

# TABLE OF CONTENTS

Contents	Page. no.
<b>List of Tables</b>	v
<b>List of Graphs/Charts</b>	viii
<b>Chapter I Introduction, Nature &amp; Scope of the Study</b>	
1.1 Introduction.....	2
1.2 Wholesale Grocery Business.....	3
1.3 City of Pune- Profile and Developments.....	3
1.4 Wholesale Grocery Business in Pune City.....	4
1.5 The Poona Merchants Chamber .....	4
1.6 Statement of the Problem.....	5
1.7 Relevance of the Study.....	5
1.8 Objectives of the Study.....	6
1.9 Justification of the Objectives.....	7
1.10 Statement of the Hypothesis.....	7
1.11 Scope of the Study.....	7
1.12 Limitations of the study.....	8
1.13 Research Methodology and Sources of data.....	8
1.14 Population and Sample.....	9
1.15 Analysis & Interpretation of Data.....	10
1.16 Testing of Hypothesis.....	10
1.17 Findings & Interpretations.....	10
1.18 Scope for further Research.....	11
1.19 Epilogue.....	11
<b>Chapter II Review of Literature</b>	
2.1 Introduction.....	12
2.2 Concept of Business and related terms.....	12
2.3 Concept of Trade Associations and Chambers of Commerce.....	16
2.4 Basic Objectives of Chambers of Commerce in various countries.....	18
2.5 Role of Chambers of Commerce in the Modern Economy.....	19
2.6 Finances of Chambers of Commerce.....	20
2.7 Services given and functions performed by Chambers of Commerce.....	22
2.8 Constitution and Organisation of Chambers of Commerce.....	24
2.9 Chambers of Commerce as Central organisations representing business.....	25
2.10 Lines of Development open to Indian Chambers of Commerce.....	27
2.11 Origins of Chambers of Commerce and Trade Associations in the world.....	28
2.12 Origins of Chambers of Commerce and Trade Associations in India....	29
2.13 Chambers of Commerce and Trade Associations in the state of Maharashtra.....	30
2.14 Chambers of Commerce and Trade Associations in Pune city.....	32
2.15 Other Literature on Chambers of Commerce in India.....	35
2.16 Insights gained.....	35
2.17 Research Gaps identified.....	36
2.18 Summary.....	36

### **Chapter III Profile of the Wholesale Grocery Business in Pune City**

3.1 Introduction.....	38
3.2 Wholesale Grocery Business- Concept.....	38
3.3 City of Pune : Profile and Developments.....	39
3.4 Wholesale Grocery Business in Pune city.....	46
3.5 Structure of the Grocery Business.....	46
3.6 Intermediaries in the Wholesale Grocery Market.....	48
3.7 Regulatory Framework of the Wholesale Grocery Business in Pune city.....	49
3.8 Major Commodities traded in Pune's Wholesale Grocery business.....	56
3.9 Wholesale Grocery Market in Pune city.....	57
3.10 Methods of sale in Wholesale Grocery Market.....	57
3.11 Quantity, Price and Turnover of various Grocery items in recent years...	58
3.12 Recent Trends affecting the Wholesale Grocery Business in Pune city..	61
3.13 SWOT analysis of the Wholesale Grocery Business of Pune city.....	63
3.14 Conclusion.....	66

### **Chapter IV Organisation and Working of Poona Merchants Chamber**

4.1 Introduction.....	67
4.2 Achievements of Poona Merchants Chamber.....	67
4.3 Objectives of Poona Merchants Chamber.....	68
4.4 Affiliation of Poona Merchants Chamber.....	68
4.5 Associations affiliated with Poona Merchants Chamber.....	69
4.6 History of Poona Merchants Chamber.....	69
4.7 Membership of Poona Merchants Chamber.....	71
4.8 Organisation structure of the Poona Merchants Chamber.....	73
4.9 Committees of Poona Merchants Chamber.....	77
4.10 Stakeholders of Poona Merchants Chamber.....	88
4.11 Functions & Activities of Poona Merchants Chamber.....	89
4.12 Conclusion.....	112

### **Chapter V Special Initiatives of Poona Merchants Chamber**

5.1 Introduction.....	113
5.2. Organisation of annual State-level Conference.....	114
5.3 Guidance to other Trade Associations of Maharashtra.....	115
5.4 The Poona Merchants Chamber and the 'Dalals' or commission agents in the wholesale grocery business.....	116
5.5 Distribution of Award for Ideal Businessman 'Adarsh Vyapari Uttam Puraskar'.....	116
5.6. Distribution of Award for 'Ideal Reporter 'Adarsh Patrakar Puraskar'....	118
5.7. The 'LadooChivda' Program.....	118
5.8 The Poona Merchants Chamber Relief Fund.....	124
5.9 Felicitation of meritorious children of members, 'hamaals' and female workers.....	127
5.10 The Poona Merchants Chamber and ISO-9001-2008 certification.....	128
5.11 Conclusion.....	131

## **Chapter VI Research Methodology**

6.1 Introduction.....	132
6.2 Review of Secondary data.....	132
6.3 Need for Primary data.....	132
6.4 Research Methodology and Sources of Data.....	133
6.5 Population and Sample.....	136
6.6 Statistical Tools used.....	140
6.7 Conclusion.....	141

## **Chapter VII Analysis & Interpretation of Data**

7.1 Introduction.....	142
7.2 Analysis of data collected from the questionnaire for the Member-traders of Poona Merchants Chamber.....	143
7.3. Testing of Second Hypothesis.....	181
7.4. Initiatives undertaken by Poona Merchants Chamber for improving the structure and systems of wholesale grocery business in Pune city.....	182
7.5 Analysis of data collected from the questionnaire for the Stakeholders of wholesale grocery business of Pune city.....	207
7.6 Testing of First Hypothesis.....	214
7.7 Problems faced by Poona Merchants Chamber.....	214
7.8 Conclusion.....	216

## **Chapter VIII Findings, Suggestions & Conclusion**

8.1 Introduction.....	217
8.2 General Findings.....	217
8.3 Findings regarding the functions of Poona Merchants Chamber.....	219
8.4 Findings regarding the Opportunities and Challenges in the Wholesale grocery business in Pune city.....	230
8.5 Challenges/ Problems before the Poona Merchants Chamber.....	232
8.6. SWOT analysis of Poona Merchants Chamber.....	232
8.7 Findings regarding the contribution of Poona Merchants Chamber for improving the structure and systems of wholesale grocery business in Pune city.....	234
8.8 Findings from the survey of Stakeholders of the Poona Merchants Chamber.....	235
8.9 Problems faced by the Poona Merchants Chamber.....	237
8.10 Observations of the researcher regarding the Best Practices of Poona Merchants Chamber.....	239
8.11 Suggestions to the Poona Merchants Chamber.....	240
8.12 Suggestions to the government/ Agricultural Produce Marketing Committee, Pune.....	254
8.13 Suggestions regarding certain business terms used in the wholesale grocery business in Pune city.....	259
8.14 Future of the Research Work.....	259

## Appendices

a. Bibliography.....	1
b. Webography.....	2
c. Researcher's letter of suggestions given to Poona Merchants Chamber.....	3
d. Researcher's letter of suggestions for 'VanijyaVishwa'.....	6
e. Letter given by Poona Merchants Chamber regarding acceptance of researcher's suggestions.....	7
f. List of local business terms used in wholesale grocery business of Pune city.....	8
g. Letters regarding the business terms submitted to Commerce Colleges.....	13
h. Questionnaire for members-traders of Poona Merchants Chamber-English	17
i. Questionnaire for members-traders of Poona Merchants Chamber-Marathi	23
j. Questionnaire for stakeholders of wholesale grocery business.....	30
k. Lead Questions- Office Bearers.....	32
l. Lead Questions- Dr. Baba Aadhav.....	33
m. Lead Questions- Mr.Suryakant Pathak.....	34
n. Lead Questions- Adv. Subhash Kiwade.....	35
o. Lead Questions- Awardees 'Adarsh Patrakar Puraskar'.....	36
p. Lead Questions- Awardee 'Adarsh Vyapari Uttam Puraskar'.....	37
q. Lead Questions- Mr.Vitthal Maniyar and Mr.Ishwarsheth Chordiya.....	38
r. Memorandum and Articles of Association of Poona Merchants Chamber...	39
s. Feedback form given by Chamber to members as part of ISO certification.....	43