APPENDICIES

APPENDIX-I

QUESTIONNAIRE NO: - 1
(For Individual Farmer)
Grape exporter

1) Name of the farmer:
2) Address:
3) Total cultivated area (Acres):
4) Area under irrigation (Acres):
5) Source of irrigation: (Canal / Well / Other if any)

6) Cropping pattern:

<table>
<thead>
<tr>
<th>Perennial Crops</th>
<th>Seasonal Crops</th>
<th>Cash Crop / Other</th>
</tr>
</thead>
<tbody>
<tr>
<td>Name of the Crop</td>
<td>Area (Acres)</td>
<td>Name of the Crop</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

7) Are you growing cash crop?
   If yes:-

<table>
<thead>
<tr>
<th>Name of the crops</th>
<th>Area (Acres)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>
8) Information about machines and machinery:

<table>
<thead>
<tr>
<th>Name / Type of machinery</th>
<th>Purpose of Use</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

9) Are you talking finance from financing agency?
   If yes,
   a) Name of the agency
   b) Type of loan (Short / Medium / Long)
   c) Amount borrowed:
   d) Purpose of loan:

10) What kind of fertilizers/pesticides do you use for grape crop?

<table>
<thead>
<tr>
<th>Sr.No</th>
<th>Variety of Fertilizer/Pesticides</th>
<th>Insert (V)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Water Soluble Complex</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Urea</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Solid Complex</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Manure</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Compost</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>Monocrotophast</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>Dichloroform</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>Ininecglifeed</td>
<td></td>
</tr>
</tbody>
</table>
Q11). What is the production per hectares of grapes harvested?

<table>
<thead>
<tr>
<th>Sr.No.</th>
<th>Range of Production/ha</th>
<th>Insert (✓)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>3 to 5 Tons</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>5 to 6 Tons</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>6 to 7 Tons</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>7 to 8 Tons</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Below 5 Tons</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>Above 8 Tons</td>
<td></td>
</tr>
</tbody>
</table>

Q12) With whom do you consult for exporting of produce?

<table>
<thead>
<tr>
<th>S. No</th>
<th>Name of Party</th>
<th>Insert (✓)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Private Parties</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Government Parties</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Self</td>
<td></td>
</tr>
</tbody>
</table>

Q13) Where do you sell your product?

Local          National          International
Q14) Whom do you find most co-operative in helping you in Export marketing of your produce?

1 Friends & Self Knowledge  
2 Govt. Agents  
3 Private Agents  
4 Fellow Farmers

Q. 15) How much Knowledge you have about export procedures?

<table>
<thead>
<tr>
<th>Sr.No.</th>
<th>Knowledge of Export</th>
<th>Insert (✓)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Complete</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Good Knowledge</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Manageable Knowledge</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Little Knowledge</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>No Knowledge</td>
<td></td>
</tr>
</tbody>
</table>

Q.16) Do you find that in export you get better rates than in local market?

Yes  No

Q17) Who helps you in export procedure?

<table>
<thead>
<tr>
<th>Sr.No.</th>
<th>Party</th>
<th>Insert (✓)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Private</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Government</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Self</td>
<td></td>
</tr>
</tbody>
</table>
Q18) What parameters in the cultivation are necessary to make your product of exportable quantity?
Residue Percentage                      Acidity factors                 Sugar Percentage
Chemicals in Produce Freshness                 Size & shape
Packing in Eco-friendly material

Q.19) Whom do you approach for payment guarantee from international parties?
Directly Party (Customer)                Exporting Agent (Private)
Exporting Agent (Govt)                     Government Officials
Fellow Farmers

Q.20) To which of the countries do you export your produce most?

<table>
<thead>
<tr>
<th>Sr.No.</th>
<th>Name of the Country</th>
<th>Please tick</th>
<th>Sr.No</th>
<th>Name of the Country</th>
<th>Insert (v)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>United Kingdom</td>
<td>9</td>
<td>9</td>
<td>Vietnam</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Netherlands</td>
<td>10</td>
<td>10</td>
<td>Thailand</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>France</td>
<td>11</td>
<td>11</td>
<td>Malaysia</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Russia</td>
<td>12</td>
<td>12</td>
<td>Hong Kong</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Ukraine</td>
<td>13</td>
<td>13</td>
<td>South Korea</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>Indonesia</td>
<td>14</td>
<td>14</td>
<td>Japan</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>Philippines</td>
<td>15</td>
<td>15</td>
<td>UAE</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>Singapore</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Q14. What amount of profit do you get from export when compared to local market selling?

<table>
<thead>
<tr>
<th>Sr.No.</th>
<th>Profit over local price per kg.</th>
<th>Please tick</th>
<th>Sr.No.</th>
<th>Profit over local price per kg.</th>
<th>Insert (✓)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Upto Rs. 100</td>
<td></td>
<td>4</td>
<td>Rs. 250 - 300</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Rs. 150 - 200</td>
<td></td>
<td>5</td>
<td>Rs. 300 - 400</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Rs. 200 - 250</td>
<td></td>
<td>6</td>
<td>Rs. Over 400</td>
<td></td>
</tr>
</tbody>
</table>

Q.15) What kind of storage facility you use for your produce?

- Private
- Co-private
- Government

Q16. According to you, what policy should government of India adopt to protect our agriculture sector?

<table>
<thead>
<tr>
<th>Sr.No.</th>
<th>Type of policy</th>
<th>Insert (✓)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Subsidies</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Import Duties</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Export Duties</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Research &amp; Development</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Marketing Information</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>Free Trade Agreement</td>
<td></td>
</tr>
</tbody>
</table>
APPENDIX-II

QUESTIONNAIRE NO: - 2
(For Private Agents)

1) Name of the agency: -

2) Year of establishment: -

3) Organizational set up: -

4) Name of the chief executive: -

6) How long is his experience in the export marketing of agril produced?

7) What is the role of your agency in export marketing?

8) What is your marketing network in India and Abroad?

9) Details about the procedure adopted?

10) Which agril produce you are exporting and to which country?

11) Do you require some license from state and central govt. for export purpose?

   Yes [ ]  No [ ]

12) What is the procedure for getting the license?

13) Do you require some guidance from govt. agencies?

   Yes [ ]  No [ ]
14) What is the role & attitude of foreign govt. as well as agencies with regards to Indian agril produce?

15) How payments are discharged to the farmers?

16) What is the attitude of Indian farmers towards exports?

17) What is the share of Indian agril produce in international market? Is it satisfactory?

18) Do you think that there is a lot of potential for Indian agril produce in international markets? How & why?

19) What is your experience about the quality of Indian produce?

Q20) What kind of help and facilities you are providing to the farmers and exporters?

<table>
<thead>
<tr>
<th>Sr.No.</th>
<th>Types of facility</th>
<th>Insert ( √ )</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Research &amp; Developments</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Marketing Information System</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Extension Services</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Storage</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Processing</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>Providing Knowledge of Exports</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>Providing Timely Financial Facility</td>
<td></td>
</tr>
</tbody>
</table>

Q21) Do you find WTO an obstacle for the Indian farmers, especially grape growers?

Yes    No
APPENDIX-III

QUESTIONNAIRE NO: - 3
(For Govt.Agencies)

Name of the agency:
Address:
Year of establishment:

Q.1) Engaged in the export of what type of agril produce?

Q.2.) What is your modus operandi?

Q.3.) How you differ from the private agency?

Q.4) What precautions are to be taken by the grape growers under the globalized world market?

<table>
<thead>
<tr>
<th>Sr.No</th>
<th>Precautions</th>
<th>Insert ( √ )</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Quality parameters</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Timely supply</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Understanding global customers</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>International standards</td>
<td></td>
</tr>
</tbody>
</table>

Q.5) Do you find farmers enthusiastic to go for export products in your area?

YES                                       NO