

Comparison of Iranian Rice and Foreign Rice and Scrutiny of Effective Ingredient on Iranian Rice Exports

¹Hamidreza Alipour, ²Saber Jafari, ²Mahdieh Rahemi Pour,
²Sina Farapour and ²Faramarz Gereivel

¹Department of Management, Rasht branch, Islamic Azad University, Rasht, Iran

²Rasht Branch, Islamic Azad University, Rasht, Iran

Abstract: International economy is related to economic relations among countries, reciprocal affinity outcome of these relations is very important from economic welfare for most countries. Economic relations among countries are different with economic relations among various sections of a country. This research performance to aim of Comparison of Iranian rice & foreign rice and scrutiny of effective ingredient on Iranian rice exports on 34 samples that they were rice seller person in Lahijan. So researcher made questionnaire was used that it has had 25 things & it deliberate ingredients such as rice quality, packaging & ingredients role related to management and marketing knowledge in rice exports. The hypothesis is: there is difference between Iranian rice and foreign rice. Research questions: 1 – What ingredients are related to rice selling? 2 – What ingredients are related to rice selling in city? 3 – What ingredients are related to rice selling in Iran? 4 – What is marketing knowledge effect on rice selling? In this research, get data surveyed with SPSS software and descriptive census (average, standard deviance) and deductive census (Student's t-test and Pierson correlation coefficient) tests. A result is gotten of hypothesis, despite Iranian rice quality is higher than of foreign rice quality, but packaging quality, packaging elegance, rice access rate to seller and foreign rice selling volume is more than of Iranian rice. Therefore management ingredients are more effective than of rice quality element. To increasing of Iranian rice supply superabundance in market and increasing of Iranian rice selling in Iran, Iranian rice selling increase in city and to increasing of foreign rice supply superabundance in Iran, Iranian rice selling decrease in city. Therefore, any increase in Iranian rice selling can increase to this harvest selling volume in other dimensions. To increasing of Iranian rice access rate to buyer and increasing of Iranian rice selling volume in city, Iranian rice selling volume increase in Iran. To increasing of marketing knowledge, foreign rice price volume and foreign rice access rate to buyer, increase in Iran. Therefore in Iran, people who they know marketing knowledge use their knowledge for foreign rice selling and they don't try to increase Iranian rice exports.

Key words: Iranian rice • Foreign rice • Exports • Marketing • Rice selling

INTRODUCTION

International economy is related to economic relations among countries, reciprocal affinity outcome of these relations is very important from economic welfare for most countries. Economic relations among countries are different with economic relations among various sections of a country. International economy is related to economic relations among countries, reciprocal affinity outcome of these relations is very important from

economic welfare for most countries. Economic relations among countries are different with economic relations among various sections of a country and this subject cause comes up various problems that it need to some deal various analysis tools. So international economy as different branch and comes up apart of applicative economy. International economy related to some topics among of that are trade strict viewpoint and commercial policy viewpoint. Trade strict viewpoint proceed to trade base and its profits & commercial policy viewpoint

Corresponding Author: Hamidreza Alipour, Department of Management,
Rasht branch, Islamic Azad University, Rasht, Iran.

proceed to locks of trade free flow and its results [1]. This research performance to aim of Comparison of Iranian rice and foreign rice & scrutiny of effective ingredient on Iranian rice exports on 34 samples that they were rice seller person in Lahijan.

Trade Viewpoints

Mercantilism: Mercantilism is among trade viewpoints that form economic thinks between 1500 to 1700 A.D. mercantilists that propagated their viewpoints in 16th century to middle of 18th country in countries like Britain, Spain, France and Netherland, they had believed the important way for a country become wealthy and powerful and is its exports be more than of its imports as a result, margin defray by a valuable metal like gold, in this relation they were believing every country has more gold, that is more powerful. Whereas extent of supply gold in every second of time was staid, so an especial country could enjoy trade against other countries. Therefore mercantilists were aiding of this belief that government should eulogy exports and limit imports [2].

Adam Smith Downright Profit Viewpoint: Adam smith in 1776 in his book, nations' wealth, blamed to mercantilism that they believed a country wealth related to its property (gold and silver) and countries can make a profit just to lose other countries. He believed free trade among countries cause to work-share and countries product ingredients will focus to product a stuff that it product chipper than compare to other countries goods. In this situation both of countries make a profit from trade. He argued that in free trade every country can become a specialist in stuff production that it has downright profit in that stuff (it meaning the country product that stuff with more efficiency toward other countries) and import a stuff that it doesn't have downright profit (it meaning there isn't necessary efficiency to its production). Therefore to optimum specialty of product ingredients in world level, world production and all of countries welfare increase. Therefore a country hasn't driven a benefit to lose other and all of countries will drive a benefit. Based on Adam smith viewpoint, the trade transact between two countries based on downright profit provenance. When a country product a stuff with more efficiency toward another country (or it has downright profit) and it product second stuff with less efficiency toward another country (it doesn't have downright profit), in this situation, both of countries with specialty in a stuff production that they have downright profit in that driving a benefit together in

exchange. It's clear that downright profit viewpoint include just a small part of economy that there is downright profit [1].

Ricardo Respective Profit Viewpoint: Ricardo about 40 years after that said respective profit viewpoint that it includes important section of world trade. The question that Adam smith couldn't answer to it that was, does trade confirmed among countries that all of goods product have downright profit or not? This viewpoint is based on following information:

- Two countries, two goods
- Work value viewpoint
- Work power in a country quite mobile and sedentary in international level
- Complete compete in market of production and products ingredients
- Income distribution is not under trade effect in a country
- Technical change doesn't be accomplished.
- Product cost is staid
- Transport cost is zero
- There is cambium trade. Per on Ricardo viewpoint if a country has downright profit in every production it will make a profit to both of countries still, because every country is specialist in a stuff production that its product respective cost in inside of country is chipper and import stuff that its product respective cost in inside is higher toward another goods. Ricardo said even a country doesn't have downright profit in both of goods products to comparison with another country, still the business can be accomplished that receptacle of reciprocal profits between both of side and a country has lesser efficiency make specialist in product and export a stuff that in this doesn't have lesser downright profit. This is same stuff that country has respective profit in its production. On the other side it must import a stuff that doesn't have more downright profit. This rule that called respective profit rule and still it's one of the most famous economic rules in international trade. To fast lapse on posits of Ricardo respective profit viewpoint, we can see that why have settled censure these posits. That time David Ricardo argued his viewpoint, it was first of 19th century and work power was figuring as most important production element in England that in most of goods it had basic role. That time, most employees had less specialty skills; thereupon equal work force

hypothesis was right hypothesis. But in pass away time, hypothesis reversed gradually. Asset by work power enjoyed considerable importance and work force divorced to skills. Technology changed very fast, as production unites with different technology type diverse together. Additive outputs toward measure, it was some of industries diacritical and both of asset and work force enjoyed of world mobility. One posits of this viewpoint is work value that say a stuff value or price appoint by work size has spent in its production. Nowadays this section of viewpoint is not economists noteworthy [2].

Cost-Time Viewpoint: Tray to Haberler's cost-time viewpoint, cost of a stuff production consists of some of other stuff that should forget to its product than enough sources available for one plus unit of first stuff. Based on this, country has lesser cost-time in a stuff production; it has respective profit in that production. There is not equal work power posit or work power is not just product element and cost or price of stuff is not equal to work power that used in its product. The country spend lesser cost-time, it has respective profit in that stuff toward another goods. Therefore spent cost-times say respective profit rule to credible, because it accept that a set of non-equal product ingredients usually synthesize together to various scales than make variety goods. Also it accept possibility of spent cost-time increase more production in any stuff. Thereupon it can say respective profit rule to spent different cost-times or to goods respective price variation in various countries that it is base of trade among countries. Haberler is one of first persons that make link between foreign trade and economic development. In his opinion, international trade dynamic sources are:

- International sources get needed physical tools for economic production.
- Free trade is the most important anti-patent policy.
- International trade is instrument to information and technology issue. Trade is mobility machine and international asset that displace from development countries to backward countries [1].

Hecsher & Ohlin Respective Profit Viewpoint: Ricardo's respective cost viewpoint explains some deal cause of trade realization but it doesn't explain that why different respective cost is scales for various countries. Hecsher & Ohlin answered the question and they made their viewpoint based on following information:

- There are two countries and two goods and two products ingredient.
- Both of countries have same technology.
- There is staid output toward measure.
- There is same tact in both of countries.
- There is perfect contest bazaar in production ingredients market and goods market.
- There is not transport cost.
- Complete mobility of production ingredients in inside and immobility in international level.
- Goods prices are equal to their final costs [2].

Hecsher & Ohlin viewpoint is based on Ricardo's viewpoint information but it has common guess. The based guess in Ricardo's pattern was that both of countries production environs is equal for similar goods but Hecsher & Ohlin believed production environs is equal in all of similar countries. This viewpoint emphasis on difference among countries in success of production ingredients and difference among goods in volume of production ingredients use and with due attention to upside guesses it say that every country export stuff that it need to partly cheap and prolific ingredient in its production and import stuff reciprocally that it need to use of partly rare and expensive element in its production. So respective superabundance ingredients is shown by inside ingredients prices and they role to country respective profit avow in stuff production and respective lavish of production ingredients. This viewpoint prefer section on request in ingredients price nomination, while there is possibility of country export get asset goods that it has more work power if request section spot to ingredients price nomination. This viewpoint also advance that trade cause to remove or variation decrease in production ingredients price among countries, of course this viewpoint is right to while we face to production ingredients output revocable and also it can show that trade may also be steady on reducer costs

Production ingredients is said in upside consist of work, asset and ground. Each group also divides to secondary group like simple work force, half skillful and skillful and employers, also cash asset & non-cash, also ground divides to various kinds like agronomy ground, industry ground & mineral & etc that it can divides to smaller component. Hecsher & Ohlin viewpoint based on especial guesses, which among countries have similar tact, they use same technology & they have staid output to production scale, but of capacity they have many differences together about production ingredients. Providing similarity of tact or request situation, variation

in production ingredients capacity culminate to difference in respective price of production ingredients among countries that in its turn lead to difference in respective price of goods and difference in trade. So in Heckscher & Ohlin viewpoint international difference in situations trade pattern by alone & tray to viewpoint, each country will export stuff that it has rather cheap & lavish production ingredients for its products and it will import stuff that it forced use rather expensive and rare production ingredient. This viewpoint adds an important deduction under hard cramp situations. Trade will cause waste downright difference in production ingredients price, all of countries that is shown before trade. Yet, under lesser limitations and commonly situations, trade decrease downright diversity price of production ingredients that it has been before exchange, but it doesn't waste generally. By the way, Heckscher & Ohlin viewpoint showing beneficial subjects about how trade effect on production ingredients price and income distribution in each country, that classic economists didn't talk about it [2].

Linder Respective Profit Viewpoint: Based on this viewpoint, production ingredients superabundance is right just about first goods and it doesn't work about industrial goods. He believed that a country first product its goods for inside large markets and these productions are inclusive the goods that request from most of people and after it, country get needed experiment for same goods export to other countries, even with same capitulation income and same relation of asset and work force then start trade to that countries. This viewpoint is athwart Heckscher & Ohlin viewpoint because they believed two countries with upside specification have same respective costs, so trade volume is low athwart Linder viewpoint. Linder view point graced just about Sweden & it's weak from applicative opinion [2].

Leontiev Tentative Test: Basic in Heckscher & Ohlin theory was country export stuff that uses its rather superabundant production element in that stuff product and import produce that use its rather rare production element in that stuff product. Leontiev tested his viewpoint in the U.S. to assist of given-taken Table and get result, the U.S. should export get asset goods but the U.S. was exporting efficient goods. Leontiev's crux result famed. He believed the cause of deduction is Americans' high level of work force education and superior management. He explained the U.S. economy not with asset superabundance but with high quality work

superabundance (human asset). Of course various economists among Peter canon tried to solve the crux. They believe cause of repugnance is more than about human asset or specialist work force in the U.S.

The Research History: In this study, the relation between Iran rice imports and Thailand rice exports analyzed by using of the games viewpoint. Therefore, world increase price with Iran import tariff policy surveyed on Iran and Thailand social welfare. The results of study show that parity role colleague play in guideline of 3% import tariff rate for Iran and 15% increase Thailand export price. The composition of these guideline lead to making social welfare equivalent 171641/4 Rials for Iran & 55/298 baht for Thailand. Also to comparison of optimum import tariff (3%) with tariff rate in 1385 (19%), it shown there is salient difference between both of two tariff rates and therefore Iranian government should regulate tariff rate of importable rice about 3% for making extreme social welfare [3].

Population growth and increasing per capita consumption of rice, domestic rice production needs not to be built and Market domestic consumption, the need to import foreign rice varieties. However, the growth of rice imports in recent years, in contrast to rice self-sufficiency plan, whether high-yielding rice-producing province, despite variations in the market price of rice could be imported to compete in domestic markets and similar figures? To realize this study was to determine the potential competitiveness, with using indicators of private expenditure, International competitiveness and export competitiveness (PCR, UCd and UCx) were studied. The period was 1382-83 to 1385-86 crop years studied in this research and in the research foreign competitors are, including Egypt, India, Uruguay, Pakistan, Thailand and the U.S. The results showed that the production of high yielding long grain rice crop mentioned during in Guilan province the major producers of domestic competitiveness as a global power. Average size smaller than unity (0.52) UCd index reflects the cost competitiveness of domestic agriculture yielding long grain rice in Guilan & Larger values of the index of unit export price competitiveness (UCx) Indicating a lack of export competitiveness yielding long grain rice production systems in the province during the study compared with other global competitors [4].

Iran's economic dependence on oil revenues is one of the basic problems that always considered being solutions to get rid of it and Emphasis on agricultural exports could be largely instrumental research shows that

the growth of agricultural exports in line with the utilization of productive factors and optimal use of the relationship between the production and export of these two studies will require in the course of this study, 88-81 the requirements for the export of rice has not been properly prepared. This study is a descriptive analysis and by getting experts to be interviewed and qualitative & documentary study of the mining method in response to problems Status and challenges of rice production and exports in the period has been mentioned above. The results of this study indicate that there are problems in the means of production and made the rice the production and export of quality & market prices are not competitive and not in accordance with customer expectations and exports are no specific strategy [5].

Guilan provinces as one of the major rice-producing of accounting for over 35% of the country's paddy production and area under cultivation, after Mazandaran province the second of the province's rice production. One of the main problems in the rice market, fluctuation of the price difference between the farm price (the price that the producer receives) and the price that the consumer pays or in other words, the marketing margin is high. Most of the producers and consumers - will enter irreparable losses. The present study aims to investigate the factors that rice marketing margins. It also aims to investigate the factors that rice marketing margins. To achieve this goal, the fringe patterns market using the model, Mark - up pooling method, for both low and high yielding crop varieties (landraces) 86-78 years was estimated [6].

Research in the marketing of agricultural products marketing of rice in Guilan & bond market, the yield shows the main rice marketing services, conversion, storage, packaging and credit ratings of and among different markets, the wholesale market is more important. Instability in prices and lack of credit & capital markets of the major problems in terms of product sales in the region are rice farmers. There are also a large number of local markets and illegal interference of other groups (such as processors, local shoppers and merchants), the most difficult point of the rice market is wholesalers and retailers. Calculation of marketing margins and low crop cultivars showed a higher margin wholesale retail margins. Also, low-margin product marketing varieties of high yielding varieties is the marketing margin. Estimation results using the marketing margin models surcharge, relative margin, marketing cost and represents a reasonable expectation that the cost of marketing and retail prices have a significant correlation with the

marketing margin product. Marketing performance of different paths for both low and high-yielding crop varieties, the performance figures are low cost and technical efficiency in the production of high yielding varieties. In addition, the cost efficiency of marketing farmers to sell their products in the wholesale market, More & share price performance relative to other routes of rice farmers higher prices for consumers. Continuity test of market integration and causality tests Engel - Granger showed that the rice market was steady & long-term relationship; there is a one-way market in Tehran, Gilan market. It is possible that the market price of rice in Guilan & buyers are price-fixing. Finally, recommendations are provided to improve the marketing of rice [7].

Research on rice marketing in the city of Babol as indicated that none of the existing standards Rice Suppliers disregarded ratings and while a lot of fraud and poor and quality mixed numbers (especially Tarom & Khazar) is done by the wholesalers. Farmers to sell their product at the right time without prejudice and the majority of their product in the first months after harvest, that the product has the lowest prices in the market to sell. Manufacturers and suppliers of rice market structure due to the multitude of different levels of competition and marketing factors include: Large purchasers, local buyers, small wholesalers, brokers, wholesalers big (business) and retail. Average margins for producers of high yielding varieties of different marketing routes into Babol, 232 Rials and low product quality varieties is 246.6 Rials Average wholesale margins on different marketing routes into Babol for cultivars 324/6 and the digits off 3/702 Rials. Routes out of the city of Babol margins for producing high yielding varieties 36.272 and a high quality product for a low number 47/246 Rials. Wholesale and retail margins outside the city of Babol, to reduce the number of product are, to Order 771.910 Rials and for high yielding varieties are 518 and 800 Rials. Marketing margins and marketing costs associated with direct retail prices is reversed this relationship has been confirmed both the relative relationship surcharge. Regional liberalization the manufacturer welfare cuts and government spending and consumer welfare has increased. In recent years, exchange detriment to rice paddy and rice growers have reduced purchasing power [8].

MATERIALS AND METHODS

Statistic society in this research include of rice seller and rice exporters in Lahijan county, based on castes report they are 34 persons in 1391 that busy to activity.

Statistic sample volume: In this research, statistic sample volume is equal to 34 persons that it same statistic society. In this research, researcher made questionnaire was used that it has had 25 things and it deliberate ingredients such rice quality, packaging and ingredients role related to management and marketing knowledge in rice exports. First, this questionnaire performed on the samples contains 20 persons and its Crownbakh á coefficient comes up 0.70. So questionnaire performed on prototype. In this research, get data surveyed with SPSS software and descriptive census (average, standard deviance) and deductive census (t-student test and Pierson correlation coefficient) tests.

RESULTS

There is difference between Iranian rice and foreign rice (Table 1). To look at Table, there is clear difference between Iranian rice quality and foreign rice quality (sig = 0.000), at average it looked that Iranian rice quality (4.71) is more than of average of foreign rice quality (2.43). There is clear difference between Iranian rice package quality and foreign rice package quality (sig = 0.000) and to look at average it looked that average of foreign rice package quality (4.43) is more than of average of Iranian rice package quality (1.57). There is clear difference between Iranian rice package elegance and foreign rice

package elegance (sig = 0/000) and to look at average it looked that average of foreign rice package elegance (4.77) is more than of average of Iranian rice package elegance (1.14). There is clear difference between Iranian rice access rate to seller and foreign rice access rate to seller (sig = 0.000) and to look at average it looked that average of foreign rice access rate to seller (3.71) is more than of average of Iranian rice access rate to seller (3.14). There is clear difference between Iranian rice selling volume and foreign rice selling volume (sig = 0.000) and to look at average it looked that average of foreign rice selling volume (12.000) is more than of average of Iranian rice access rate to seller (6.57). There is clear difference between Iranian rice supply super abundance in market and foreign rice supply superabundance in market (sig = 0.011) and to look at average it looked that average of foreign rice (4.57) is more than of average of Iranian rice supply superabundance in market (2.71) (Table: 2). Based on overhead Table clear level get is for rice selling volume with all ingredients that they are more than of 0.05. Therefore, research hypothesis run out and it can say, that any of upside ingredients doesn't have related to rice selling (Table 3). Based on overhead Table clear level get for Iranian rice selling in city with Iranian rice selling in Iran (0.029), foreign rice selling in Iran (0.029), Iranian rice supply in market (0.038) is lesser 0.05. Therefore research hypothesis accept 0.05 errors. Since it can say with 95%

Table 1: Superabundance

	Iranian rice		Foreign rice	
	Average	Standard deviance	Average	Standard deviance
Rice quality	4.71	0.488	2.43	0.787
Price	3.43	0.525	3.00	1.00
Rice package quality	1.57	0.967	4.43	0.535
Rice package elegance	1.14	0.378	4.71	0.488
Rice access rate to seller	6.29	2.14	12.00	0.29
Rice access rate to buyer	3.14	1.21	3.71	0.76
Rice selling volume	6.57	0.53	12.00	2.16
Rice supply superabundance in market	2.71	1.254	4.57	0.787

Table 2: Stoodent "t" test result, difference of Iranian & foreign rice

	t	Release grade	Manning level
Rice quality (Iranian-foreign)	8.00	33	0.00
Price (Iranian-foreign)	1.00	33	0.356
Rice package quality (Iranian-foreign)	-7.071	33	0.00
Rice package elegance (Iranian-foreign)	-12.010	33	0.00
Rice access rate to seller (Iranian-foreign)	-7.344	33	0.00
Rice access rate to buyer (Iranian-foreign)	-0.934	33	0.386
Rice selling volume (Iranian-foreign)	-7.55	33	0.00
Rice supply superabundance in market (Iranian-foreign)	-3.365	33	0.011

Table 3: Test result of selling ingredient correlation

	Selling volume	
	P	Sig
Iranian rice quality	0.091	0.846
Foreign rice quality	-0.294	0.522
Iranian rice price	0.167	0.721
Foreign rice price	-0.077	0.869
Package quality of Iranian rice	0.548	0.203
Package quality of Foreign rice	0.289	0.530
Package elegance of Iranian rice	0.354	0.437
Package elegance of Foreign rice	0.316	0.490
Iranian rice access rate to seller	0.271	0.557
Foreign rice access rate to seller	0.00	1.00
Iranian rice access rate to buyer	-0.147	0.754
Foreign rice access rate to buyer	0.471	0.286

Table 4: Test result of Iranian rice selling ingredient correlation in city

	Selling volume of Iranian rice in city	
	P	Sig
Selling volume of Iranian rice in Iran	0.805*	0.029
Selling volume of foreign rice in Iran	0.805*	0.029
Selling volume of Iranian rice in other counties	0.560	0.191
Selling volume of foreign rice in other counties	-0.229	0.622
Iranian rice supply superabundance in market	0.781	0.038

Table 5: Test result of Iranian rice selling ingredient correlation in Iran

	Selling volume of Iranian rice in Iran	
	P	Sig
Iranian rice access rate to buyer	0.778	0.040
Selling volume of Iranian rice in city	-0.805*	0.009

Table 6: Test result of marketing knowledge effect correlation on rice selling

	Marketing knowledge	
	P	Sig
Iranian rice price	0.283	0.538
Foreign rice price	0.847*	0.016
Iranian rice access rate to seller	-0.370	0.414
Foreign rice access rate to seller	0.801*	0.031

trust, to increase of Iranian rice supply super abundance in market and too increase of Iranian rice selling in Iran, Iranian rice selling increase in city and too increase of foreign rice selling in Iran, Iranian rice selling decrease (Table 4). Based on overhead Table clear level get for Iranian rice selling in Iran with Iranian rice access rate to buyer (0.040), Iranian rice selling volume in city (0.009), is lesser 0/05. Therefore research hypothesis accept 0.05 errors. Since, it can say with 95% trust to increase of Iranian rice access rate to buyer and increase of Iranian rice selling volume in city, Iranian rice selling volume

increase in Iran (Table 5). Based on overhead Table clear level gets for marketing knowledge to foreign rice price (0.016), foreign rice access rate to seller (0.031), is lesser 0.05. Therefore research hypothesis accept 0.05 errors. Since, it can say with 95% trust to increase of marketing knowledge, foreign rice price volume and foreign rice access rate seller increase (Table 6).

DISCUSSION

To look at this hypothesis, there is clear difference between Iranian rice quality and foreign rice quality (sig = 0.000) and to look at average it looked that average of Iranian rice quality (4.71) is more than of average of foreign rice quality (2.43). There is clear difference between Iranian rice package quality and foreign rice package quality (sig = 0.000) and to look at average it looked that average of foreign rice package quality (4.43) is more than of average of Iranian rice package quality (1.57). There is clear difference between Iranian rice package elegance and foreign rice package elegance (sig = 0.000) and to look at average it looked that average of foreign rice package elegance (4.77) is more than of average of Iranian rice package elegance (1.14). There is clear difference between Iranian rice access rate to seller and foreign rice access rate to seller (sig = 0.000) & to look at average it looked that average of foreign rice access rate to seller (3.71) is more than of average of Iranian rice access rate to seller (3.14). There is clear difference between Iranian rice selling volume and foreign rice selling volume (sig = 0.000) and to look at average it looked that average of foreign rice selling volume (12.000) is more than of average of Iranian rice access rate to seller (6.57). There is clear difference between Iranian rice supply superabundance in market and foreign rice supply superabundance in market (sig = 0.011) & to look at average it looked that average of foreign rice (4.57) is more than of average of Iranian rice supply superabundance in market (2.71). The result is gotten by this hypothesis; despite to Iranian rice quality is higher than of foreign rice quality but package quality, package elegance, rice access rate to seller and foreign rice selling volume is more than of Iranian rice. Therefore, management ingredients in rice selling are more effect than of rice quality element. Based on this research clear level get is for rice selling volume with all ingredients that they are more than of 0.05. Therefore, research hypothesis run out & it can say, that any of upside ingredients doesn't have related to rice selling. Based on this research, to increase of Iranian rice supply superabundance in market and too increase of

Iranian rice selling in Iran, Iranian rice selling increase in city & too increase of foreign rice selling in Iran, Iranian rice selling decrease. Thereupon, any increase in Iranian rice selling can increase to this harvest selling volume in other dimensions. Based on this research, to increase of Iranian rice access rate to buyer and increase of Iranian rice selling volume in city; Iranian rice selling volume increase in Iran. Based on this research, to increase of marketing knowledge; foreign rice price volume and access rate seller increase. Therefore in Iran, people who they know marketing knowledge use their knowledge for foreign rice selling and they don't try to increase Iranian rice exports.

REFERENCES

1. Sabeti, A., 2012. the important viewpoints in international trade. Isfahan University.
2. Beyd-abady, B., 2007. international trade. Shahreza University.
3. Sheikh Zeyn-aldin, A., 2012. The games viewpoint usage in social welfare module from rice importable tariff policy of Iran opposite of exportable tax policy of Thailand. *Agronomy economy & development journal*; 20th year; pp: 78.
4. Hussein, S.S., 2011. The scrutiny of Iranian rice contest accepting power: full harvest high seed kinds in Guilan province. *Agron. Econ. Res. J.*, 3: 14-22.
5. Rabi'e, A., 2011. The major battles before production & exports of Iranian rice; jahrod Azad University.
6. Alizadeh khalife mahaleh, Z., 2009. The scrutiny of effective ingredients on marketing brink of full harvest native rice in Guilan province. Tehran University.
7. Nowruzi, G., 1999. The scrutiny of rice marketing in Guilan province to emphasis on market continuity. Shiraz University.
8. Rayesi, M.I., 2008. The rice marketing in Mazandaran province; Babol county instance study. Shiraz University.