstrated the achievements in even sub-optimal warehouse premises;
- **Benefits of scientific storage:** SLC's achievement shows that agri-storage is a science – effective knowledge can result in very tangible gains without large investments;
- **Customer expectations:** SLC is able to raise the expectations of consumers and create the need for better storage. Today SLC's customers are ready to pay premiums for the better quality of storage; an achievement much needed in an industry traditionally known to have low margins.