

## LIST OF TABLES

Sr. No.	Table No.	Name of the Table	Page No.
1	1.1	Cluster sampling table of wholesale cloth traders	12
2	1.2	Table of opinion surveys	13
3	2.1	Table of manufacturing of cloth	62
4	3.1	Table of sector wise production of cloth	89
5	3.2	Table of closure of textile mills	104
6	3.3	Table of registration of power looms and employment	106
7	3.4	Table of production by power loom sector	107
8	3.5	Table of production by handloom sector	109
9	3.6	Table of production of raw silk	113
10	4.1	Table regarding details of closure of mills in Maharashtra	131
11	5.1	Frequency distribution of age of cloth wholesalers	161
12	5.2	Frequency distribution of educational qualification of cloth wholesalers	164
13	5.3	Frequency distribution of forms of business organizations of cloth wholesalers	166
14	5.4	Frequency distribution of year of commencement of business of cloth wholesalers	170
15	5.5	Frequency distribution of membership of wholesale cloth association	171
16	5.6	Frequency distribution of insurance of shop and stock of cloth wholesalers	173

17	5.7	Frequency distribution of taxes and charges of government paid by the cloth wholesalers	175
18	5.8	Frequency distribution of types of cloth traded by the cloth wholesalers	178
19	5.9	Frequency distribution of opinion regarding elimination of cloth wholesalers	179
20	5.10	Frequency distribution of reasons for elimination of cloth wholesalers	183
21	5.11	Frequency distribution of dealership of a company of cloth wholesalers	185
22	5.12	Percentage analysis of average purchase of cloth from market by cloth wholesalers	186
23	5.13	Percentage analysis of average purchase of cloth from vendors by cloth wholesalers	188
24	5.14	Percentage analysis of average purchase policy of the cloth wholesalers	191
25	5.15	Frequency distribution of discount received by the cloth wholesalers	192
26	5.16	Frequency distribution of credit period allowed to the cloth wholesalers	194
27	5.17	Percentage analysis of average sale of cloth to customers by the cloth wholesalers	197
28	5.18	Frequency distribution of retailing in wholesale cloth business	199
29	5.19	Percentage analysis of average Sale of cloth in markets by the cloth wholesalers	201
30	5.20	Frequency distribution of marketing strategies adopted by the cloth wholesalers	203
31	5.21	Percentage analysis of average of Selling strategy of cloth wholesalers	206

32	5.22	Frequency distribution of discount allowed by the cloth wholesalers	208
33	5.23	Frequency distribution of credit period allowed by the cloth wholesalers	209
34	5.24	Frequency distribution of actual recovery period of the cloth wholesalers	212
35	5.25	Frequency distribution of turnover of the cloth wholesalers in Mumbai	214
36	5.26	Frequency distribution of turnover of the cloth wholesalers in Pune	216
37	5.27	Frequency distribution of turnover of the cloth wholesalers in Yeola	218
38	5.28	Frequency distribution of turnover of the cloth wholesalers in Solapur	219
39	5.29	Frequency distribution of turnover of the cloth wholesalers in Ichalkaranji	221
40	5.30	Frequency distribution of turnover of the cloth wholesalers in Nagpur	223
41	5.31	Frequency distribution of turnover of the cloth wholesalers in Maharashtra	224
42	5.32	Frequency distribution of family members in the wholesale cloth business	228
43	5.33	Frequency distribution of average family members in the wholesale cloth business per year per respondent	229
44	5.34	Frequency distribution of no. of other employees in the wholesale cloth business	231
45	5.35	Frequency distribution of average no. of other employees in the wholesale cloth business per year per respondent	231

46	5.36	Frequency distribution of recommendation to new entrants in wholesale cloth business by cloth wholesalers	233
47	5.37	Frequency distribution of problems faced by wholesale cloth business	237
48	6.1	Frequency distribution of age of cloth retailers	240
49	6.2	Frequency distribution of educational qualification of cloth retailers	242
50	6.3	Frequency distribution of forms of business organizations of cloth retailers	243
51	6.4	Frequency distribution of year of commencement of business by cloth retailers	245
52	6.5	Frequency distribution of membership of retail cloth association	247
53	6.6	Frequency distribution of insurance of stock and shop of cloth retailers	249
54	6.7	Frequency distribution of taxes and charges of government of the cloth retailers	250
55	6.8	Frequency distribution of types of cloth traded by cloth retailers	252
56	6.9	Percentage of average proportion of sale of cloth by cloth retailers	253
57	6.10	Opinion of cloth retailers regarding elimination of cloth wholesalers	255
58	6.11	Reasons given by cloth retailers regarding elimination of cloth wholesalers	256
59	6.12	Dealership of a company taken by cloth retailers	257
60	6.13	Percentage analysis of average purchase of cloth by cloth retailers	259

61	6.14	Change in line of business by the cloth retailers	261
62	6.15	Frequency distribution of forms of business organizations of cloth manufacturers	263
63	6.16	Frequency distribution of year of commencement of business of cloth manufacturers	266
64	6.17	Frequency distribution of membership of cloth manufacturers association	267
65	6.18	Frequency distribution of insurance for Factory and inventory of cloth manufacturers	268
66	6.19	Frequency distribution of taxes and charges of government paid by cloth manufacturers	270
67	6.20	Frequency distribution of types of cloth manufactured by the cloth manufacturers	271
68	6.21	Average percentage of sales made by cloth manufacturers	274
69	6.22	Opinion of cloth manufacturers regarding elimination of cloth wholesalers	275
70	6.23	Frequency distribution of age of end users	279
71	6.24	Frequency distribution of educational qualification of end users	280
72	6.25	Frequency distribution of monthly income of end users	282
73	6.26	Frequency distribution of purchase of cloth by end users	285
74	6.27	Percentage analysis of preference of average purchase of cloth by end users	287

### List of Graphs

Sr. No.	Graph No.	Name of the Graph	Page No.
1	5.1	Age of cloth wholesalers	163
2	5.2	Educational qualification of the cloth wholesalers	165
3	5.3	Forms of business organizations of cloth wholesalers	168
4	5.4	Year of commencement of business of cloth wholesalers	170
5	5.5	Membership of wholesale cloth association	172
6	5.6	Insurance of shop and stock of cloth wholesalers	173
7	5.7	Taxes and charges of government paid by the cloth wholesalers	176
8	5.8	Types of cloth traded by the cloth wholesalers	179
9	5.9	Opinion regarding elimination of cloth wholesalers	181
10	5.10	Reasons for elimination of cloth wholesalers	183
11	5.11	Dealership of company of cloth wholesalers	185
12	5.12	Purchase of cloth from market by cloth wholesalers	187
13	5.13	Purchase of cloth from vendors by cloth wholesalers	189
14	5.14	Purchase policy of cloth wholesalers	191
15	5.15	Discount received by cloth wholesalers	193
16	5.16	Credit period allowed to the cloth wholesalers	195
17	5.17	Sale of cloth to customers by cloth wholesalers	198
18	5.18	Retailing in wholesale cloth business	199

19	5.19	Sale of cloth in markets by the cloth wholesalers	202
20	5.20	Marketing strategies adopted by the cloth wholesalers	205
21	5.21	Selling strategy of the cloth wholesalers	207
22	5.22	Discount allowed by the cloth wholesalers	209
23	5.23	Credit period allowed by the cloth wholesalers	210
24	5.24	Actual recovery period of the cloth wholesalers	212
25	5.25	Turnover of the cloth wholesalers in Mumbai	215
26	5.26	Turnover of the cloth wholesalers in Pune	217
27	5.27	Turnover of the cloth wholesalers in Yeola	218
28	5.28	Turnover of the cloth wholesalers in Solapur	220
29	5.29	Turnover of the cloth wholesalers in Ichalkaranji	222
30	5.30	Turnover of the cloth wholesalers in Nagpur	223
31	5.31	Turnover of the cloth wholesalers in Maharashtra	225
32	5.32	Linear trend of turnover of the cloth wholesalers in Maharashtra	226
33	5.33	Average no. of family members employed in wholesale cloth business	229
34	5.34	Average no. of other employees employed in the wholesale cloth business	232
35	5.35	Recommendation to new entrants in wholesale cloth business by cloth wholesalers	234
36	5.36	Problems faced by wholesale cloth business	238
37	6.1	Age of cloth retailers	241
38	6.2	Educational qualification of cloth retailers	243
39	6.3	Forms of business organizations of cloth retailers	244

40	6.4	Year of commencement of business by cloth retailers	246
41	6.5	Membership of retail cloth association	248
42	6.6	Insurance of stock and shop of cloth retailers	249
43	6.7	Taxes and charges of government of the cloth retailers	251
44	6.8	Types of cloth traded by the cloth retailers	252
45	6.9	Proportion of sale of cloth by cloth retailers	254
46	6.10	Opinion of cloth retailers regarding elimination of cloth wholesalers	255
47	6.11	Reasons given by cloth retailers regarding elimination of cloth wholesalers	257
48	6.12	Dealership of a company taken by cloth retailers	258
49	6.13	Purchase of cloth by cloth retailers	260
50	6.14	Change in line of business by cloth retailers	261
51	6.15	Forms of business organizations of cloth manufacturers	264
52	6.16	Year of commencement of business of cloth manufacturers	266
53	6.17	Membership of cloth manufacturers association	268
54	6.18	Insurance for factory and inventory of cloth manufacturers	269
55	6.19	Taxes and charges of government paid by cloth manufacturers	270
56	6.20	Types of cloth manufactured by the cloth manufacturers	272
57	6.21	Sales made by cloth manufacturers	274
58	6.22	Opinion of cloth manufacturers regarding elimination of cloth wholesalers	276



59	6.23	Age of end users	279
60	6.24	Educational qualification of end users	281
61	6.25	Monthly income of end users	284
62	6.26	Purchase of cloth by end users	286
63	6.27	Preference of purchase of cloth by end users	287

## LIST OF PICTURES

<b>Sr. No.</b>	<b>Picture No.</b>	<b>Name of the Picture</b>	<b>Page No.</b>
1	2.1	Warp on a loom	33
2	2.2	Weft on a loom	33
3	3.1	Textile map of India	88
4	4.1	Textile map of Maharashtra	129
5	4.2	Map of Mumbai	142
6	4.3	Picture of Kalbadevi road – M.J. Market	143
7	4.4	Map of Pune	144
8	4.5	Map of Nashik (Yeola)	146
9	4.6	Map of Solapur	148
10	4.7	Map of Ichalkaranji	149
11	4.8	Map of Nagpur	151

## LIST OF CHARTS

<b>Sr. No.</b>	<b>Chart No.</b>	<b>Name of the Chart</b>	<b>Page No.</b>
1	1.1	Channels of distribution of cloth	4
2	2.1	Classification of fibers	23
3	2.2	Broad classification of fibers	28
4	4.1	Structure of cloth business in Maharashtra	135