Chapter 1

INTRODUCTION, RESEARCH METHODOLOGY AND REVIEW OF LITERATURE
CHAPTER I

Introduction, Research Methodology and Review of Literature

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CHAPTER I

INTRODUCTION, RESEARCH METHODOLOGY AND REVIEW OF LITERATURE

1.1 An Introduction to the Readymade Garment Export Trade in India

‘Clothing’ is one of the basic necessities of human life. Clothes symbolize a measure of status to some, or just a mere necessity to others. With the advent of globalization, people have become very fashion conscious. The design, brand, quality, fabric, fit and price constitute the basic criteria for purchase of any clothing. Readymade garment is a part of the textile industry which also consists of millmade, powerloom, handloom, manmade, silk, jute, coir and woolen textiles including handicrafts and carpets. Ready-made garments/ Apparels are mass-produced finished textile products of the clothing industry. They are made from many different fabrics and yarns. Their characteristics depend on the fibers used in their manufacture. Ready-made garments are divided into Outer wear or Outer clothing and Inner wear or Under clothing. Outer clothing includes work wear and uniform, leisure wear, sportswear (e.g. suits, pants, dresses, ladies' suits, blouses, blazers, jackets, cardigans, pullovers, coats, sports jackets, skirts, shirts (short- or long-sleeved), ties, jeans, shorts, T-shirts, polo shirts, sports shirts, track suits, bathing shorts, bathing suits, bikinis etc.) where as Under clothing or Inner wear includes jersey goods, lingerie (e.g. underpants, undershirts, briefs, socks, stockings, pantyhose etc.). Most jersey innerwear consists of knitwear made from cotton or synthetic filament warp-knit goods (Dederon, nylon). Knitwear is divided into fully fashioned and cut goods fully fashioned jersey goods are produced in finished form and size with securely finished edges that is, they are a high-quality product, as the loops cannot run at the edges. Cut
jersey goods are cut from tubular knit piece goods and sewn together; they are a lower value product, as the loops can run at the edges and the fit of the garment is not as good as in the case of fully fashioned jersey goods as the knitted fabric may twist out of shape.

Readymade garments account for about half of India’s textile exports. India has seen a steady increase in the export of readymade garments in the past few years and is emerging as one of the biggest players in the international fashion arena in fabric sourcing for fashion wear. There is great demand for Indian readymade garments, all over the world. They are renowned in the international market for their durability, high quality and exquisite work. The availability of highly skilled cheap labour is one of the primary reasons for Indian garments being so economically priced other than cost effectiveness in manufacturing, abundant availability of raw materials and quick adjustments to market conditions, offering high quality at competitive prices, shorter lead times and a virtual monopoly in embellishments and handloom.

The Readymade garment / Apparel industry is the largest source of foreign exchange flow into the country with the garment exports accounting for almost 16% of the total exports of the country (2004 est). It is estimated to have around 4000 manufacturer-exporters, over 25000 domestic manufacturers and 48000 subcontractors (fabricators), with an estimated 11 lakh sewing machines and an almost equal number of ancillary and special machines. Small-scale manufacturing subcontractors (fabricators) and merchant exporters dominate the garment manufacturing industry. The technology level adapted in most garment manufacturing, small-units is
reasonably fair. The fragmented structure of the industry provides the advantage of a large pool of skilled workers in different areas of textile manufacturing, and also gives scope for entry of organized integrated textile manufacturers. The flexibility offered by India’s textile industry is of significant advantage for the apparel-fashion industry, which typically demands small lots of complex designs. India also offers flexibility in its ability to handle different materials such as cotton, wool, silk and jute, with equal skill. These advantages enable the Indian industry to produce high value customized apparel that is increasingly finding demand in several exports markets. Cotton apparel accounts for the majority of Indian apparel exports.

The share of textiles and garments exports in India’s total exports in the year 2003-04 stood at about 20%, amounting to US $ 12.5 billion. USA, EU and Canada (quota countries- i.e. upto the year 2005) accounted for nearly 70% of India's garments exports and 44% of India's textile exports. UAE (among the non-quota countries) has been the largest market for Indian textiles and garments. In the year 2003-04, UAE accounted for 7% of India's total textile exports and about 11% of India's garments exports.

India is the second largest player in the world cotton trade with about nine million hectares of cotton acreage. It is the third largest producer of cotton fibre production and ranks fourth in terms of polyester yarn and staple fibre production. The textile industry is labour intensive, which apparently is an advantage to India. It is one of the largest and most important sectors in the economy in terms of output, foreign exchange earnings and employment in India and also contributes 20% of industrial production, 9% of excise collections, 18% of employment in industrial
sector, nearly 20% to the country's total export earnings and 4% to the Gross Domestic Product (GDP) (2003 est.). The sector employs almost 35 million people and is the second highest employer in the country.

India is one of the largest exporters of yams in the international market. The industry contributes about 25% share in the world trade of cotton yarn. Indian textile industry contributes about 23% to the world spindleage and about 6% (0.5 million) to the world rotor capacity installed. It has second highest spindleage in the world after China with an installed capacity of around 40 million. Indian textile has the highest loomage in the world and contributes about 61% to the world loomage (including handlooms, which are about 3.90 million i.e. 85% of world). In terms of high-tech shuttleless looms, the contribution is only about 3% (0.02 million - 2003 est) to the world loomage. It contributes about 12% to the world production of textile fibres and yarns (including jute). It is the largest producer of jute, second largest producer of silk, third largest producer of cotton and cellulosic fibre/yarn and fifth largest producer of synthetic fibres/yarns. The industry is in close and continuous touch with the rapid technological changes taking place in the garment machinery manufacturing industry. In addition, the industry has its pulse on the consumer demands of the garment and with this end in view has been updating its machinery with finishing machines to meet such sophisticated demands.

The industry in India has developed from the level of cottage and small scale industry to an organized large scale industry using high technology from the developed countries. Textiles exports during April 2002 to February 2003 contributed Rs. 45,509 crores as compared to Rs. 41,809 crores during the previous year.
representing a growth rate of 8.85% accounting for a share of 21.31% in the total exports. The process of economic liberalization begun in the last decade has seen the industry become globally competitive—not only in terms of price, but also quality. India has become one of the world's largest exporters of yarn for every kind of application from hosiery to weaving.

India has had contacts with the region comprising the seven Emirates, which now form the United Arab Emirates, since time immemorial. People to people contacts and barter trade for clothes, pickles, silk, ivory and spices from India in exchange for dates and pearls from the region have existed for centuries. The relationship rests on firm foundations of political, economic and cultural links.

United Arab Emirates (UAE) is a federation of seven independent Emirates namely Abu Dhabi, Dubai, Sharjah, Ajman, Fujairah, Ras al-Khaimah and Umm al-Quwain. UAE is one of the booming markets in the middle-east. The UAE market is very open and competitive. During 1986-1997, world export growth recovered to 6% whereas during the same period, Indian exports grew even faster at 11.7% per year.

In this background, it would be interesting and valuable to know that:

1) What is the socio-economic profile of the United Arab Emirates?

2) What is the trend and progress of the readymade garment exports from India to the United Arab Emirates?

3) To what extent changes have been occurred in the readymade garment export trade from India to the United Arab Emirates?
4) What are the factors determining readymade garment exports from India to the United Arab Emirates?

5) What is the nature and structure of the readymade garment export business in India?

6) What are the problems pertaining to the readymade garment exports from India to UAE? And what are the problems faced by the readymade garment exporters?

This study seeks to answer some of these questions. But before doing so, it is essential to take stock on the existing literature and find out the gap if any.

1.2 Review of Literature

Darlie O Koshy in his book, "Effective Export Marketing of Apparel to the US, EU and Japan" has laid out India's foreign trade and apparel export marketing strategies with reference to the United States of America, the European Union and Japan – all major export partners of India. He has identified Europe with 48% of the world trade, America with 21% of the world trade and Asia Pacific with 21% of the world trade as the most important markets in the world. He has observed that marketing of garments to these countries requires understanding of markets in depth, import penetration, consumer psychographics, distribution flow and nature of demand. He has beautifully given a comprehensive and detailed explanation of the three major garment export markets of India (US, EU, Japan) and has stated the various areas in garment exports which need due attention, in order to increase the growth prospects. He concludes that garments constitute an important item of India's Exports and thus in order to achieve a
greater share in the important markets it is necessary to implement appropriate strategies.

Subhash Narula in his book, "India's Gulf Exports" has studied the trend of India's exports during the period of the oil price hikes of 1973-74 and 1979-80. The mid seventies witnessed two significant developments in the economy of India; firstly the oil price shock and secondly, the increase in exports to the oil producing countries. He has stated that with a rise in the oil exporting countries' demand for practically everything, they provided India with a highly potential market in her neighbourhood. He has picked up 1966-67 as the starting point for his analysis related to India's exports in terms of pace, nature and composition, mainly dealing with the demand side of commodity exports. He has concluded that due to the interdependence factor between India and the Gulf countries, a good scope exists for furthering mutual relationship. Attempts to explore the prospects of large scale Gulf investments in India have to be initiated on a wide spectrum. He has cited that during the period 1966-67, the Gulf countries merely had a share of 3% in India's exports but by 1975-76, they contributed to 13.7% of India's exports which proved that exports to the Gulf countries were indeed very favourable for India and that substantial reformulation of India's trade policy is the need of the hour. He further states that the Gulf economies are very high income economies with a large import demand. Comparatively the per capita income and liberal import policy are much different from East European countries, thus making them potentially lucrative contenders for bilateral trade.
In “Dynamics of India’s Textile Economy: Towards a Pragmatic Textile Policy”, K.D.Saxena has undertaken a comprehensive analysis of the growth of mills, powerlooms and handloom sectors of India’s textile industry with special reference to Cotton, Jute, Silk and Wool. He has concentrated on all the important aspects of the textile industry such as capacity utilization, production, productivity and employment generation in public, private and cooperative sectors, regional patterns of growth of mills, powerlooms, handlooms, cloth and yarn production and sickness in Textile Mills, changing consumption patterns of textiles in urban and rural areas, changing patterns of demand, consumption and availability of natural and man made fibres and behavior of prices of textile fibres, yarns and fabrics thus bringing to light the need for a much more practical textile policy to be initiated and implemented.

P.V. Deolalkar in his doctoral thesis titled, “Textile Industries in India” (1927) studied the textile industry of India, in depth. He has concentrated on all the minute details pertaining to the textile mills and the detailed documentation necessary, during that period. The study highlighted the importance of textiles to the economy of India which was still under the British rule. A glimpse of the prevalent labour conditions and the role of the Bombay Textile Labour union and the Central Textile Labour union during that era has been resourcefully bought forward. An in-depth empirical study of Cotton, Silk, Jute and Wool has been impressively carried out. He has also elaborated on the efficient use of the raw materials and the cost advantage with regards to cotton and other easily available components for the growth of the textile industry.
G.S. Iyer in his doctoral thesis titled “Origin, Growth and Structure of the Textile Industry in Eastern India” (1985) has analyzed the structure and origin of the textile industry in Eastern India (West Bengal). He has paid special attention to the competition factor from the powerlooms and synthetics with respect to cotton. He has stressed on the inadequate cost systems, managerial obsolescence, inadequate market research and the high manpower and low workload scenario of the textile industry in Eastern India. He has also expressed the Industry’s preference for sheltered and protected economy and unwillingness to venture into new areas of production and processing. The textile industry represents the largest segment in the organized sector giving direct employment to about 15% of the total industrial labour in the country and thus he strongly feels that positive action needs to be taken by the government in order to facilitate the growth and the smooth flow of this industry.

In “The Textile and Clothing Industry of Bangladesh in a Changing World Economy”, Sadequl Islam has discussed the implications of international trade policy regimes governed by the Agreement on textiles and clothing and trade policy instruments of major trade blocs for international trade in textiles and clothing with reference to Bangladesh. He has stated that apparel exports from Bangladesh are more concentrated in terms of categories and markets as compared to India and China. Thus diversification towards women’s apparel would prove beneficial in the long run. Also, industrial and trade policy instruments will not be credible or effective under a chaotic and corrupt regime hence the organizations outside the government must actively monitor the formulation and implementation of government trade and industrial policy
instruments. He concludes that any substantial devaluation of the Bangladeshi ‘Taka’ is unwarranted as compared to countries like South Korea, Malaysia, Indonesia and Thailand, who have improved their competitive positions in apparel exports because of currency devaluations after the financial crisis in East Asia. He has suggested that Bangladesh must continue its efforts to open up India’s markets for garments from Bangladesh through bilateral negotiations.

V. S. Raghavan in his doctoral thesis titled “Development of India’s Export Policies and Programmes” (1962) has traced the importance of foreign exchange as a major limiting factor during the initial stages of a country’s economic growth. He has concentrated on the impact of the export promotion measures by the Government of India, on the exports of the country. He has studied the prospects of promoting exports and the effectiveness of the policies pursued by the government of India towards export promotion. Rectification of the balance of payments and stability in the payment position constitutes the main feature of his study. The import requirements and the repayment obligations by the end of 1970-71 were estimated around Rs.1300 -1400 crores p.a. which eventually pointed to the magnitude of export efforts India needed. He thus conducted an analytical study of the first and second Five Year Plan and provided various insights for the success of the third Five Year Plan which includes the Governments contribution towards resourceful policy implementation and appropriate analysis of the export promotion measures.

Mohamed Shihab, in his book “Economic Development in the UAE” has beautifully described the transition of United Arab Emirates from one of the least
developed countries to almost one amongst the most developed countries of this decade. He has stated how UAE has embraced resource based industries as a development strategy based on utilization of natural resources considering the abundance of natural resource endowments the country is gifted with. According to him, the UAE is a very wealthy country, mainly due to its modest population base and huge oil resources. The large budget surplus achieved has enabled the UAE to accumulate a sizeable current account balance, held mainly by the governments of the individual emirates and partly by other private establishments. He has concluded that the successful implementation of human development policy in the UAE, hand in hand with industrialization, urbanization and modernization, is one of the rare examples of a country which has successfully used income from its huge natural resources for its long-term development over a very short period.

The “United Arab Emirates Yearbook” published by the Trident Press in association with the Ministry of Information and Culture, Abu Dhabi, UAE, is an illustrative research work stating the quality of progress in the United Arab Emirates. It includes the history and traditions, the government and foreign affairs, the economic and social development, the infrastructure, environment, wildlife, sports and the various yearly events. The data stated in the book has been collected from the reliable departments and government organizations making it a resourceful guide for an in depth study of the United Arab Emirates.

Numerous studies on the export of textiles from India to other developed nations have been conducted. However a study specifically on the export of
Readymade Garments from India to the United Arab Emirates, the trade relation between India and the Gulf countries and a comprehensive study on the important categories of readymade garment exports from India to UAE has not been undertaken. An analytical pattern of trade in selected readymade garments to U.A.E, throws light on India’s competitive position and highlights the problems experienced in their exports. This study is a sincere attempt to put forward the export scenario of the readymade garment industry with special reference to the United Arab Emirates, during the period 1991 to 2003.

1.3 Objectives of the study

The object of this research is to study the Readymade Garment Industry, in India with special reference to exports to the United Arab Emirates, in the post liberalization period that is from the year 1991 – 2003. The starting year marks the beginning of a well defined period, both in India’s political and economic history. In the post liberalization era, the readymade garment sector of India assumed an altogether new place in the programme of industrialization and economic development.

The following are the main objectives of the present study:

1) To study and have an overall review of the exports of India.
2) To study and assess the readymade garment export trends and progress, from India to the United Arab Emirates (UAE) during the post liberalization period.
3) To study the export promotion measures taken by the government to promote readymade garment exports over a period of time.
4) To identify the factors influencing readymade garment exports from India to
the United Arab Emirates.

5) To assess the nature and structure of readymade garment export business in India.

6) To study and analyze the problems of readymade garment business in India as well as readymade garment exporters.

7) To suggest ways and means to improve the competitive position of the Indian readymade garments and to boost up its exports.

1.4 Assumptions

1) Socio-economic profile of the United Arab Emirates is changing fast.

2) The trend and progress of Readymade Garment Export from India to UAE is upward and positive.

3) The change in Readymade Garment export from India to UAE is progressively moving upward.

4) There exist multiple factors determining readymade garment export from India to UAE.

5) The nature and structure of readymade garment export is simple but the documentation involved is complex.

6) Readymade Garment Exporters face numerous problems, to deal with which there are a number of authorities and promotional councils.
1.5 Significance and Rationale of the Study

An investigation into the Indo- UAE readymade garment trade and related areas is of profound significance to any policy formulating endeavor which seeks to understand, promote and facilitate the participation of readymade garment exporters in the economic sphere. It is this broad objective towards which this research study is addressed and directed.

This study aims to facilitate the Policy Makers at the central government and state government level in India since, their policies reflect on the per capita income, national income, foreign investments and economic / industrial / infrastructural development of the country. The study is an effort to throw light upon the status of the readymade garment industry with reference to exports to the United Arab Emirates, the status of exports in the past and how it has progressed over a period of time (1992 to 2003).

This study will help the business communities and entrepreneurs to ascertain their limitations in different functional areas of business such as planning, administration, production etc, so that they can review and mould their business strategies in the era of globalization which calls for increase in the volume as well as returns pertaining to readymade exports. The study will enable the entrepreneurs (garment exporters) to expand their business in a competitive environment considering all the prospects and constraints associated with the trade.

The study is of significance to the society since it will help in human resources that is, generating employment opportunities to the skilled, semi skilled and unskilled citizens thereby increasing the standard of living, update the agriculturists on the new trends in agriculture and produce of raw materials for the processing of
textiles and other accessories, initiate more of the special economic zones and moreover increase the national income of the country.

1.6 Research Methodology

The study refers to the readymade garment’s export situation in the post liberalization period. The data for the study has been collected largely by desk research and some field research.

1.6.1 The Problem / Questions of Study

1) What is the socio-economic profile of the United Arab Emirates?
2) What is the trend and progress of the readymade garment exports from India to the United Arab Emirates?
3) To what extent changes have been occurred in the readymade garment export trade from India to the United Arab Emirates?
4) What are the factors determining readymade garment exports from India to the United Arab Emirates?
5) What is the nature and structure of the readymade garment export business in India?
6) What are the problems pertaining to the readymade garment exports from India to UAE? And what are the problems faced by the readymade garment exporters?

This study seeks to answer some of these questions. But before doing so, it is essential to take stock on the existing literature and find out the gap if any.
1.6.2 **Scope of the Enquiry**

The study attempts to examine the trends, progress, influencing factors and problems pertaining to readymade garment exports from India to the United Arab Emirates. The term ‘Readymade Garment’ includes a large variety of clothing, but since the trade in garments on any significant scale is confined to relatively few, only the two and four digit harmonized codes (HS codes) are selected for coverage.

This study highlights the economic aspects of exports for the selected garments, the difficulties that are being faced by manufacturers in production, finance, marketing, sourcing, packing, handling, transportation, seasonal changes, price fluctuations, changes in international trade tariff's, taxes and regulations from time to time. It also highlights the difficulties faced by exporters in marketing and maintaining quality as per the varying requirements of the importing countries and complying with the procedures and formalities of export. An attempt has also been made to study the various incentives offered by the government to the exporters and its yield in enhancing the foreign exchange reserves. The role and impact of trade institutions and official agencies in assisting the manufacturers, traders and exporters has also been studied. The study analyses the trend of readymade garment exports for twelve years of the post liberalization period i.e 1991 to 2003, as this period has bought about a significant change in the economic development of India. The study will help us identify the factors influencing garment exports and to ascertain the reasons for the unsatisfactory performance of exports as compared to other readymade garment exporting countries.
1.6.3 Selection of Areas for Study

The present study is restricted to Mumbai in Maharashtra, India for the purpose of manufacturing, production and exports. Mumbai has been selected because of the concentration of the garment production units, exporter’s offices and warehouses located in this area. Mumbai serves as an important economic hub of the country, contributing 10% of all factory employment, 40% of all income tax collections, 60% of all customs duty collections, 20% of all central excise tax collections, 40% of India’s foreign trade and 40 billion Rupees (US$ 9 billion) in corporate taxes. Mumbai’s per-capita income is Rs.48,954 (2007 est.) which is almost three times the national average. Until the 1980s, Mumbai owed its prosperity largely to textile mills and the seaport, but the local economy has since been diversified to include engineering, diamond-polishing, healthcare and information technology.

Mumbai, the financial and commercial capital of the country, is a city from where large quantities of ready-made garments are exported, apart from Delhi, Bangalore, Chennai, Jaipur and Tirupur. Thus, Mumbai easily fits in to be a representative of the ready-made garment situation faced by the manufacturers and exporters in other regions and hence a study of this is likely to be indicative of the problems faced by exporters in the other parts of the country.

This research work highlights the ready-made garment export trade between India and the United Arab Emirates. The United Arab Emirates is a constitutional federation of seven emirates; Abu Dhabi, Dubai, Sharjah, Ajman, Umm al-Qaiwain, Ras al-Khaimah and Fujairah.
1.6.4 Period of Study

The present study highlights the exports of readymade garments from the last twelve years, 1991 to 2003. The process of economic liberalization begun in the last decade has seen the industry become globally competitive not only in terms of price, but also quality. India embarked on a series of economic reforms in 1991 in reaction to a severe foreign exchange crisis. Those reforms have included liberalized foreign investments and exchanged regimes, significant reductions in tariffs and other trade barriers reform and modernization of the financial sector, and significant adjustments in government monetary and fiscal policies. India’s trade has increased significantly since reforms began in 1991, largely as a result of stage tariff reductions and elimination of non tariff barriers. Since the post liberalization period, several large private enterprises have entered into joint ventures with foreign firms. These strategic alliances include considerable foreign direct investment, technology transfers and brand licensing. They provide useful insights into the ways in which the Indian Clothing and textile industry is being reshaped by the country’s liberal economic policies and increasing globalization.

1.6.5 Sources of Data

For the present research work, all the sources available for the purpose have been tapped. An attempt has been made to collect authentic data by way of comprehensive questionnaire meant for readymade garment manufacturers, 100% export manufacturers, merchant exporters and indent houses.
(A) **Field Study**

A Field study was conducted which consisted of comprehensive discussions through structured interview schedules. 51 Readymade Garment Manufacturer Exporters, 35 Merchant Exporters, 13 Sub-Contracting Manufacturers and 3 Indenting agents, all from Mumbai, were given the structured schedule and were taken into full confidence while answering the questionnaire as well as discussing the factors contributing or inhibiting the readymade garment export trade of India to the United Arab Emirates. Discussions were also held with Joint / Regional Directors of various Trade organizations, Clothing Associations, Export Promotion Councils and Forwarding agents.

(B) **Data Collection**

The primary data has been supplemented by secondary data which is collected from published literatures available such as:

- The reports and records of the Apparel Board and its various publications
- The report by the Government of India such as RBI bulletin, Center for Monitoring Indian Economy (CMIE),
- The publications of the Apparel Export Promotion Council
- The publications of Clothing Manufacturer’s Association of India (CMAI)
- The various books on Textile and Apparel exports, Foreign trade and various journals such as Economic and Political weekly, Apparel etc have provided a lot of information regarding the subject.
- The various newspapers and business magazines such as the Economic times, The Times of India, Indian Express, Financial Times
- The relevant websites on the Internet have provided me with exquisite
information which would be very difficult and time consuming to attain otherwise.

> Unpublished research works have also been a valuable source of information.

All these sources are acknowledged at the end of this study. The analytical study, based on facts and figures published by the official bodies strongly relies on the data available at present. Therefore an attempt is made to absorb the relevant information in an effective manner in order to obtain a sequence.

### 1.6.6 Statistical Tools used for the Analysis of Data

This study is descriptive in nature and the relevant data is subjected to only the simplest statistical tools when called for. The below mentioned statistical tools have been used in this research study;

1. Regression & Correlation
2. Percentage
3. Pie Diagram
4. Pareto Analysis
5. Bar Diagram
6. Scatter Diagram

### 1.7 Limitations of the Study

The present study has faced certain limitations, during the course of research, which are as follows;

1. Primary data has been collected from a presumed representative sample of
manufacturers, traders and exporters involved in the production of the readymade garment selected.

2. The secondary data has been collected from the various published reports of various agencies and the authenticity of the data lies with the agency supplying the information.

3. The secondary data relates to the 12 year post liberalization period, that is from the year 1991 to 2003.

4. Manufacturers and traders do not understand the importance of maintaining data regarding costs, outputs, prices etc hence these details are not easily available. Exporters also lack up-to-date records and where such records exist, there is a reluctance to give the records for fear of revealing confidential information.

5. Wherever the information required was not forthcoming due to its non availability, confidential nature or reluctance of the original sources, other sources have been approached for the same.

6. Documentation pertaining to exports change almost every year. The documents mentioned in this study may not be in use now, however they were mandatory during the period 1991-2003.

7. An important problem faced is the lack of available literature on the subject. Attempts have been made to collect information from the trade journals, government publications, publications of the Apparel Export Promotion Council, published and unpublished works etc. Many times the required information is not available even from these sources. It has also not been possible to bring all data up-to-date in view of various limitations. Non availability of uniform statistical data for the selected garments and country, is another problem.
1.8 **Scheme of the Study**

The present research study is divided into Seven chapters. The scheme of chapterization is as follows:

**Chapter I - Introduction, Research Methodology and Review of Literature**

This chapter deals with introduction, review of literature and research methodology of the study which includes objective of the study, assumption and significance of the study. The research methodology covers the basic research questions, scope of the study, study areas and period of the study. Furthermore, this chapter also includes sources of data, statistical tools, techniques used and finally, the scheme of the study is given.

**Chapter II - Profile of the United Arab Emirates**

This chapter deals with the profile of United Arab Emirates. The profile includes introduction to the seven emirates, political and judicial system of the UAE Government, topography and demographic features, economic overview of the United Arab Emirates, industries and business opportunities.

**Chapter III - Trends and Progress of Readymade Garment Exports from India to the United Arab Emirates**

This chapter assesses the trends and progress of readymade garment exports from India to the United Arab Emirates during the post liberalization period which includes trends and progress of traditional and non-traditional exports of India, readymade garment export of India to the world and to UAE.
Chapter IV – Nature and Structure of Readymade Garment Export business in India

This chapter is an interpretation and analysis of the research study based on field work and a questionnaire prepared for the study. It includes the production procedure in the readymade garment export firm, types of machinery used in readymade garment manufacturing / export firm, documentation for the exports of readymade garments from India to the UAE, organizational nature and structure of the readymade garment export business in India.

Chapter V - Factors influencing Readymade Garment Exports from India to the United Arab Emirates

This chapter analyses the important factors that influence readymade garment exports from India to the United Arab Emirates.

Chapter VI - Problems and Prospects related to Readymade Garment Exports from India to the United Arab Emirates

This chapter studies the problems and prospects experienced by various garment export organizations and agencies including the manufacturers, traders and exporters at various stages. It also highlights the potential for growth of readymade garment exports from India to the United Arab Emirates.

Chapter VII - Summary of Conclusions and Suggestions

This chapter summarizes the findings of the study and makes suggestions for increasing the Indo-UAE commerce in Readymade garments.