

**A STUDY ON EXPORT – IMPORT PROCEDURES AT  
VISAKHAPATNAM PORT TRUST**

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**ABSTRACT**

Visakhapatnam port is one of the leading major port of India has been playing a vital role in fostering the country's foreign trade, economic development and national development. In this paper an attempt has been made to focus on exports and import facilities, tariff rates, problems, present EXIM policy, major exports and imports. The above variables are tested by applying chi-square test in relation to year of establishment, operational area and type of firms. The results showed that 90 per cent of the respondents need additional warehousing and storage facilities at VPT. A little more than fifty per cent of the respondents need improvement in export and import facilities. All the respondents are facing different types of problems at VPT. To overcome their problems port authorities should take necessary steps. It is interesting to note that none of the respondents revealed about poor performance of the Andhra Pradesh government regarding export and import policies. The major exports are iron ore, engineering items, liquid cargo etc. The imports are edible oil, crude oil, chemicals, fertilizers etc. Nearly 50 per cent of the respondent's revealed that the exports are more helpful for the country.

**1. PRELUDE**

Visakhapatnam port is one of the leading major ports of India has been playing a vital role in fostering the country's foreign trade and economic development. The port played dynamic role in faster accelerated development in the region which contributed significantly for the national development.

The shipper makes all the necessary arrangements with regard to cargo handling operators. In case of general shipments of cargo, including iron and steel material takes place at every berth. The relevant export applications and shipping bills should be registered with the supervisor. The quay foreman should ensure the same before permitting the shipment. An attempt has been made in this paper to focus on exports and imports which include export and import facilities, tariff rates, problems, present EXIM policy major exports and imports etc.

**2. EXPORT PROCEDURE AT VPT**

An exporter has to take a number of steps in exporting the goods before an order is received from the imports of the Indian Exporter or Export House receives an enquiry from the intending importers or the Import House. The enquiry seeks information about the price and necessary information asked by the inland importers in Performa invoice which a document is indicating the exporter's intention to sell the indent goods. The following are the steps in export

procedure like scrutinizing the export order, producing or collecting the goods, clearance from the excise and inspection authorities, obtaining the shipping bill, shipment, port shipment formalities and formalities with negotiating banks.

### **3. IMPORT PROCEDURE AT VPT**

The import and export policy would be issued by time to time by the Director General of Foreign Trade, New Delhi, under the Ministry of Commerce, Govt of India with all the procedures pertaining the imports and exports. An import license is issued in duplicate. The original is meant for customers and duplicate is meant for suppliers. An import license may have value or quantity or both as lifting factors.

After obtaining the import license or through confirmation that the particular items is would release firm purchase order/contract with the normal terms and conditions and the full technical data and specifications of foreign trade.

### **4. REVIEW OF LITERATURE**

Froot and Klemperer (1989)<sup>1</sup> they examined pricing behaviors of export firms under temporary and permanent exchange shock scenarios. Export firms tend to transmit less exchange rates shocks to prices if they perceive that the exchange rate changes are temporary. On the other hand, permanent exchange rate variations will encourage export firms to lower their prices when the local currency appreciates in order to maintain their market shares.

Rao and Young (1994)<sup>2</sup> analyze results of their research into the motivations of 44 companies in the import-export value chain choose to outsource either partial or entire sets of processes relating to their role of 3rd party logistics providers and in some cases, Less-Than-Truckload (LTL) service providers.

The study investigates the structural stability of export function for the Turkish economy (Sahinbeyoglu and Ulasan, 1999)<sup>3</sup>. Their estimation results indicate that in analyzing exports for the post-1994 period, traditional exports equations are not sufficient for forecasting and policy simulations and variables like uncertainty indicators or investment have crucial roles in explaining exports. Still the estimated elasticities prove to be stable enough to perform adequately.

M. Faruk Aydın, U\_ur Çıplak, M. Eray Yücel (2004)<sup>4</sup> reveals the real exchange rate as a significant determinant of imports and the trade deficit, but not of exports. In this way, a basic policy proposal for inducing higher exports is to take private and public measures for attaining higher productivity levels.

Sarikaya (2004)<sup>5</sup> reveals that the export growth can be sustained even when real exchange rate is appreciating, provided that there is a decline in the real unit labor cost and/or an improvement in productivity. This finding should be

stressed as it demonstrates a channel for export growth other than the conventional one of the real exchange rate.

Campa and Goldberg (2005)<sup>6</sup> investigated the effect of exchange rate pass-through on the import prices of 23 Organization of Economic Co-operation and Development (OECD) countries. They reported that the unweighted average of pass-through elasticities across OECD countries was approximately 46% over one quarter, and 64% over the longer-term. The US has the lowest pass-through rates in the OECD, at approximately 25% in the short run and 40% in the long run.

Vigfusson, Sheets, and Ganon (2007)<sup>7</sup> showed that prices of exports to the US are more responsive to exchange rate changes than that of exports to other markets, and country and region-specific factors affected degrees of pass-through.

## 5. OBJECTIVE OF THE STUDY

The main objective is to study the exports and imports procedure in Visakhapatnam Port Trust.

## 6. METHODOLOGY AND SAMPLING

The present study is based on both primary and secondary data. The study entailed a good deal of preparation and planning in order to secure the necessary update data and information. Considerable time has been invested to identify the respondents and to establish personal contact with them. The field work for the study was staggered in two months. The inquiry process involved the following three broad phases.

### **Collection of primary data**

The primary data for the study are collected by using one elaborate questionnaire for shipping agents. The aspects on which the data has been collected from the sample respondents include firm's details, and export and import procedure at VPT.

### **Collection of secondary data**

Visakhapatnam Port Trust is a great source to obtain a list of shipping agencies. The secondary data are drawn from research reports, published books, journals, bulletins, VPT annual reports and internet. The libraries of Andhra University (Dr. V. S. Krishna Library), IIT –Madras Library, Osmania University Library are immensely used for the collection of the secondary data.

### **Selection of sample**

The study has taken into consideration shipping agents under the Visakhapatnam Port Trust. The sample is drawn from the shipping agents spread in Visakhapatnam city. Out of the total 177 shipping agents under

Visakhapatnam Port Trust a sample of 71 shipping agents which constitute 40 per cent of the total shipping agents have been chosen on purposive basis. In the second stage the researchers have selected the respondent shipping agents by using simple random sampling technique. It is one of the simplest designs and can work well for relatively small population. Our research study is also based on small population of 177 shipping agents in total at VPT. Simple random sampling is a process which ensures that each of the samples of size n has an equal probability of being picked up as the chosen sample.

**Statistical tools used**

The primary data have been interpreted with the help of statistical tool such as percentages and chi-square test of significance.

**7. DATA ANALYSIS AND INTERPRETATION**

**Table No. 1 Respondent’s opinion on more facilities in VPT**

S. no	Variables	Groups	More facilities in VPT					Chi-sqr Value
			Navigation	Warehousing and storage	Cargo handling	Supply of order	Total	
1	Year of Establishment	Before 1995	(0.00)	36(50.7)	(0.00)	(0.00)	36(50.7)	11.92** (9.21)
		1996-2000	(0.00)	21(29.6)	7(9.9)	(0.00)	28(39.4)	
		2001-2005	(0.00)	7(9.9)	(0.00)	(0.00)	7(9.9)	
2	Operational area	Indian	(0.00)	28(39.4)	(0.00)	(0.00)	28(39.4)	7.54* (5.99)
		Foreign	(0.00)	7(9.9)	(0.00)	(0.00)	7(9.9)	
		Both	(0.00)	29(40.8)	7(9.9)	(0.00)	36(50.7)	
3	Type of the firm	Proprietary firm	(0.00)	14(19.7)	7(9.9)	(0.00)	21(29.6)	18.48** (9.21)
		Partnership	(0.00)	15(21.1)	(0.00)	(0.00)	15(21.1)	
		Limited/ Pvt Ltd	(0.00)	35(49.3)	(0.00)	(0.00)	35(49.3)	
<b>Total</b>			<b>0(0.00)</b>	<b>64(90.1)</b>	<b>7(9.9)</b>	<b>0(0.00)</b>	<b>71(100.0)</b>	

\*Significant at 0.05 level, \*\*Significant at 0.01 level

**1. Facilities in VPT**

Table no.1 infers the impact of logistics management on the effectiveness of cargo handling regarding more facilities in VPT. It is to be noted that the respondents need additional warehousing and storage facilities at VPT. So majority of the respondents (90%) revealed that they need more facilities regarding warehousing and storage facilities.

The calculated chi-square value is more than the table value for the variables year of establishment and type of firm is found to be significant at 1% level of significance and the remaining factor i.e operational area is significant at 5% level of significance with respect to respondent’s opinion on more facilities in VPT.

**Table No. 2 Respondent's opinion on increase in export and import facilities in VPT**

S. no	Variables	Groups	VPT should increase the export and import facilities				Chi-sqr Value
			Yes	No	No comment	Total	
1	Year of Establishment	Before 1995	29(40.8)	0(0.00)	7(9.9)	36(50.7)	27.43** (9.21)
		1996-2000	7(9.9)	0(0.00)	21(29.6)	28(39.4)	
		2001-2005	0(0.00)	0(0.00)	7(9.9)	7(9.9)	
2	Operational area	Indian	7(9.9)	0(0.00)	21(29.6)	28(39.4)	27.43** (9.21)
		Foreign	0(0.00)	0(0.00)	7(9.9)	7(9.9)	
		Both	29(40.8)	0(0.00)	7(9.9)	36(50.7)	
3	Type of the firm	Proprietary firm	7(9.9)	0(0.00)	14(19.7)	21(29.6)	3.79** (5.99)
		Partnership	8(11.3)	0(0.00)	7(9.9)	15(21.1)	
		Limited/ Pvt Ltd	21(29.6)	0(0.00)	14(19.7)	35(49.3)	
<b>Total</b>			<b>36(50.7)</b>	<b>0(0.00)</b>	<b>35(49.3)</b>	<b>71(100.0)</b>	

\*\*Significant at 0.01 level

## 2. Increase in export and Import facilities in VPT

The table no.2 analyses regarding VPT should increase the export and import facilities. It is noted that (50.7%) of the respondents stated yes that export and import facilities should be improved and (49.3%) did not do any comment. It is suggested that the port authorities should improve export and import facilities at VPT to enable the respondents to carry the business smoothly.

Based on the above table results the calculated chi-square value for year of establishment, operational area and type of firm are significant at 1% level of significance with respect to increase in export and import facilities.

**Table No. 3 what facilities are provided by VPT**

S. no	Variables	Groups	What facilities are provided by VPT				Chi-sqr Value	
			Provided sufficient export facilities	Provide sufficient import facilities	No comment	No opinion		Total
1	Year of Establishment	Before 1995	15(41.7)	14(38.9)	0(0.00)	0(0.00)	29(80.6)	6.20* (5.99)
		1996-2000	0(0.00)	7(19.4)	0(0.00)	0(0.00)	7(19.4)	
		2001-2005	0(0.00)	0(0.00)	0(0.00)	0(0.00)		
2	Operational area	Indian	7(19.4)	0(0.00)	0(0.00)	0(0.00)	7(19.4)	12.16** (9.21)
		Foreign	0(0.00)	0(0.00)	0(0.00)	0(0.00)		
		Both	8(22.2)	21(58.3)	0(0.00)	0(0.00)	29(80.6)	
3	Type of the firm	Proprietary firm	0(0.00)	7(19.4)	0(0.00)	0(0.00)	7(19.4)	16.79** (9.21)
		Partnership	8(22.2)	0(0.00)	0(0.00)	0(0.00)	8(22.2)	
		Limited/	7(19.4)	14(38.9)	0(0.00)	0(0.00)	21(58.3)	

	Pvt Ltd					
<b>Total</b>		<b>15(41.7)</b>	<b>21(58.3)</b>	<b>0(0.00)</b>	<b>0(0.00)</b>	<b>36(100.0)</b>

\*Significant at 0.05 level, \*\*Significant at 0.01 level

### 3. Facilities provided by VPT

Table no.3 depicts about what facilities are provided by VPT. For this a majority of the respondents (58.3%) stated that they are provided with sufficient import facilities and (41.7%) said that they are provided with sufficient export facilities. The calculated value of  $X^2$  is greater than the table value with regard to year of establishment, operational area and type of firm. Hence there is association between the above variables and export and import facilities provided by VPT.

**Table No. 4 Respondent's opinion on VPT tariff rates**

S. no	Variables	Groups	Are you satisfied with the VPT tariff rates				Chi-sqr Value
			Yes	No	No comment	Total	
1	Year of Establishment	Before 1995	14(19.7)	7(9.9)	15(21.1)	36(50.7)	30.98** (13.3)
		1996-2000	28(39.4)	0(0.00)	0(0.00)	28(39.4)	
		2001-2005	7(9.9)	0(0.00)	0(0.00)	7(9.9)	
2	Operational area	Indian	21(29.6)	7(9.9)	0(0.00)	28(39.4)	27.03** (13.3)
		Foreign	7(9.9)	0(0.00)	0(0.00)	7(9.9)	
		Both	21(29.6)	0(0.00)	15(21.1)	36(50.7)	
3	Type of the firm	Proprietary firm	21(29.6)	0(0.00)	0(0.00)	21(29.6)	23.43** (13.3)
		Partnership	7(9.9)	0(0.00)	8(11.3)	15(21.1)	
		Limited/ Pvt Ltd	21(29.6)	7(9.9)	7(9.9)	35(49.3)	
	<b>Total</b>		<b>49(69.0)</b>	<b>7(9.9)</b>	<b>15(21.1)</b>	<b>71(100.0)</b>	

\*\*Significant at 0.01 level

### 4. VPT tariff rates

The table no.4 describes about the respondents satisfaction with VPT tariff rates. It is clearly noted from the table that (69.0%) of the respondents stated that they are satisfied with the VPT tariff rates and (21.1%) did not do any comment and the remaining (9.9%) respondents said that they are not satisfied with VPT tariff rates. It may be concluded that the VPT tariff rates are reasonable in the opinion of the majority respondents.

The calculated chi-square value is much greater than the table value for the variables year of establishment, operational area and type of firms. We therefore conclude that the above variables have significant relation with the response on satisfaction with the VPT tariff rates.

**Table No. 5 Problems faced by the respondents in VPT**

S. No.	Variables	Groups	Problems in VPT					Chi- sqr Value
			Delay in documentation	Lack of information facility	Lack of storage facilities	Labour problems	Total	
1	Year of Establishment	Before 1995	14(19.7)	0(0.00)	22(31.0)	0(0.00)	36(50.7)	49.17** (13.3)
		1996-2000	0(0.00)	7(9.9)	21(29.6)	0(0.00)	28(39.4)	
		2001-2005	0(0.00)	7(9.9)	0(0.00)	0(0.00)	7(9.9)	
2	Operational area	Indian	0(0.00)	7(9.9)	21(29.6)	0(0.00)	28(39.4)	49.17** (13.3)
		Foreign	0(0.00)	7(9.9)		0(0.00)	7(9.9)	
		Both	14(19.7)	0(0.00)	22(31.0)	0(0.00)	36(50.7)	
3	Type of the firm	Proprietary firm	0(0.00)	7(9.9)	14(19.7)	0(0.00)	21(29.6)	25.75** (13.3)
		Partnership	0(0.00)	0(0.00)	15(21.1)	0(0.00)	15(21.1)	
		Limited/ Pvt Ltd	14(19.7)	7(9.9)	14(19.7)	0(0.00)	35(49.3)	
<b>Total</b>			<b>14(19.7)</b>	<b>14(19.7)</b>	<b>43(60.6)</b>	<b>0(0.00)</b>	<b>71(100.0)</b>	

\*\*Significant at 0.01 level

**5. Problems at VPT**

The different problems faced by the respondents in VPT are shown in table no.5. About (60.6%) of the respondents stated that lack of storage facilities followed by (19.7%) each related to delay in documentation and lack of information facility are the problems faced by the respondents. The table concludes that all the respondents are facing different types of problems at VPT.

Regarding year of establishment of the firm, operational area and type of firm Vs problems in VPT, the chi-square value is much greater than the table value and it shows significant at 0.01 level.

**Table No. 6 Respondent's opinion on delays in clearances from custom departments**

S. no	Variables	Groups	Delays in clearances from custom departments				Chi- sqr Value
			Yes	No	No comment	Total	
1	Year of Establishment	Before 1995	7(9.9)	21(29.6)	8(11.3)	36(50.7)	16.56** (13.3)
		1996-2000	14(19.7)	7(9.9)	7(9.9)	28(39.4)	
		2001-2005	0(0.00)	7(9.9)	0(0.00)	7(9.9)	
2	Operational area	Indian	14(19.7)	7(9.9)	7(9.9)	28(39.4)	16.56** (13.3)
		Foreign	0(0.00)	7(9.9)	0(0.00)	7(9.9)	
		Both	7(9.9)	21(29.6)	8(11.3)	36(50.7)	
3	Type of the firm	Proprietary firm	7(9.9)	14(19.7)	0(0.00)	21(29.6)	23.98** (13.3)
		Partnership	7(9.9)	0(0.00)	8(11.3)	15(21.1)	
		Limited/ Pvt Ltd	7(9.9)	21(29.6)	7(9.9)	35(49.3)	
<b>Total</b>			<b>21(29.6)</b>	<b>35(49.3)</b>	<b>15(21.1)</b>	<b>71(100.0)</b>	

\*\*Significant at 0.01 level

### 6. Delays in clearances from customs department

The table no.6 gives a picture regarding delay in clearances from customs department. It is observed that (49.3%) of the respondents stated that no delay in clearances from customs department (29.6%) said Yes and the remaining (21.1%) said no comment.

The chi-square value for the variables year of establishment, operational area and type of firms are highly significant which signifies that there is a relation between the variables Vs delay in clearances from customs department.

**Table No. 7 Role of Andhra Pradesh Government regarding export and import policies**

S. no	Variables	Groups	Role of Andhra Pradesh Government regarding export and import policies					Chi-sqr Value
			Excellent	Satisfactory	Poor	No comment	Total	
1	Year of Establishment	Before 1995	0(0.00)	36(50.7)	0(0.00)	0(0.00)	36(50.7)	70.97** (9.21)
		1996-2000	0(0.00)	28(39.4)	0(0.00)	0(0.00)	28(39.4)	
		2001-2005	0(0.00)	0(0.00)	0(0.00)	7(9.9)	7(9.9)	
2	Operational area	Indian	0(0.00)	28(39.4)	0(0.00)	0(0.00)	28(39.4)	70.97** (9.21)
		Foreign	0(0.00)	0(0.00)	0(0.00)	7(9.9)	7(9.9)	
		Both	0(0.00)	36(50.7)	0(0.00)	0(0.00)	36(50.7)	
3	Type of the firm	Proprietary firm	0(0.00)	14(19.7)	0(0.00)	7(9.9)	21(29.6)	18.48** (9.21)
		Partnership	0(0.00)	15(21.1)	0(0.00)	0(0.00)	15(21.1)	
		Limited/ Pvt Ltd	0(0.00)	35(49.3)	0(0.00)	0(0.00)	35(49.3)	
<b>Total</b>			0(0.00)	<b>64(90.1)</b>	0(0.00)	<b>7(9.9)</b>	<b>71(100.0)</b>	

\*\*Significant at 0.01 level

### 7. Role of Andhra Pradesh government regarding export and import policies

The table no.7 analyses the role of Andhra Pradesh government regarding export and import policies. A highest majority of the respondents (90.1%) stated that the role of Andhra Pradesh government regarding export and import policies is satisfactory and (9.9%) did not do any comment.

It is interesting to note that none of the respondents revealed about poor performance of the Andhra Pradesh government regarding export and import policies. The firms which are established between 2001-2005, foreign operational area and proprietary firms did not do any comment. And rest of the respondents is satisfied with the role of Andhra Pradesh government on export and import policies.

The chi-square value is much greater than the table value for all the variables. This indicates that there is a significant relation between the variables and the role of Andhra Pradesh government regarding export and import policies.

**Table No. 8 Respondent's opinion on present EXIM policy helping them**

S. no	Variables	Groups	EXIM policy helping them				Chi- sqr Value
			Yes	No	No comment	Total	
1	Year of Establishment	Before 1995	36(50.7)	0(0.00)	0(0.00)	36(50.7)	70.97** (9.21)
		1996-2000	28(39.4)	0(0.00)	0(0.00)	28(39.4)	
		2001-2005	0(0.00)	0(0.00)	7(9.9)	7(9.9)	
2	Operational area	Indian	28(39.4)	0(0.00)	0(0.00)	28(39.4)	38.10** (9.21)
		Foreign	0(0.00)	0(0.00)	7(9.9)	7(9.9)	
		Both	36(50.7)	0(0.00)	0(0.00)	36(50.7)	
3	Type of the firm	Proprietary firm	14(19.7)	0(0.00)	7(9.9)	21(29.6)	18.48** (9.21)
		Partnership	15(21.1)	0(0.00)	0(0.00)	15(21.1)	
		Limited/ Pvt Ltd	35(49.3)	0(0.00)	0(0.00)	35(49.3)	
<b>Total</b>			<b>64(90.1)</b>	<b>0(0.00)</b>	<b>7(9.9)</b>	<b>71(100.0)</b>	

\*\*Significant at 0.01 level

### 8. Respondent's opinion on present EXIM policy helping them

Respondent's opinion on present EXIM policy helping them is presented in table no.8. For this a highest majority of the respondents (90.1%) stated Yes and (9.9%) stated No comment on the present EXIM policy helping them. It can be concluded from the table that the firms which are established between 2001-2005, foreign operational area and proprietary firm's respondents did not do any comment on EXIM policy. The rest of the respondents (90%) revealed that present EXIM policy helping them.

The chi-square value for all the variables is found significant at 0.01 level. This indicates that all variables Vs respondent's opinion on present EXIM policy has significant relation.

**Table No. 9 Major exports for the past 5 years**

S. No.	Variables	Groups	Major exports for the past 5 years					Chi- sqr Value	
			Iron ore	Food stuff	General engineering items	Liquid cargo	Any other		Total
1	Year of Establishment	Before 1995	14(19.7)	0(0.00)	8(11.3)	7(9.9)	7(9.9)	36(50.7)	26.28** (16.8)
		1996-2000	14(19.7)	0(0.00)	0(0.00)	7(9.9)	7(9.9)	28(39.4)	
		2001-2005	0(0.00)	0(0.00)	0(0.00)	0(0.00)	7(9.9)	7(9.9)	
2	Operational area	Indian	7(9.9)	0(0.00)	0(0.00)	7(9.9)	14(19.7)	28(39.4)	43.37** (16.8)
		Foreign	0(0.00)	0(0.00)	0(0.00)	0(0.00)	7(9.9)	7(9.9)	
		Both	21(29.6)	0(0.00)	8(11.3)	7(9.9)	0(0.00)	36(50.7)	
3	Type of the firm	Proprietary firm	14(19.7)	0(0.00)	0(0.00)	0(0.00)	7(9.9)	21(29.6)	55.20** (16.8)
		Partnership	0(0.00)	0(0.00)	8(11.3)	7(9.9)	0(0.00)	15(21.1)	
		Limited/ Pvt Ltd	14(19.7)	0(0.00)	0(0.00)	7(9.9)	14(19.7)	35(49.3)	
<b>Total</b>			<b>28(39.4)</b>	<b>0(0.00)</b>	<b>8(11.3)</b>	<b>14(19.7)</b>	<b>21(29.6)</b>	<b>71(100.0)</b>	

\*\*Significant at 0.01 level

### 9. Major exports for the past 5 years

Table no.9 explains about major exports for the past five years. About (39.4%) of the respondents stated that major exports for the past five years are iron ore (29.6%) said any other, (19.7%) said liquid cargo and the remaining (11.3%) said general engineering items.

The chi-square value for the variables year of establishment of firm, operational area and type of firm Vs major exports for the past five years is found significant at 0.01 level. It helped to infer that there is a relation between the above variables and major exports for the past five years.

**Table No. 10 Major imports for the past 5 years**

S. No.	Variables	Groups	Major imports for the past 5 years							Chi-sqr Value
			Edible oils	Food stuff	Crude oils	Chemicals	Fertilizers	Any other	Total	
1	Year of Establishment	Before 1995	15(21.1)	0(0.00)	7(9.9)	0(0.00)	14(19.7)	0(0.00)	36(50.7)	99.56* (20.1)
		1996-2000	0(0.00)	0(0.00)	0(0.00)	14(19.7)	0(0.00)	14(19.7)	28(39.4)	
		2001-2005	0(0.00)	0(0.00)	7(9.9)	0(0.00)	0(0.00)	0(0.00)	7(9.9)	
2	Operational area	Indian	0(0.00)	0(0.00)	0(0.00)	7(9.9)	14(19.7)	7(9.9)	28(39.4)	68.01* (20.1)
		Foreign	0(0.00)	0(0.00)	7(9.9)	0(0.00)	0(0.00)	0(0.00)	7(9.9)	
		Both	15(21.1)	0(0.00)	7(9.9)	7(9.9)	0(0.00)	7(9.9)	36(50.7)	
3	Type of the firm	Proprietary firm	0(0.00)	0(0.00)	7(9.9)	7(9.9)	0(0.00)	7(9.9)	21(29.6)	50.47* (20.1)
		Partnership	8(11.3)	0(0.00)	0(0.00)	7(9.9)	0(0.00)	0(0.00)	15(21.1)	
		Limited/Pvt Ltd	7(9.9)	0(0.00)	7(9.9)	0(0.00)	14(19.7)	7(9.9)	35(49.3)	
	<b>Total</b>		<b>15(21.1)</b>	<b>0(0.00)</b>	<b>14(19.7)</b>	<b>14(19.7)</b>	<b>14(19.7)</b>	<b>14(19.7)</b>	<b>71(100.0)</b>	

\*\*Significant at 0.01 level

### 10. Major imports for the past 5 years

Major imports for the past 5 years are given in table no.10. It is observed that (21.1%) of the respondents are for edible oils (19.7%) each for crude oil, chemical, fertilizers and any other.

For all the three variables like year of establishment, operational area and type of firm Vs major, imports for the past 5 years the chi-square value is much greater than the table value and is found significant at 0.01 level. Hence the table concludes that the above variables have association with the major imports for the past 5 years.

## 8. CONCLUSIONS AND SUGGESTIONS

Respondents need additional warehousing and storage facilities at VPT. A little more than fifty per cent of the respondents need improvement in export and import facilities. It is suggested that the port authorities should improve export

and import facilities at VPT to enable the respondents to carry the business smoothly. Majority of the respondents are satisfied with government export and import policies and VPT tariff rates. All the respondents are facing different types of problems at VPT. To overcome these problems port authorities should take necessary steps. It is interesting to note that none of the respondents revealed about poor performance of the Andhra Pradesh government regarding export and import policies. The major exports are iron ore, engineering items, liquid cargo and any other. The imports are edible oil, crude oil, chemicals, fertilizers and any other.

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