CHAPTER - V

SUMMARY OF FINDINGS, SUGGESTIONS AND CONCLUSION
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This chapter deals with the summary of findings, suggestions and conclusion which have been arrived from this study.

MAIN FINDINGS

The following are the main findings of the study.

1. The association regulates the business of lorry transport companies in Sankari by making them to carry the minimum level of load for fair rate of carriage.

2. The amount of gross profit of SLOA, Sankari shows an increasing trend from the year 2002-03 to 2004-05. The amount of gross profit of SLOA, Sankari was Rs.93.03 lakhs in the year 2000-01 which was increased to Rs.1.065 crores in the year 2001-02. But it was decreased to Rs.96.01 lakhs in the year 2002-03 and it was increased to Rs.1.48 crores in the year 2003-04 and again it was increased to Rs.2.17 crores in the year 2004-05. It shows that there is an improvement in the overall profitability of the SLOA, Sankari.
3. The amount of net profit of SLOA, Sankari in the year 2001-02 was very high Rs.62.68 lakhs when compared with other 4 years. The amount of net profit of SLOA, Sankari was Rs.24.70 lakhs in the year 2002-03 which was increased to Rs.28.66 lakhs in the year 2003-04 and again it was increased for Rs.60.79 lakhs in the year 2004-05.

4. The sales of diesel of the association was increased from Rs.45.39 crores in the year 2000-01 to Rs.55.50 crores in year 2004-05 within 5 years. The sales of Diesel was increased by more than Rs.10 crores.

5. The sales of petrol of the association was increased from Rs.34.64 crores in the year 2000-01 to Rs.64.47 crores in the year 2004-05. The sales of petrol of the association was increased by nearly Rs.30 crores during the study period.

6. The sales of oil of the association was increased from Rs.32.38 crores in the year 2000-01 to Rs.50.66 crores in the year 2004-05. The oil sales of the association was increased by nearly Rs.20 crores during the study period.

7. The sales of grease of the association was increased from Rs.0.55 crores in the year 2000-01 to Rs.1.06 crores in the year 2004-05. It
shows that the sales of grease of the association was increased by nearly Rs.0.50 crores during the 2000-01 to 2004-05.

8. The sales of other accessories of the association was increased from Rs.0.40 crores in the year 2000-01 to Rs.1.21 crores in the year 2004-05. It shows that the sales of other accessories of the association was increased by nearly 0.75 crores during in the year 2000-01 to 2004-05.

9. The sales of automobile spare parts of the association was increased from Rs.0.95 crores in the year 2000-01 to Rs.3.52 crores in the year 2004-05. It shows that the sales was increased by more that 2.50 crores during the study period of 5 years.

10. It shows that more net profit year 2001-02 showed an increased productivity of SLOA, Sankari. So operating expenses of the SLOA, Sankari is very less in the year 2001-02 but it is very high in the year 2000-01 because of lesser amount of Net profit in that year. But in the year 2004-05, there is an increase in the amount of net profit which leads to less operating expenses of SLOA, Sankari.

11. The amount of share capital of SLOA was stood at Rs.1.2134 crores in the year 2000-01 which was increased to Rs. 1.84 crores
in the year 2001-02 and to Rs.2.08 crores in the year 2002-03 to Rs.2.37 crores in the year 2003-04 and again increased to Rs.2.978 crores in the year 2004-05. This shows greater improvement and progress in the affairs of the SLOA, Sankari.

12. The number of members of the association is increasing from 1050 in the year 2001 to 1620 in the year 2005.

13. The number of workers working in the association are 50 in the year 2001 and increased to 81 in the year 2005. So association provides more employment opportunities to the public.

14. The number of lorries owned by the members of the association increasing from 6000 in the year 2001 to 9000 in the year 2005.

15. The association has 3 petrol and diesel bunk at present.

16. It has also 3 oil stores; one automobile spares stores at present including telephone booth and Xerox store.

17. The association introduced accident insurance policy. The members are getting more benefit from this insurance policy. This policy is applicable only for below 70 years old members. The maximum amount of the policy is Rs.2 lakhs. Any one of the members is affected by the accident, the policy amount of Rs.1 lakh is used for medical expenses.
18. The surplus (net profit) of the association is fully utilized for development and progress of the association.

19. It provides various assistance to its member transport companies in matter of transport, carriage, purchase of new vehicle etc.

20. It provides more credit facilities to its member transport companies for the purchase of automobile spare parts, petrol, diesel, oil etc.

21. Null hypothesis 1 is rejected. So, there is a significant difference amount of sales of different products.

22. Null hypothesis 2 is rejected. So, there is a significant difference among the purchase of different products of SLOA.

23. Null hypothesis 3 is accepted. There is no significant relationship between net profit and share capital of SLOA.

24. Null hypothesis 4 is accepted. So, there is no significant relationship between net profit and sales of SLOA.

25. Null hypothesis 5 is rejected. So there is a significant relationship between gross profit and sales of SLOA.

26. Null hypothesis 6 is accepted. So, there is no significant relationship between purchase and net profit of SLOA.

27. Null hypothesis 7 is rejected. So, there is a significant relationship between gross profit and purchase of SLOA, Sankari.
28. Forecasted value of sales, gross profit, net profit and share capital of the association will be increasing at a high rate in the future.

29. It has got so many awards every year for the high sales of petrol, diesel, oil etc.,

**SUGGESTIONS:**

The following are some of the suggestions arrived by the researcher through her study.

1. The association should provide various assistance and advices not only to the business of the transport but also to improve the standard of living of its members.

2. The membership fee to the association may be increased from Rs.2 per head per month to Rs.10 per head per month.

3. The gross profit of SLOA in the year 2000-01 is very high but net profit for that year is very low. So, in the year 2000-01, operating expense is very high. So, the association should take necessary steps to reduce the amount of operating expenses of the association in the future.

4. The maximum amount of accident insurance policy to its members may be increased from Rs.2,00,000 lakhs to 5,00,000 lakhs.
5. Instead of utilizing the entire surplus for the development of the association. It may give a nominal rate of dividend out of the profit to its members regularly every year in the future.

6. It should provide more employment opportunities to the public through expanding the activities of the association in the future.

CONCLUSION:

The overall performance of the SLOA, Sankari is improving year by year. Because, the net profit of the association is increasing year by year at a high rate. The sales of petrol, diesel, oil and automobile spares are increasing at a high rate. For this SLOA has got so many awards every year towards achievements in greater sales of petrol, diesel, oil etc. So, it is concluded from this study that the overall productivity and efficiency in the functioning of the SLOA is improved during the year 2000-01 to 2004-05.