

“ONION EXPORT MANAGEMENT”

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ABSTRACT

India is an agro based country. The economic industrial development is directly related to agricultural development of the country. Before independence the country was starving there was no questions of exporting food grains. Irrigation was not developed , farmers could hardly take cash crops like onion. The country could not export agricultural commodities. But the green revolution from sixties of 20th century changes the atmosphere and the country was able to export cash crop like onion. Besides the development in infrastructure facilities infrastructure encouraged fast transportation and communication, scientific storages and also many other facilities. The Govt. of India appreciated significance of export to earn foreign exchange for augmentation industrial development. Besides for marketing exporting financial institutions including banks have been strengthened to cope with the complicated export and foreign export procedure. The govt. has established many institutions to finance and promote export activity in the country. It is also trying to enhance relationship with other countries and international economic institutions like World Trade Organisation to promote export of agricultural commodities including perishable ones like Onion.

Keywords : Agriculture, Export, Onion

1. INTRODUCTION:

It has been rightly stated, “produce or perish” in the American industrial sector. Similarly, we can say ‘Market or Perish’. In short, marketing of goods along with its production is important for economical prosperity. Developed markets are created through marketing process and it is proved after studying the Agricultural produce Market Committee functions of marketing in Nashik District.

Onion is one of the cash crops in agricultural produces. It is also perishable. Onion is an inevitable daily consumable produce by people. As a result, demand for onion is inelastic. It means even though onion supply increases and its price decreases, it does not mean that its demand will increase. The reason is that there is the problem of preserving the extra onion purchased as a result of reduction in price. So onion is purchased according to daily consumption. On the contrary, even if onion prices rise as a result of reduction in onion is not conspicuously affected and its demand remains more or less the same despite demand for onion is less elastic. It is rigid. In this view, the studies of onion marketing system attract attention.

Similarly is it observed that the supply of onion is also rigid. Onion supply depends upon its quantity of production. Farmers are compelled to sell onion at reduced in further decrease in prices. On the contrary, its price increases and probability of earning profit increases, because of perishable nature of onion and lack of scientific storage of onion. In other words, farmers cannot increase onion supply according to demand and cannot earn more profit. Onion crop is taken thrice a year. Three to four months are required to get the crop.

In modern time, import-export trade has increase as a result of improved transport system, other infrastructure facilities, enhanced credit supply, effective chain of middleman, increased understanding in international trade, bilateral agreements and world organizations. All these factors have also increased international trade the agriculture produce the onion.

Nashik District is an onion producing District in Maharashtra. The Agricultural produce market committee, Vefco and National Agricultural Co-operative Marketing Federation of India Ltd. (NAFEED) promote onion export from Nashik District. State Government, have provided infrastructural facilities for enhancing onion.

Government is giving stress upon onion export management for the benefit of farmers and also in the large interest of the economy of the country.

2. SIGNIFICANCE OF ONION EXPORT MANAGEMENT:

Basically, India is an agricultural country. Around independence market surplus was available for export of Agriculture product. However, the Green Revolution, introduced by Swami Nathan, enabled Indian farmers to produce sufficiently both for Domestic consumption and export. Export provides valuable foreign exchange for the economic development of the country. Onion export has earned such foreign exchange and contribution to the development.

A) Importance of Agriculture Marketing:

1) Marketing is last destination:

Marketing is the last point of onion production of course, any production process is not complete unless it is sold to the consumers. The rules is applicable to agricultural produce also.

2) Wide area under production:

Comparatively, agriculture produce is spread over a wide geographical area. It has to be collected, sent it to the industry or last consumer.

3) Specialty of Agriculture produce:

Agriculture produces are different from industrial production. Agriculture produce at different places may be different in respect of quantity, quality, standard etc. and it is taken to market in various quantities ranging from kilogram to truck and wagon loads.

4) Factors of quality:

Quality of agriculture produce depends on the quantity of lands, quantity of rain water supply available, fertilizers and scientific processes applied. Agriculture produce is bulky. It requires more space for transport and storage processes are important for agriculture produce.

B) Marketing of Agriculture Produce by Agricultural Produce Committee:

According to the recommendations of the Royal commission of India .In 1930, setting up of controlled markets started in India. Such markets are needed for protecting interest of farmers. They are for specific agriculture produce. A market committee is set up under co-operative principles to manage and control agriculture produce market committees. Representatives of farmers, agents, traders, local authority and state governments work on such committees.

The committees control the agriculture produce markets. They supervise and control weighing and measurement and commission to agents. One agent can't act as purchaser and seller at a time. The committee also acts as tribunal whenever there is any dispute between seller and purchasers, Agents are given licenses to work on market yard. The market committee has authority to take action against those people who act extra vires the rules and regulations of the committee. The onion is marketed on a large scale through this committees and they assist the farmers to get good prices for their products.

3. HISTORICAL BACKGROUND:

Even though India is agricultural country, it used to Import food grains to feed its population. It could never export traditional agriculture production except spices and high quality malmal cloth and never could think of exporting food grains and vegetables. During the sixth decade of the 20th Century, it has started exporting onion and other Agricultural produces. Now, India is number two onion exporter in the world, China being the first. It is important to note that a town – Lasalgaon is famous in Asian continent in respect of onion marketing. It is the number one onion market in the continent.

A) HISTORY OF APMC LASALGAON (ESTD. ON 01/04/1947):

During the year 1600 certain traders of England came together with an intention to start trading activities with eastern world They established a charter company for this purpose. They intensely desired to start trade with India. Then India was a very rich country and was called 'Golden Land', British traders made agreements with the King Shah Alam through the chartered company and established trading centres at Kolkatta, Kalikat and Wasai.

Even though India was a prosperous country as a whole, there were many small Kings ruling and many of them were very weak. The English traders decided to take advantage of the situation aground 1757 sirajuddaula ruled Bangla and he was engaged in war with Meer Kasim who was assisted by English traders. The result of this was was establishment of Zamindari in Bengal, In the same way English people

ruled Bihar and Orissa and the year 1857, entire country was ruled by English people. The Independence was of 1857 (called as mutiny by British people) was over and the charter company had started. Great leaders like Dadabhai Nourajee, Lokmanya Tilak, Mahatma Gandhi, Jawaharlal Nehru and many others led the struggle and ultimately it was successful in 1947, when India got freedom.

Despite prosperity India was divided in many states, So the cartel decided to take avail from this situation, After 1854 they captured total India and started England Parliament rule in India. They started Railway, Postal etc. services, since business searching started in India. And this was the most propitious time for Indian businesses.

Lasalgaon was originated as a market place. The same situation was every where in India. But they were scattered . Despite this, the farmers were destitute because they were dependent on nature and goodwill of government.

To overcome the situation, in 1939 Bombay Government started. “Agricultural produce Market Committee”. (APMC)

The APMC, Lasalgaon, Dist. Nashik (Maharashtra State) has been originally established on 01/04/1947 under the Bombay Agricultural produce market Act 1939, now revised as ‘The Maharashtra Agricultural produce Marketing (Regulation) Act 1963’. The actual working of the Market Committee commenced from 30/05/1948.

The market are of this market committee was Niphad taulak of Nashik District. But with effect from 28/12/1995 two independent Market committees have been established for Niphad Taluka. Now, the Market area ie operation area of Lasalgaon Market Committee is 62 villages of Niphad Taluka.

Source :1) APMC’s Nashik District Report’s (1998-2008)
2) Internet website

4. AGRICULTURE PRODUCE MARKET COMMITTEES IN NASHIK DIST. (A.P.M.C.’s):

Government of India passed A.P.M.C’s Act 1939 and established committee market yards at Agriculture centres. The intention was to provide farmers with continuous organized and safe market for Agriculture products. Accordinly in Nashik District 14 (Fourteen) Agricultural produce market committee’s have been established. They have been providing market facilities to the farmers, traders and other middleman in respect of trading Agricultural products. Recently, the number and variety of commodities have increased. Onion has become a major commodity dealt in on market committee yards.

Detailed information about Market Committees’s in Nashik is given in the following table:

Sr.No.	Marketing Centres	Date of Established
1.	Lasalgaon	01.04.1947
2.	Nandgaon	02.09.1948
3.	Malegaon	11.11.1948
4.	Satana	24.09.1948
5.	Ghoti	17.09.1952
6.	Nashik	21.11.1952
7.	Sinnar	27.01.1956
8.	Yeola	15.09.1957
9.	Kalwan	01.03.1971
10.	Chandwad	01.04.1982

11.	Manmad	18.07.1985
12.	Dindori	01.01.1989
13.	Pimpalgaon(B)	28.12.1995
14.	Deola	27.05.2004

**Source: 1) A.P.M.C. Report in Nashik District
2) Govt. Record**

Onion production is continuously increase in the District. The market committee yards provide to be enadequate for the dealing of larger quantity. So the main market committees took decision to expand trading activities and for that purpose to established 28 (twenty Eight) Sub- Market yards in Nashik District.

The Agriculture produce market committees have very effectively supported export of the committees provide information to the farmers in respect of demand for onion in the international market. It makes them aware of the standard and quality of onion required for export. Not only this but it also provides guidelines in this respect. Marketing process and export management of onion is considered as important function of market committees. Of course the NAFED has been authorised to under take export activities. In addition to the market committees, private traders, state marketing federation, vefco also participate in onion export activities.

5. ION EXPORTS FROM INDIA:

A) As a result of Green Revolution during the sixth decade, onion production has increased and it became possible for India to export onion from the periods particularly from 1980's. Of course, prior to this certain amount of onion was used to be exported from the country. But the quantity onwards became noteworthy.

Following table throw light upon the quantity in tones exported and value in Rupess and also value per tone both in Rupess and Dollars. The data is from 1980 to 1998.

ONION EXPORTS FROM INDIA (1980 to 1998)

Year	Quantity (Tonnes)	Value (000 Rupees)	Unit Value Rs/ Tonne	Unit Value Dollars /Tonne
1980	193700	277600	1433	181
1981	169800	294300	1733	193
1982	181300	311700	1719	178
1983	181500	354200	1952	189
1984	251100	543000	2162	182
1985	157500	292100	1855	152
1986	265900	584600	2199	172
1987	141000	421300	2988	230
1988	214200	641700	2996	207
1989	214200	641700	2996	207
1990	240200	908800	3784	211

1991	370900	1495900	4033	165
1992	271900	1193600	4390	143
1993	357100	1826700	5115	163
1994	401000	2050000	5112	163
1995	351000	2310000	6581	197
1996	427000	2650000	6206	175
1997	333000	2020000	6066	163
1998	216000	1760000	8148	194

Source: www.unctad.org/infocomm/diversification/bangkok/onion.doc

Export Potential of onion : A case study of India By V.C.Mathur, Senior Scientists, Division of Agricultural Economics, Indian Agricultural Research Institute.

It can be seen from the above table that the quantity and value of onion has continuously increased from the year 1980 to 1998. The quantity 4,27,000(1996) tones is the maximum during this period.

B) As a result of trading in onion at village and district level, the quantity available for export has also increase at National level. Accordingly export of onion has also increased following table shows the increased following table shows the increase in production and also export from the year 1997 to 2008.

**Export on Onions from India
(1997-2008)**

Year	Production (Lakh MT)	Exports (Lakh MT)	Exports as per cent of production
1997-98	40.8	4.70	11.52
1998-99	41.8	4.83	11.56
1999-2000	36.2	4.96	13.70
2001-02	53.3	6.27	11.76
2002-03	48.0	5.28	10.78
2003-04	45.5	6.27	14.44
2004-05	48.3	7.53	15.59
2005-06	42.1	6.90	16.39
2006-07	59.2	7.69	12.99
2007-08	64.3	7.03	10.93

Source: Export statistics for Agro and Food products, India and website : [www. ffmg.com](http://www.ffmg.com)

Market Survey by.

G.Palaniappan, S. Subramaniam.

It can be observed that export of onion has been continuously increasing over the decade i.e. 1997-98 to 2007-08 along with increase in production during the same period.

C) Onion Exports from India to important countries asian Continents (1997-98 to 1999-2000)

Country	1997 -98		1999-2000	
	Quantity	Value	Quantity	Value
Bangladesh	50034.783	2597.39	73850.987	5599.36
Baharain	1633.000	128.73	1742.065	129.81
Bhutan	-	-	10.454	1.93
China	10.417	1.83	-	-
Chinese Taipei	208.000	17.02	-	-
Colombia	-	-	100.000	5.69
Ghana	14.000	1.62	-	-
Hong kong	-	-	-	-
Indoneasia	-	-	1427.813	159.45
Iran	-	-	-	-
Israel	99.000	5.86	-	-
Kenya	12.000	0.71	12.500	0.96
Kuwait	5066.995	269.79	376.170	24.69
Maldives	807.140	43.65	11.270	1.27
Mali	190.666	20.74	3549.949	391.62
Malaysia	78376.535	5095.86	70894.609	6086.99
Nigeria	-	-	20.526	1.46
Nepal	89.000	4.36	-	-
Pakistan	354.694	18.89	-	-
Qatar	611.500	41.59	585.910	37.53
Russia	-	-	21.000	1.31
South Africa	175.000	9.83	60.480	4.98
Saudi Arabia	13113.800	922.64	941.020	59.16
Singapore	32440.737	3020.55	13151.100	1073.48
Swajiland	-	-	-	-
U.A.E.	85531.943	4663.39	32993.370	2181.58
Zimbabwe	-	-	-	-

Source: www.indiancommodity.com

From the above table it can be observed that onion is exported to money countries of asia. The Govt. of India have established commercial relationship with these countries in respect of onion export. The Govt. is also expanding export activities to European countries. Export fetches valuable foreign currency for the economic development of the country. Onion export has proved to be important in this respect.

5. ONION MARKETING AND EXPORT MANAGEMENT:

In the present era of market based economics, marketing of both industrial and agricultural commodities is of paramount significance. The Govt. has to take care of Marketing of agricultural commodities particularly onion as it is a perishable commodity. The transportation of onion from the

fields to the markets have to be very quick and speedy. Special care during storage period has to be taken. Some scientific processes like dehydration and irradiation must be carried out to increase longevity of onion. The management of marketing of onion demands special attention.

Export of onion requires further care in addition to high quality of onion, collection, gradation, standardisation, packaging, branding, safe transportation etc. are point of great concern in onion export management. The competition at the International level is very keen. Even a slight mistake in marketing process may result in rejection of onion exported. Resulting in great loss to exporters and farmers.

In Nashik District Govt has taken appropriate steps to streamline export of agricultural commodities including onion. Internal roads fast railway trucks and airways have been introduced for fast transportation. Cold houses are provided for storage of onion, priority is given to transportation and marketing to agricultural commodities and onion. Appropriate attention is also given to simplify the complicated process of export. The Reserve Bank of India and other Nationalized Banks have been advised to simplify the process of export foreign exchange. In this way all in and all out efforts are a foot at all levels to enhance export of onion.

7) ROLE OF NAFED'S:

It is well known that NAFED is the highest body established by the Central Govt to promote and augment export of agricultural commodities, Not only this but this national institution has been endowed with monopolistic powers in the field of onion exports. The institution provide many other infrastructural facilities to promote onion marketing management within the country. In order to expand export activities NAFED has been trying to increase trade relationship with neighbouring countries and also European countries particularly middle asian countries and Arab countries. NAFED has established its own centres for marketing of onion over there.

8) ROLE OF GOVT. IN ONION EXPORT MANAGEMENT:

Both the central Govt. and Maharashtra State Govt. has been playing an important role to enhance export of onion. For these purpose farmers, are advised and assisted for taking good quality of onion crops use improved fertilizers manures pesticides and insecticides, improved seed variety of onion etc are provided. Besides network of good internal roads, fast railways trucks, scientific storage facilities and quick transportation means are provided by the Govt.

Maharashtra Govt. has also taken lead to increase export of onion. Different institutions like Agriculture produce market committee's vefco state trading corporation centres of Nafeds have been established to promote onion exports. Banks and other financial institutions have been suitably instructed to finance freely export activities. In short all in and all out effects are a foot to increase onion export and earn foreign exchange.

9) GLOBALISATION AND ONION MARKETING:

As a result of improved fast transportation and communication systems the market are becoming wide and are reaching the international boundaries. Thus, there is globalization in onion trade. This trend in marketing is bringing together different energies towards individual economic benefits to the onion growers. Onion marketing has also entered 21st century and seller at different levels including Lasalgaon and other major APMC's in Nashik District market are learning to invite customers at international level and it is providing economic prosperity. In the era of globalization every farmer, every trader in the Nashik District, understands the significance of low cost and high quality of goods. The technological

progress in the field of communication transportation make available to the onion and other agricultural products to every consumer in the world.

10) ECONOMIC SIGNIFICANCE OF ONION:

Onion is a cash crop. So it has importance in the life of farmers. Nashim District has been most suitable for onion crop. The Natural Condition of Nashik District is also onion supporting so many farmers take this crop. Agricultural produce market committees in the district look after the interest of onion producing farmers. This crop has multisided effects, It gives benefit to farmers. It provides employment to landless labours and also to farmers. It provides employment to landless labours and also to farmers of small holdings in the district. Many people get employed as merchants and traders of onion. Not only this but many other people get employment by providing many commercial and other allied services in the market.

The examples of such employment are many, people work as small scale and large scale traders, transporters, agents in exporters etc. The increase in onion export activities, employment opportunities have also been increased and thereby income of both farmers and traders have increased.

11) SIGNIFICANCE OF THE STUDY :

India being an agricultural country, scientific marketing management of agricultural produce, particularly that of perishable commodities like onion is of paramount significance. Really the country was a food grain importer up to sixth decade. The green revolution in the country changed the phenomenon and the country became an exporter of agricultural commodities. India being second largest produces of onion in the world, attention is paid to its exports for earning foreign exchange for the development of the country.

Indian farmers of the country attitude, They require guidance and assistance to produce exportable quality of onion. It is provided through research institutions set up by the Govt. Export research is also undertaken by the Govt. to locate centres in the world where onion can be exported. It also endeavours to build relationship with other countries to have congenial atmosphere for onion exports. Even Reserve Bank of India (RBI) instructed to simplify export and foreign exchange procedure.

12) SCOPE OF THE STUDY:

After passing agriculture produce market commodities act, 14 (fourteen) APMC's and money other sub markets have been set up in Nashik District. The commodities other institutions and private traders take care of onion marketing management. Now the boundaries of market have extended to other countries ie export of onion.

It is intended to make suggestions to those who are concerned in marketing and exporting onion in the larger interest of the onion producing farmers in the state as well as the central govt.

13) OBJECTIVES OF THE STUDY :

The aim of the article is to understand the concept of marketing management particularly in relation to export of onion from agriculture produce market, committees and other institutions, in the Nashik District. It is also intended to make suitable suggestions for those who are involved in production marketing and export of this cash crop ie. the onion.

14) HYPOTHESIS TO BE TESTED :

The hypothesis to be tested on the basis of this article are as follows :

- 1) Not only internal marketing but export of the cash crop – the onion is important.

- 2) Special efforts have to be made by farmers, traders and Govt. machinery for enhancing export of onion.

15) TOOLS AND TECHNIQUES TO BE USED:

Different tools and techniques will be used for statistical processing of primary and secondary data collected that will include classification, tabulations, digramatic representations of data collected, different types of averages like mean, median mode etc will have to be used for the study purpose.

16) RESEARCH METHODOLOGY:

It is proposed to undertake research study of marketing of onion crop on the basis of the transactions on the market yard of the Agricultural produce market committee Lasalgaon and Nashik District. The Specific topic of the study is ‘Onion Marketing and Export Management Research with reference to APMC in Nashik District. (1998-2008)’.

COLLECTION OF DATA:

1) Primary Data:

To collect the primary data, well designed questionnaire will have to be used, one questionnaire for farmers and another questionnaire is for the Government/Agriculture produce market committee officers to get the primary level information.

2) Secondary Date:

Secondary data will be generated from books and magazines, well reputed journals, Government gazettes, Reports of different committees and study groups, important daily newspapers, internet service, Radio and TV Broad casting services, will be used for collecting the secondary data for the Research work.

3) Selections of samples:

e total arrivals of agricultural produces, total numbers of officers skilled workers, unskilled workers, total customers visited randomly to the Nashik market committee and total farmers, the details of the are given below.

17. IMITATIONS OF THE STUDY:

It is just natural that there arise certain limitations in the Research work and such limitations have to be taken for granted certain limitations are as follows:

- It is difficult to collect information from farmers.
- Lack of definite and stable policy of Government.
- Lack of interest of merchants while giving information 4) Economical and technical problems in the use of electronic devices.
- Neutral 'approach of Government no-operative and private institutions while giving information Confidential information denied by balks and other financial Instructions.
- Non-availability of information for comparative study. So information available has to be inevitably used to arrive at conclusions.
- There is every possibility of differences in incidents statistical conclusion on the interviews of experts and authorities, However efforts will be made t avoid subjectivity and objective analysis will be made even by making cross enquiries.
- Marketing of Agricultural Produce including onion and other produce in the world market is very wide. Of course it can be appreciated that the labour, money and time required by a Research worker create limitation on the research work and collection of information required for the study.

In spite of limitation in the research title “Onion Marketing and Export Management Research with reference to APMC in Nashik District. (1998-2008)” efforts will be made to achieve the objectives of this subject and arrived at certain conclusion and ultimately made certain recommendation in respect of farmers, Merchants, Consumers and Government Machinery also to make recommendation in the light of globalization process to make recommendation for development of onion marketing useful for trade/business and entrepreneurial development.

18. SIGNIFICANCE, RELEVANCE AND EXPECTED CONTRIBUTION OF THE STUDY:

“Onion Marketing and Export Management Research with reference to APMC in Nashik District. (1998-2008) In this study it is expected to appreciate the issue of the farmers community and the my study is intended to make recommendations to solve the problems. Accordingly it is decided to make efforts in the following direction:

- 1) To understand the needs of farmers, Merchants other middlemen marketing of onion and other agricultural produce.
- 2) To evaluate the functions & effectiveness in working of different marketing institutions and leading agricultural produce market committees.
- 3) To make suggestions and recommendations which will be directing & useful to the Governments Market institutions, agricultural produce market committees, private traders, and businessmen,
- 4) To make an endeavour to educate farmers and give them up to date information, about world trade and Agriculture marketing and thereby create vigilance among them.
- 5) To make recommendations to have maximum facilities for the development of Agricultural market committee & different intermediaries functioning in this agricultural produce market committee.
- 6) It is expected to make recommendation's for increasing employment in trade, commerce and business & for increasing entrepreneurial opportunities by onion marketing development.
- 7) It is expected through this research study that the farmers producing onion and other Agricultural produce merchants dealing in onion & other perishable agriculture produce, traders who export onion and other agricultural produce in international market, the institutions middle men providing six infrastructure facilities for trade and commerce within the country and in the same way institutions and middle men providing basic infrastructure; facilities for export of agricultural produce.

18. CONCLUSION:

Thus it can be concluded that the production of cash crop, the onion has created enthusiasm among farmers, traders, middleman, service providers, Govt. agencies to increase export of onion in the benefit of all farmers and others. The traders exporting institutions, bank and financial institutions have been playing very important role in the stream lining onion export management and earn foreign exchange.

20. RECOMMENDATIONS:

- 1) **Increase onion Production:**

The Govt. should provide farmers with include variety and technique of production and also provide adequate irrigation facilities and more importantly guidance for improving standard of production for export.

2)Improvement in Infrastructure facilities:

In order to increase export of onion, transportation, communication scientific storage, facilities should be improved so that movement of the commodity is fast and safe.

3) Simplifying export procedure:

Majority of farmers and money traders are either illiterate or inadequately educated as a result they cannot understand the lengthy and intricate procedure of export so it is suggested that the export procedure should be simplified and shortened.

4) Guidance and Training:

The onion producing farmers, traders and exporters should be given proper training and provided them with guidance irrespective of onion production export procedure foreign exchange.

5) Establishment of Cold Storage:

Onion is a fast perishable commodity, Export procedure requires long time as the distance is great adequate cold storage facilities at the places where onion is kept and even in the means of transportation should be provided.

6) Reduction in Perishability of Onion:

Efforts should be made to see that it is not perished and its quality is not hampered due to passage of time adequate scientific measures should be taken. It may included dehydration, irradiation etc.

7) Market Intelligence:

In export of onion information about market available for onion around the world, the trends in production cost of onion and selling prices of onion in different parts of the world should be made available to the Indian farmers and traders for this purpose technological development should be brought about in informatics.

8) Understanding with W.T.O.:

Govt has to take lead in having thorough understanding with world trade organization and seek its co-operation for increasing export of onion. The organization has become important agency for creating International co-operation and understanding.

9) Research and Development:

The Govt. should establish laboratories for undertaking study of onion ingredients and its uses for humanbeings. It may result in increasing demand for onion all over the world. So that export may also be increased.

10) Participation in International Trade Conference and Meets etc.:

Conferences, Seminars, Symposia at International level are organized to promote export trade among different countries. Govt. should encourage farmers traders and exporters to participate in them

and make themselves aware of recent international trends in exports.

10) Management tools for Onion Exports:

Marketing Management has become order of the day. Accordingly export management has also recently become important in the field of onion export. Different ways and means are used to augment exports. They include market research for export, six sigma techniques for export management understanding the techniques for producing high export quality onion. Export is very important for the economic development of a country. India being an agricultural country, commodities like onion, grapes, food grains and traditional items are exportables. But export surplus of each commodity may not be available. Fortunately onion surplus is increasing. It enables increase onion export. So efforts of all levels including APMC's Bank and Financial Institutions, exporting agencies, farmers and traders are expected.

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