LIST OF TABLES

Sr.	Table	News of the Table	Page
No.	No.	Name of the Table	No.
1	1.1	Cluster sampling table of wholesale cloth	12
		traders	
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	106
		employment	
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	131
		Maharashtra	
11	5.1	Frequency distribution of age of cloth	161
		wholesalers	
12	5.2	Frequency distribution of educational	164
		qualification of cloth wholesalers	
13	5.3	Frequency distribution of forms of business	166
		organizations of cloth wholesalers	
14	5.4	Frequency distribution of year of	170
		commencement of business of cloth	
		wholesalers	
15	5.5	Frequency distribution of membership of	171
		wholesale cloth association	
16	5.6	Frequency distribution of insurance of shop	173
		and stock of cloth wholesalers	

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

32	5.22	Frequency distribution of discount allowed by the cloth wholesalers	208
33	5.23	Frequency distribution of credit period allowed	209
22	5.25	by the cloth wholesalers	209
34	5.24	Frequency distribution of actual recovery	212
54	J.24		212
25		period of the cloth wholesalers	214
35	5.25	Frequency distribution of turnover of the cloth	214
	5.00	wholesalers in Mumbai	24.6
36	5.26	Frequency distribution of turnover of the cloth	216
		wholesalers in Pune	
37	5.27	Frequency distribution of turnover of the cloth	218
		wholesalers in Yeola	
38	5.28	Frequency distribution of turnover of the cloth	219
		wholesalers in Solapur	
39	5.29	Frequency distribution of turnover of the cloth	221
		wholesalers in Ichalkaranji	
40	5.30	Frequency distribution of turnover of the cloth	223
		wholesalers in Nagpur	
41	5.31	Frequency distribution of turnover of the cloth	224
		wholesalers in Maharashtra	
42	5.32	Frequency distribution of family members in	228
		the wholesale cloth business	
43	5.33	Frequency distribution of average family	229
		members in the wholesale cloth business per	
		year per respondent	
44	5.34	Frequency distribution of no. of other	231
		employees in the wholesale cloth business	
45	5.35	Frequency distribution of average no. of other	231
		employees in the wholesale cloth business per	
		year per respondent	

	1		
46	5.36	Frequency distribution of recommendation to	233
		new entrants in wholesale cloth business by	
		cloth wholesalers	
47	5.37	Frequency distribution of problems faced by	237
		wholesale cloth business	
48	6.1	Frequency distribution of age of cloth retailers	240
49	6.2	Frequency distribution of educational	242
		qualification of cloth retailers	
50	6.3	Frequency distribution of forms of business	243
		organizations of cloth retailers	
51	6.4	Frequency distribution of year of	245
		commencement of business by cloth retailers	
52	6.5	Frequency distribution of membership of retail	247
		cloth association	
53	6.6	Frequency distribution of insurance of stock	249
		and shop of cloth retailers	
54	6.7	Frequency distribution of taxes and charges of	250
		government of the cloth retailers	
55	6.8	Frequency distribution of types of cloth traded	252
		by cloth retailers	
56	6.9	Percentage of average proportion of sale of	253
		cloth by cloth retailers	
57	6.10	Opinion of cloth retailers regarding elimination	255
		of cloth wholesalers	
58	6.11	Reasons given by cloth retailers regarding	256
		elimination of cloth wholesalers	
59	6.12	Dealership of a company taken by cloth	257
		retailers	
60	6.13	Percentage analysis of average purchase of	259
		cloth by cloth retailers	
	1	1	1

626.15Frequency distribution of forms of business organizations of cloth manufacturers263636.16Frequency distribution of year of commencement of business of cloth manufacturers266646.17Frequency distribution of membership of cloth manufacturers association267656.18Frequency distribution of insurance for Factory and inventory of cloth manufacturers268666.19Frequency distribution of insurance for Factory government paid by cloth manufacturers270676.20Frequency distribution of types of cloth manufacturers271 manufacturers686.21Average percentage of sales made by cloth manufacturers275 elimination of cloth wholesalers706.23Frequency distribution of age of end users275 gaulification of end users
636.16Frequency distribution of year of commencement of business of cloth manufacturers266646.17Frequency distribution of membership of cloth manufacturers association267656.18Frequency distribution of insurance for Factory and inventory of cloth manufacturers268666.19Frequency distribution of taxes and charges of government paid by cloth manufacturers270676.20Frequency distribution of types of cloth manufacturers274686.21Average percentage of sales made by cloth manufacturers274696.22Opinion of cloth manufacturers regarding elimination of cloth wholesalers275706.23Frequency distribution of age of end users275716.24Frequency distribution of educational280
Commencement of business of cloth manufacturers646.17646.17656.18656.18666.19666.19676.20686.21696.22696.22606.23706.23716.2462716.24636.216471656.24716.24716.24716.24716.24727374747576767777787970707070717071717273747475767677777879797070707071717273747475767777787979707070717172737474757677777778
Manufacturers646.17Frequency distribution of membership of cloth manufacturers association267656.18Frequency distribution of insurance for Factory and inventory of cloth manufacturers268666.19Frequency distribution of taxes and charges of government paid by cloth manufacturers270676.20Frequency distribution of types of cloth manufactured by the cloth manufacturers271686.21Average percentage of sales made by cloth manufacturers272696.22Opinion of cloth manufacturers regarding elimination of cloth wholesalers275706.23Frequency distribution of age of end users275716.24Frequency distribution of educational280
646.17Frequency distribution of membership of cloth manufacturers association267 268656.18Frequency distribution of insurance for Factory and inventory of cloth manufacturers268 270666.19Frequency distribution of taxes and charges of government paid by cloth manufacturers270 271676.20Frequency distribution of types of cloth manufactured by the cloth manufacturers271 271686.21Average percentage of sales made by cloth manufacturers272 275 275696.22Opinion of cloth manufacturers regarding elimination of cloth wholesalers275 275706.23Frequency distribution of age of end users275 275716.24Frequency distribution of educational280
Manufacturers association656.18Frequency distribution of insurance for Factory and inventory of cloth manufacturers268666.19Frequency distribution of taxes and charges of government paid by cloth manufacturers270676.20Frequency distribution of types of cloth manufactured by the cloth manufacturers271686.21Average percentage of sales made by cloth manufacturers272696.22Opinion of cloth manufacturers regarding elimination of cloth wholesalers275706.23Frequency distribution of age of end users275716.24Frequency distribution of educational280
656.18Frequency distribution of insurance for Factory and inventory of cloth manufacturers268666.19Frequency distribution of taxes and charges of government paid by cloth manufacturers270676.20Frequency distribution of types of cloth manufactured by the cloth manufacturers271686.21Average percentage of sales made by cloth manufacturers274 manufacturers696.22Opinion of cloth manufacturers regarding elimination of cloth wholesalers275 manufacturent706.23Frequency distribution of age of end users275 manufacturent716.24Frequency distribution of educational280
and inventory of cloth manufacturers666.19Frequency distribution of taxes and charges of government paid by cloth manufacturers270676.20Frequency distribution of types of cloth manufactured by the cloth manufacturers271686.21Average percentage of sales made by cloth manufacturers274696.22Opinion of cloth manufacturers regarding elimination of cloth wholesalers275706.23Frequency distribution of age of end users275716.24Frequency distribution of educational280
666.19Frequency distribution of taxes and charges of government paid by cloth manufacturers270676.20Frequency distribution of types of cloth manufactured by the cloth manufacturers271686.21Average percentage of sales made by cloth manufacturers272696.22Opinion of cloth manufacturers regarding elimination of cloth wholesalers275706.23Frequency distribution of age of end users275716.24Frequency distribution of educational280
Gradient of the second secon
676.20Frequency distribution of types of cloth manufactured by the cloth manufacturers271686.21Average percentage of sales made by cloth manufacturers274696.22Opinion of cloth manufacturers regarding elimination of cloth wholesalers275706.23Frequency distribution of age of end users275716.24Frequency distribution of educational280
Manufactured by the cloth manufacturers686.21Average percentage of sales made by cloth274696.22Opinion of cloth manufacturers regarding elimination of cloth wholesalers275706.23Frequency distribution of age of end users275716.24Frequency distribution of educational280
686.21Average percentage of sales made by cloth274696.22Opinion of cloth manufacturers regarding elimination of cloth wholesalers275706.23Frequency distribution of age of end users275716.24Frequency distribution of educational280
696.22Opinion of cloth manufacturers275696.22Opinion of cloth wholesalers275706.23Frequency distribution of age of end users275716.24Frequency distribution of educational280
696.22Opinion of cloth manufacturers regarding elimination of cloth wholesalers275706.23Frequency distribution of age of end users279716.24Frequency distribution of educational280
elimination of cloth wholesalers706.23716.246.24Frequency distribution of educational280
706.23Frequency distribution of age of end users279716.24Frequency distribution of educational280
716.24Frequency distribution of educational280
qualification of end users
726.25Frequency distribution of monthly income of282
end users
736.26Frequency distribution of purchase of cloth by285
end users
746.27Percentage analysis of preference of average287
purchase of cloth by end users

List of Graphs

Sr.	Graph	Name of the Craph	Page
No.	No.	Name of the Graph	No.
1	5.1	Age of cloth wholesalers	163
2	5.2	Educational qualification of the cloth	165
		wholesalers	
3	5.3	Forms of business organizations of cloth	168
		wholesalers	
4	5.4	Year of commencement of business of cloth	170
		wholesalers	
5	5.5	Membership of wholesale cloth association	172
6	5.6	Insurance of shop and stock of cloth	173
		wholesalers	
7	5.7	Taxes and charges of government paid by the	176
		cloth wholesalers	
8	5.8	Types of cloth traded by the cloth wholesalers	179
9	5.9	Opinion regarding elimination of cloth	181
		wholesalers	
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	187
		wholesalers	
13	5.13	Purchase of cloth from vendors by cloth	189
		wholesalers	
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	198
		wholesalers	
18	5.18	Retailing in wholesale cloth business	199

19	5.19	Sale of cloth in markets by the cloth	202
		wholesalers	
20	5.20	Marketing strategies adopted by the cloth	205
		wholesalers	
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	212
		wholesalers	
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	222
		Ichalkaranji	
30	5.30	Turnover of the cloth wholesalers in Nagpur	223
31	5.31	Turnover of the cloth wholesalers in	225
		Maharashtra	
32	5.32	Linear trend of turnover of the cloth	226
		wholesalers in Maharashtra	
33	5.33	Average no. of family members employed in	229
		wholesale cloth business	
34	5.34	Average no. of other employees employed in	232
		the wholesale cloth business	
35	5.35	Recommendation to new entrants in wholesale	234
		cloth business by cloth wholesalers	
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	244
		retailers	

40	6.4	Year of commencement of business by cloth	246
		retailers	
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	251
		retailers	
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	255
		of cloth wholesalers	
47	6.11	Reasons given by cloth retailers regarding	257
		elimination of cloth wholesalers	
48	6.12	Dealership of a company taken by cloth	258
		retailers	
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	264
		manufacturers	
52	6.16	Year of commencement of business of cloth	266
		manufacturers	
53	6.17	Membership of cloth manufacturers	268
		association	
54	6.18	Insurance for factory and inventory of cloth	269
		manufacturers	
55	6.19	Taxes and charges of government paid by	270
		cloth manufacturers	
56	6.20	Types of cloth manufactured by the cloth	272
		manufacturers	
57	6.21	Sales made by cloth manufacturers	274
58	6.22	Opinion of cloth manufacturers regarding	276
		elimination of cloth wholesalers	

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

Sr.	Picture	Name of the Picture	Page
No.	No.		No.
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

Sr. No.	Chart No.	Name of the Chart	Page No.
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