In agricultural development, marketing of agricultural produce needs urgent attention to deliver the services immediately due to the risk of wastage or spoilage. There are many policies adopted by the Government of India to enhance the efficiency and remove the malpractices of agricultural trade throughout the country. The issue of studying the performance of regulated markets has not received much empirical attention from academicians. The very first motive of this current research seeks to address this issue. In spite of all the regulations undertaken by the government on agricultural trade some loop holes still exist. Over the years the need of marketing has increased because of the changes in growth and productivity in agriculture. A market is a platform involving various operations like Weighment, Grading, Packing, Auction/Sales and Prompt Payment, besides this it also gives support services like Transportation, Loading, Unloading, Storage, Loan, Compensation and many Welfare Schemes to the farmers and traders. Mere application of modern technology is not the only support of agricultural development but the market performance acts as a catalytic agent. On the one hand a farmer/producer/seller should get remunerative price for his/her produce and on the other hand a trader/buyer should also be earning his/her part satisfactorily.
Agribusiness decision makers need the basic infrastructure as well as information to effectively engage in the value addition activities of agricultural trade. The regulated markets are exclusive outlets to provide the opportunity of growth of agricultural trade throughout the country. With this concern the present study is mainly concerned to study the working performance of government controlled regulated markets. The study reveals that common problems faced by the farmers and traders in these social institutions are the lack of infrastructural, service and support facilities like: Inefficient Communication, Availability of Market Information, Storage, Inefficient Methods of Sale, Payment, Transport, Road, Parking, Rest Shed, Drying/Display Yard, Toilet and Sanitary, Weighing by Ordinary Equipments, Record Maintenance, Inadequate Staff etc. Keeping these conditions in concept one has to take initiative to explore the area of study. Investigating a communal problem is the better option to come to a desirable and result oriented conclusion for the benefit of society.

The focused objectives of study are to study the Characteristics, Growth and Profile of Regulated Markets, Physical Performance and Financial Performance of Regulated Markets, Opinion of Farmers and Traders towards the Working Performance Regulated Markets in Salem District. The proposed study has used both the primary and secondary sources of data collection. Primary data was collected by a personal interview with the respondents (farmers and traders), while as the secondary sources of data of
collection were various reports of Salem Market Committee, State Government and Government of India.

The growth of regulated markets in terms of number is phenomenal over the years, but there is severe lack of some important facilities like Own Land, Rest Rooms for farmers and traders, Canteen, ATM, Post Office, Vehicles for Transportation, Transaction Sheds, Godowns etc. besides this there exist shortage of employees and other supportive staff like Supervisors, Store Keepers, Typists, Clerks, Hamals etc. So physically and functionally all the regulated markets are not equally well-equipped and well-versed. In terms of income from crop fee all the thirteen regulated markets were successful but some crop arrivals like Red Gram, Green Gram, Tamarind, Tapioca, Castor Seed and Cumbu (Millet) etc. show inconsistency over the period of the study. In terms of total arrivals market wise all the markets show consistent results. Pledge loan disbursed by the markets shows inconsistency. Further there are only few schemes currently available in the regulated markets which should have extended over the period of the study. The results of statistical analysis on the opinion of farmers and traders show that they are not fully satisfied with the overall performance indicators of the regulated markets. So it is imperative for the government and policy makers to take necessary steps to enhance the physical and functional performance of these markets inorder to make these markets highly efficient and competitive with the passage of time.