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Export of Sandstone from India to Global Countries :-An Empirical Study of Economic Aspect

¹Surender Singh Charan, ²Dr.Kalpna Randhawa, ³Rajesh Kumar Sharma, ⁴Anuj Kumar

¹Research Scholar, Suresh Gyan Vihar University, Jaipur (Raj)

²Assistant Professor, Suresh Gyan Vihar University, Jaipur (Raj)

³Associate Professor, Govt.College, SaipAau (Dholpur-Raj)

⁴Associate Professor, Govt. PG College, Dholpur (Raj)

Email: surendercharan77@gmail.com

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Economics**

ABSTRACT

India is a major exporter of natural stone, which is the second largest foreign exchange earner for India besides iron ore in minerals category. The EOU scheme, which was introduced in 1980, helped the industry to modernize as it opened a window to usher in latest technologies for stone processing. India has immense potential for growth of exports in this sector. The purpose of this research paper is an attempt to study the trend of export of natural stones from India to various countries on the basis of its past export performances to these countries. The sandstone is a hard and resistant rock hence a great variety of products are prepared and demanded by users worldwide. The sandstone of India is in good demand from various countries due to its quality and the artwork of our artisans. The county produces great variety of products and are used in Monuments, and buildings etc. The International Market demand of sandstone is growing continuously observed from in this study. The quantity of export of sandstone from India and revenue collection is consistently increasing. The stone companies export 90% of the stone production and have a strong experience of the global business environment.

1. Introduction

India has been known for decades for its stone industry and it is one of the biggest exporters of natural stone in the world. There is something about natural stones, particularly Indian natural stones that turn them so attractive before all the natural stone lovers across the world. It is this fascination to have them that bring out such a fabulous business opportunity. Indian natural stones exporters are doing a fine job by trying to tap that market. India is a major

exporter of natural stone and granite, which is the second largest foreign exchange earner for India besides iron ore in minerals category.

The export of granite in 2001-02 was around Rs. 2600 crore as against Rs. 2100 crore in the previous year. The share of granite monuments in total granite exports is around Rs. 800 crore. India is also the largest exporter of monuments and commenced as far back as 1935 when hand punched monuments were exported to UK. The demand for natural stones can have a number of reasons. Apart from the aesthetic beauty associated with them, there are some specific qualities that make them all the more useful. For example, sandstone and granite are used widely for their comprehensive strength. Some other qualities of granite like durability give it preference in architectural ornamental works. India is one of the most potential country with regard to mineral production. It possesses a very wide spectrum of deposits and production of dimensional stones which includes Granite, Rhyolite, Porphyry, Marble, Serpentinite, Sandstone, Limestone, Slate, Phyllite/ Shale, Quartzite, Basalt, Schist, Gniess and many other rocks as per their availability in particular locality in various parts of the country.

The Indian stone industry has been evolved into the production and manufacturing of a vast variety of types of items viz. sculptures, Statues, blocks, flooring slabs, roofing slabs structural slabs, monuments, tomb stones, , cobbles, pebbles, landscape garden stones etc.

The wide ranges of decorative stones like Sandstone, Marble, Granite, etc. found in India. The good quantity of these decorative stone is exported to various countries by mine owners, commercial manufacturers and suppliers. The sandstone is one of the decorative stone which is exported in good quantity worldwide since last few years. Some of the most widely exported products by natural stone suppliers are granite slabs, quartzite random slabs, slate tiles, mosaic tiles, marble sandstone slabs, etc. It takes varied skill sets to bring out these products. In this context, natural stone supply is a team work. There are a number of suppliers fulfilling the demands of Indian natural stones. Basically, it involves a few precisely cut steps that include quarrying of the stones from the mines, processing of the stones in the plants, marketing of the finished products and then the last step of supplying the stones. It is the three-layered process which encompasses all the business activities of Indian natural stones. However, all these activities are based over a common chord which is the high demand of these stones.

TYPES OF STONES

1.1 GRANITE

Granite is a naturally occurring rock. Granite has a medium to coarse grained structure. Owing to their mineralogy and chemical composition the color of the Indian Granite may vary from being pink to being gray. Chemically speaking granite is an igneous rock with at least 20% quartz in it. Granite forms major continental crust of the earth. Granite is a kind of igneous rock and is formed from magma emitted during a volcanic eruption.

1.2 MARBLE

Marble is the most elegant stones in its own right. The word ‘marble’ triggers awe and demands respect for its royalty. No wonder ‘Taj Mahal’ that was constructed in pure marble has kept the world under its spell for many epochs now. No wonder you want a house or an office brandishing its beauty and glory in marble. In India, marble stone is held in high esteem and symbolizes the aesthetic grandeur of any construction. Besides reflecting the royalty of the household decorated in marble, the stone also demonstrates the rich tradition which India is steeped in since ages and epochs.

1.3 SANDSTONE

Sandstone is the classic stone of the sedimentary rock family. If you want to give a retro look to your kitchens, offices, homes or any other interior/exterior you can surely go for sandstone. The Indian sandstone tile gives a castle like environment around or something like the woods which would trigger your nostalgia. Sandstone primary comprises sand-sized minerals or rock grains. The primary components of sandstone are quartz and feldspar and these are the primary components of the earth’s crust too. Although sandstone is obtained in any color the most popular colors in which the stone is available are tan, white, K. black, brown, yellow, red, gray and Banshi Pink.

1.4 LIMESTONE

Limestone is a sedimentary rock and is mainly made of calcite and aragonite, which are nothing but Calcium carbonate crystals. Limestone comprises approximately 10% of the total sedimentary rock population. Limestone stone tile is a highly water soluble sedimentary rock. Like any other sedimentary rock, limestone has grains too. But the grains found in limestone are of a different nature. They are the fossils of ancient marine animals.

Earning Foreign Exchange

India is a leading exporter of natural stone and ranks third in terms of tonnage, after Italy and China. Rajasthan is a leading exporter of natural stone and has earned Rs2,324 million (\$54million) in 2000-20018. Rajasthan’s sandstone conforms to the highest international standards and has been used in well-known buildings all over the world. The surge in exports in the last two decades has led to increasing numbers of sandstone quarrying and processing units in Rajasthan. The total quantity of sandstone exported from Rajasthan in 2003-2004 was 354,298 tons. Rajasthan’s earnings amounted to around Rs1,994.13 million (\$46.37 million). Sandstone exported from Rajasthan to the Netherlands alone has increased from Rs24.65 million (\$0.57 million) in 1999-2000 to Rs101.17 million (\$2.35 million).

2. Review Of Literature

According to Mari Ahokainen (2009) many studies predict that India will grow economically in future and it will be one of the Asia’s giants. In that case Finnish stone companies should start promoting their material in advance to

establish business relations. Granite is often used as building material in India for example in interior decoration and monuments. The economic growth in India has resulted growth in construction field and many investments are made in high volume projects. The infrastructure has suffered from over usage of the huge population and needs large scale investments. In many Finnish stone companies Asia, especially China, plays an important role. Chinese markets have been growing each year and many surveys predict that markets will become matured in some point and then there should be other countries to replace and take that role. Companies that have several countries they export to are dividing the risk and bearing losses in some market area. How can Finnish stone companies gain better market position on markets that have already large production of their own? And how can Finnish stone companies overcome challenges in exports such as the strong value of Euro and costs of sea freights? According to natural stone industry in India-Together with china and Italy ,India was one of the most important producers and leading exporter (in terms of tonnage)of natural stone world wide over the past decades. On an average over ten percent of the natural stone traded on the world market comes from India. The annual export growth rate has been around 10 to 15 percent over the last decade ,although in the past years the export role of India has stagnated somewhat due to the rise of china. However, the trend over the past decade has been one of mechanization and modernization (Lahiri-Dutt,2003).

According to the India committee of the Netherlands, in collaboration with natuur en milieu,crem somo-The working group on sustainable natural offers a platform to Dutch companies and trade associations to develop and implement viable mechanism to clean up the international supply chain of natural stone. The active participation of companies and trade organizations in the working group is of the utmost importance and is very much welcomed.

According to NIIR project consultancy services-India has one of the largest reserves of granite in the world and exported Rs 2,600 crore (Rs 26 billion) worth of the stone last year. Granite exports this fiscal are expected to touch Rs 2,800 crore (Rs 28 billion) and nearly one-fourth of these exports is accounted for by monument stones. Indian granite exports have declined 33 per cent between 2006-07 and 2008-09.

The sector, which relies heavily on American and European demand, was among the first to feel the heat of the sub-prime crisis. Its export revenues fell steeply in 2007-08, even before there were visible signs of a slowdown in Indian housing and industry. What perhaps explains the increase in volumes in 2007-08 is that polished granite, which commands a better price, was substituted by semi-finished blocks. Yet, prices in the latter category remained unattractive, reflecting the severity of the recession. Volumes increased by 10.2 per cent in 2007-08 over the previous year, while revenue earned from exports decreased by 17.6 per cent this year. The decline in export earnings and volumes was more pronounced in 2008-09. About 85-90 per cent of the total granite production in the country is for exports. So after this recession period over the industry will again regain its demand .This is the best time for an entrepreneur to venture into this sector.

According to Mr J. B. Surana, President All India Granites and Stone Association (AIGSA),- “We have been demanding the central government to place the granite industry, which is largely located in South India, under the Open General License (OGL) list to facilitate smooth export and re-export granite.” “As for marble imports, the government issues licenses which has benefited only one State – Rajasthan, thus creating market imbalance in the country. The AIGSA has filed a writ petition in the Supreme Court to remove the license quota system and allow free imports,” he explained.

Mr Surana said, China imports natural stones from several countries, including India and re-exports them in the international market at prices which the Indian stone industry can not compete with. “Chinese companies have the advantage of a liberal policy and are able to lead the market. The government there gives several incentives, hence the companies are in a position to import stone into the country, and re-export after value-addition. In India, import of granite is not allowed,” he said.

India leads in production of natural stones with 35,342 million tonnes (27.91 per cent share), followed by China (31,000 million tonnes - 23.48 per cent), but India lags behind when it comes to exports. China exported 16 million tonnes of stone valued at \$3.04 billion in 2010 as against India's export figures of about \$600 million. “If the government is progressive, the industry will grow manifold and we can take on China easily,” claimed Mr Surana. According to Mr S. Krishna Prasad, secretary AIGSA said-“The fair organised by the All India Granites and Stone Association (AIGSA) reflects the amount of business that it generates at successive fairs. In 1987, when the first Stona was held, export of granite from India was about Rs 50 crore. In 2010, exports had touched over Rs 6,000 crore and the fair has been a major facilitator of such growth.” “This year the fair is expected to have nearly 500 exhibitors from India and overseas. There are strong delegations from the US, Italy, Turkey, Spain, Portugal, Egypt, Greece, Lebanon, China and Pakistan,” he added.

According to The Hindu Business Line, November 9, 2011-The natural stones industry, besides seeking Government support and simpler taxation norms, must also introspect within and look for ways to standardise itself, said Mr R. Veeramani, Regional Chairman – Granite, Natural Stones and Product Panel, Capexil (Chemical and Allied Export Promotion Council of India). Addressing a panel meeting of granite and natural stone exporters recently, Mr Veeramani, also the owner of Gem Granites, said, “In certain categories, China gives better prices to buyers, India has to give better price. But we are under-pricing unique high-quality materials. Our industry in 2010- 11 grew 6.07 per cent, the year before it was just 0.42 per cent growth. Our exports could have been higher had we maintained the right prices.” The global economy is looking at BRIC countries and Asia for growth. The rupee is also weaker today. The industry must capitalise on these, said Mr Veeramani.

OBJECTIVE OF STUDY: In this study main objectives are as under:

- Study of Sandstone and its quality with regard to export.
- Study of year wise Export quantity of Sandstone.

- Exploration of Future Market / Countries and their Requirements regarding Sandstone.
- Demand of Sandstone in International market.
- Research & Development for Sandstone uses etc.

GEOLOGY OF SANDSTONE:

The Sandstone is a clastic sedimentary rock formed after deposition and lithification of clastic materials in sedimentary basin. These are composed mainly of sand-sized (0.0625 to 2 mm) mineral particles or rock fragments of pre-existing rocks after their weathering and erosion. Most sandstones are composed of quartz along with some other accessory minerals which are bit resistant to weathering at the surface of the Earth. The sandstones are found in a variety of colours due to presence of impurities within the rock. The common colours of sandstones are red (light to dark or flashy colours), tan, brown, yellow, grey, pink, white, black etc. Since the sandstone rock is hard and resistant so its beds are often form highly visible cliffs and other topographic features and can easily be recognised with certain colours of sandstones in different regions.

The rock formations that are composed of sandstone usually allow the percolation of water and other fluids and as it is porous enough to allow the liquids to pass through or to store large quantities and hence making them valuable aquifers and petroleum reservoirs. The fine-grained sandstones are better able to filter out pollutants present in the water than are rocks with cracks and crevices, such as limestone or other rocks fractured by seismic activity, sometimes some soluble salts present in the sandstone may be dissolved.

The quartz-bearing sandstones are sometimes converted into quartzite through thermal metamorphism, usually related to tectonic activity within orogenic belts.

SANDSTONE DEPOSIT IN INDIA:

Geologically the sandstone rocks are found in almost the geologic formations from Proterozoic to Recent. The Precambrian rocks lack in sandstones because all the rocks of this era are metamorphosed whereas the sandstone rock is of sedimentary origin. The sandstones of Precambrian Time are now found as quartzite which also a tough stone hence used as dimensional stone and as road metal. The most popular sandstones are found in the Vindhyan Supergroup and in the Marwar Supergroup.

Sandstone reserves in India are found over the states of Andhra Pradesh, Assam, Bihar, Gujarat, Haryana, Madhya Pradesh, Meghalaya, Mizoram, Karnataka, Orissa, Rajasthan, Uttar Pradesh, Tamil Nadu, West Bengal etc. Over 90% of the workable deposits of sandstone are in Rajasthan, spread over the districts of Bharatpur, Dholpur, Kota, Sawai-Madhopur, Karauli, Bundi, Jhalawar, Chittorgarh, Jodhpur, Bikaner, Nagaur and Jaisalmer.

India is among one of the leading countries when it comes to mining and export of sandstone rock. The best part with Sandstone from India is that it is

available in different colours and considered best for interior as well as exterior use. Some commercially popular sandstone products from India include names like: Tint Mint, White Mint, Mint Fossils, Modak, Agra Red, Rainbow Sandstone, Raj Green, Teak, Buff Brown, Dhoplur Chocolate, Beige, Dholpur Pink, Mandana Red, Jodhpur Pink, Jodhpur Red, Jaisalmer Yellow etc.

The varieties of sandstones are available in a number of finishes and come with great strength. However, a commercial variety of sandstone called Rainbow is found in layered form, so is not suitable when good thickness and toughness is required. The Jodhpur Sandstone is best when used in front elevation and it also possesses high compressive strength.

DESCRIPTION OF PROBLEMS & ISSUES:

The demand for export of sandstone is continuously growing in the current scenario. The huge quantity is required to maintain the supply in the International Market with upcoming requirement for sandstone but government's concerned departments are deducing proper policies to control and facilitate quality and quantity for demand and supply of sandstone. The government departments are also developing policies for proper management of waste and scrap of utilization sandstone for supply in National and International Market.

The Attention and awareness is also required for the exploration and prospecting of present and new sandstone deposits to maintain the mining and supply for the upcoming and future National and International Market Sandstone.

3. Research Methodology

The study

It was an exploratory study to analyze Export potential of natural stones to various countries and also to develop suggestions for exporters.

Exploratory study

The study is an exploratory research is a preliminary phase and is absolutely essential in order to obtain a proper definition of problem at hand .Exploratory study can be used to establish priorities in studying the competing explanations of the phenomenon.

- In formulating a problem for more precise investigation or for developing hypotheses.
- For establishing priorities for further research.
- Gathering information about the practical problems for carrying out research on particular conjectural statements.
- Increasing the analyst's familiarity with the problem.
- Clarifying the concept.

The Tools

Tools for data collection –The secondary data was used as a source of data collection. The research was executed by using literature as theory and government websites to collect specified data about the Indian exports of natural stones. Literature was gathered from different sources. Traditional books were found from libraries and also data bases were found from web pages. Newspapers and magazines gave more detailed information about stone branch and companies operating there. The various data collection sources used for study were Websites , search engines, books and journals.

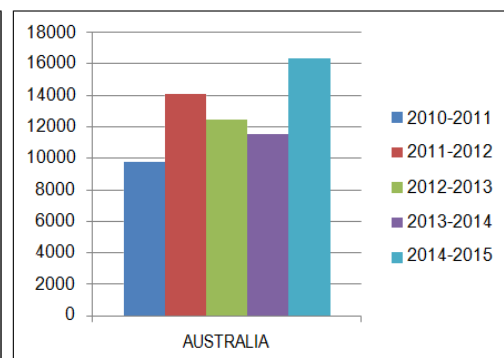
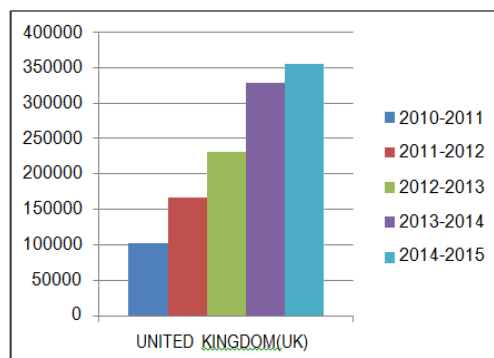
Tools for data analysis- The collected data was analyzed through the trend analysis for finding trend of export of natural stones from India to various countries.

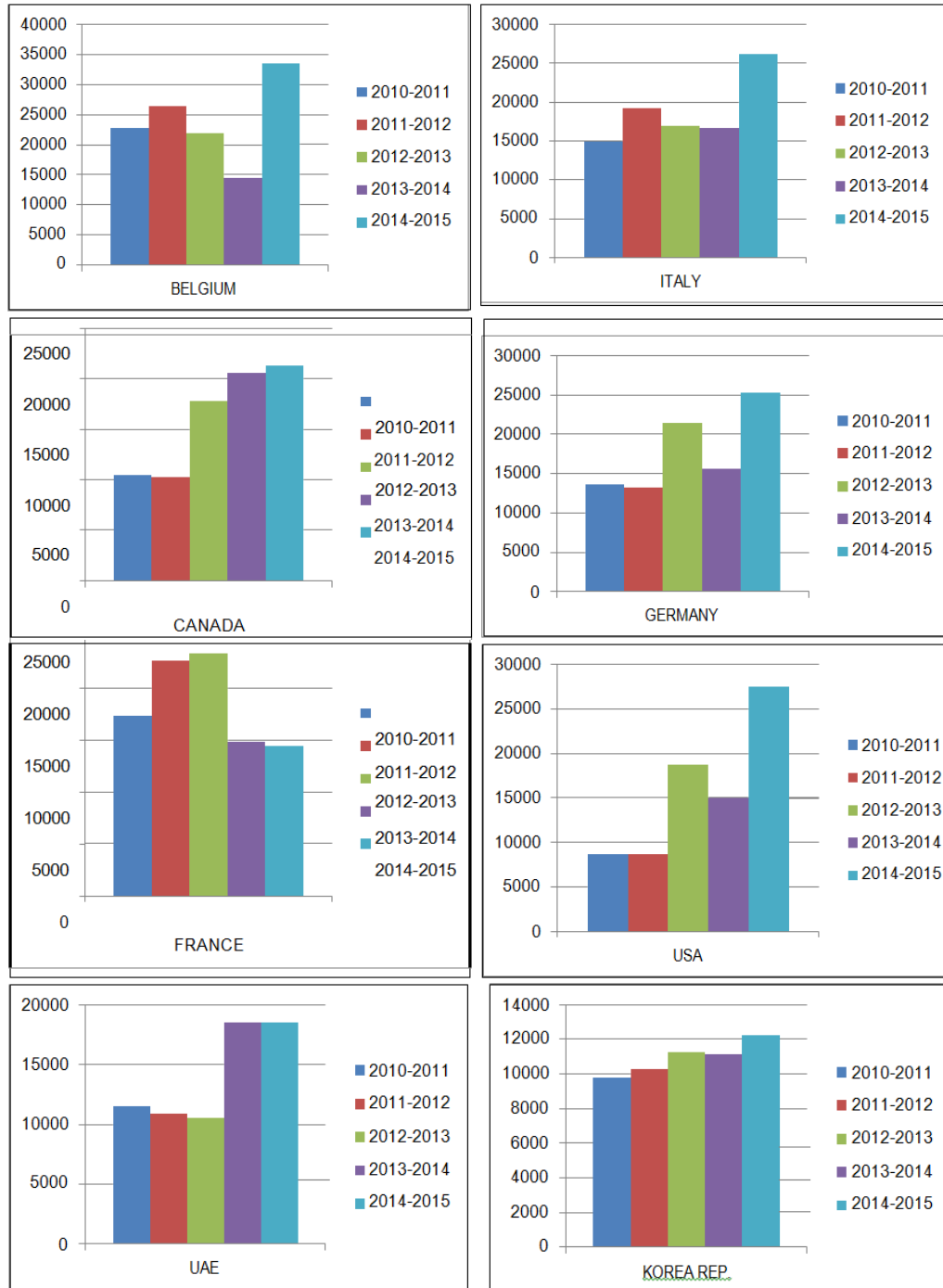
The Statistical data of exports a period of continuous five financial years from 2010-11 to 2014-15 has been collected from various agencies and presented in tabular form and Graphs has also been prepared and presented in this study.

STATISTICAL DATA & GRAPHS SHOWN EXPORT QUANTITY OF LAST FIVE YEARS:

YEARLY FIGURES OF (QUANTITY & VALUE)										
Name of Country	2010-2011		2011-2012		2012-2013		2013-2014		2014-2015	
	Qty (t)	Value (₹'000)	Qty (t)	Value (₹'000)	Qty (t)	Value (₹'000)	Qty (t)	Value (₹'000)	Qty (t)	Value (₹'000)
UK	102433	1368988	166508	1828772	230469	2921188	329143	4760663	355039	5220718
AUSTRALIA	9790	152895	14061	236903	12426	179515	11495	216120	16373	253908
BELGIUM	22776	155132	26500	183277	21862	168000	14405	140982	33527	283952
ITALY	14974	146110	19193	174311	16879	148720	16682	213015	26255	241209
CANADA	10518	125035	10287	158532	17788	309135	20632	408021	21272	386230
GERMANY	13567	139289	13255	144540	21493	202530	15576	228499	25197	263064
FRANCE	17304	106655	22678	127452	23279	125169	14840	135505	14457	126944
USA	8704	93054	8628	113973	18724	189942	15016	284215	27433	449763
UAE	11530	111778	10900	109829	10538	127401	18537	214719	18569	214134
KOREA REP	9764	95733	10263	105955	11235	119015	11112	145644	12234	153384
OTHER CO.	82778	718316	67965	682328	64873	666987	73436	831903	76652	929817
ALL CO.	304138	3212985	370238	3865872	449566	5157602	540874	7579286	627008	8523123

Table – 1. YEARLY FIGURE'S OF QUANTITY & REVENUE COUNTRY WISE YEARLY SHOWN QUANTITY(t) GRAPHS





- Sandstone is traded all around the world. The data provided on the export analysis shows that there are almost 105 countries and territories, which actively import Sandstone from India. The combined value of total export is 153.37 USD million. Therefore, if any exporter wishes to export Sandstone then Connect2India offers a complete guide on how to export Sandstone from India. The following data contains everything from Sandstone export analysis to export resources.

The top five countries to export Sandstone from India

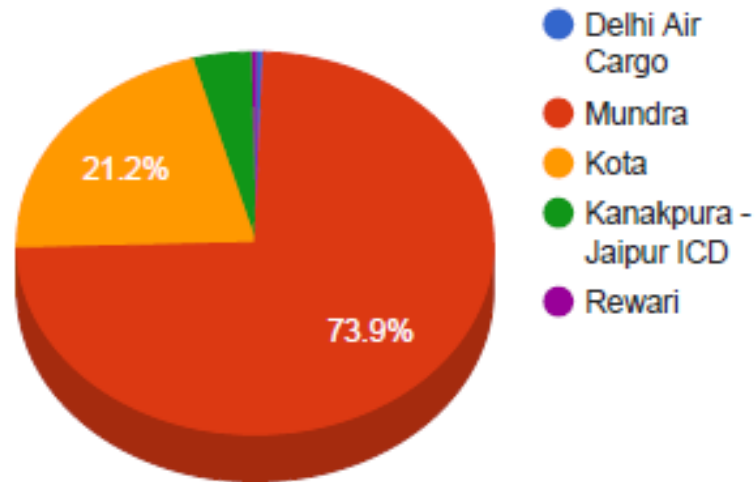
From the perspective of the data on Sandstone export, India’s top 5 trade partners who import Sandstone from Indian exporters are mentioned in the table, although the total export value of the top 5 countries is 120.9 USD million which is the 78.83% of the total export value of Sandstone.

Where to export Sandstone

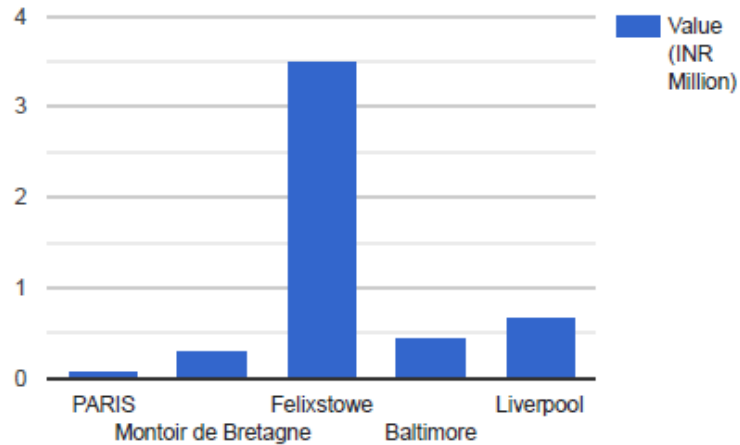
Export analysis of Sandstone are represented in the map format. The mapping presentation will assist Indian exporters of Sandstone to pick up their target region.

The map clearly shows the regions where Sandstone is majorly exported

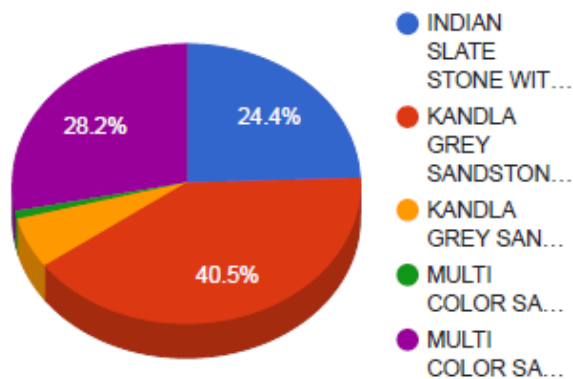
Indian ports for Sandstone export from India



Top importing ports for Sandstone from India



Top export shipments of Sandstone export from India



Top countries for Sandstone export from India

Country	Value (USD Million)
United Kingdom	90.08
USA	9.59
Belgium	7.4
France	7.4
Canada	6.43

Top importing nations for Sandstone

V...United KingdomUSABelgiumFranceCanada050100

Country	Value (USD Million)
United Kingdom	90.08
USA	9.59
Belgium	7.4
France	7.4
Canada	6.43

Looking to export Sandstone from India?

Historical Export trends for Sandstone

Following is the year wise trend of Sandstone export

The data also shows the year wise trends of Sandstone export. In the span of 10 years, Sandstone export from India has shown significant growth. In the year 2009 the total value of Sandstone export was 95.11 USD million. Whereas the data of 2018 states the export value of 197.99 USD million, which shows a considerable 0.75% greater.

Sandstone export trends (Year wise)

Year	Value (USD Million)
2009	95.11
2010	72.35
2011	82.13
2012	96.5
2013	126.83
2014	141.59
2015	156.71
2016	138.41
2017	196.51
2018	197.99
2019	153.37

Historical export analysis of Sandstone from India

Year	Value (USD Million)
2009	95.11
2010	72.35
2011	82.13
2012	96.5
2013	126.83
2014	141.59
2015	156.71
2016	138.41
2017	196.51
2018	197.99
2019	153.37

Export value of Sandstone (Year wise)

Year	Value (USD Million)
2009	95.11
2010	72.35
2011	82.13
2012	96.5

Year	Value (USD Million)
2013	126.83
2014	141.59
2015	156.71
2016	138.41
2017	196.51
2018	197.99
2019	153.37

Top ports for exporting Sandstone from India

Top Indian ports which export Sandstone

Following are the major ports which export Sandstone from India.

Top ports in India for export of Sandstone

Port	Value (INR Million)
MUNDRA	244.409
KOTA	119.865
KANAKPURA - JAIPUR ICD	4.754
SABARMATI ICD	1.549
NHAVA SHEVA SEA	1.41

Top Origin Ports for Sandstone

MUNDRAKOTAKANAKPURA- JAIPUR
ICDSABARMATIICDNHAVASHEVA SEA32.2%65.7%

Port	Value (INR Million)
MUNDRA	244.409
KOTA	119.865
KANAKPURA - JAIPUR ICD	4.754
SABARMATI ICD	1.549
NHAVA SHEVA SEA	1.41

4. Analysis:-

The data collected analyzed critically shows that in general the demand for sandstone demand is increasing in the international market and the revenue of the money collection is also increasing consistently.

The United Kingdom (UK) emerged as the biggest buyer of sandstone from India in comparison to other countries. Other countries are quite behind in importing sandstone from India. The countries like Belgium, Italy, Canada, Germany, France, UAE etc also for buying sandstone and the import quantity is also increasing in general in five years of study period. There is a clear and consistent increasing trend in export to the countries like United Kingdom, Canada and Republic of Korea. The countries like Australia, Belgium, Italy, Germany, USA and UAE show some ups and down in importing sandstone from India but in the last year of study i.e. 2014-15 it shows sufficient increase in these countries. The France is the only country which also show some ups and down in importing sandstone from India but it show increase in initial three years and in last two years it shows decreasing trend in importing sandstone from India.

Whether the study show increase or ups and down in quantity of export supply of sandstone but the study of revenue of money collected of all the countries included importing sandstone from show increasing trend, which is a positive sign in terms of economics.

As per the data and its analysis in this study, it can easily be said that the future demand of Sandstone will definitely increase in almost all countries and some new countries may also come forward to import sandstone from India and the money collection through sandstone export will also increase satisfactorily.

Since, as per prediction of this study the demand for sandstone export will increase so, it is required to the geologists, mining engineers, mine owners, suppliers and the government departments must gear up explore deposits and developed deposits of sandstone and quality of finished product should also be improved for maintain continuous quantity and quality of supply of desired product to fulfill the upcoming demand of Sandstone in International Market.

5. Conclusion

The study data of five years the Sandstone Export shows that:

There are mainly nine countries along with some other countries with small quantity which buy sandstone from India. Main importing countries are United Kingdom (UK), Australia, Belgium, Italy, Canada, Germany, USA, France and UAE. United Kingdom (UK) is our largest buyer of Sandstone in comparison to other countries.

The countries like United Kingdom, Canada and Republic of Korea show consistent increasing trend in export but to the countries like Australia, Belgium, Italy, Germany, USA, UAE and France show ups and down in export. As a whole the export of sandstone is increasing consistently.

The data of revenue of money collected through export of sandstone show consistent increasing trend which a good sign for Indian Economy. The revenue in export of sandstone is also increasing consistently.

Natural Stone is a huge market that gives space to all kinds of export activities in the realm of Indian natural stone exports. They provide comprehensive solution to all the clients. Moreover, they need to bring out natural stones that conform to the international standard to cater to the needs of international

clients. That is the reason it is a common sight to see the presence of multiple experts at the factories set by a mosaic exporter, Indian marble exporter, limestone exporter, quartzite stone exporter; and the suppliers of different stones like sandstone supplier, or in a nutshell natural stone suppliers. These certified professionals are needed to bring about the international standard desired by the customers all across. The business needs are such that in most of the cases suppliers and exporters get all the activities done from their own end. The results of the research does not confirm previous forecasts that Indian stone business will continue to grow in the following years. But the markets offer large growth potential for many foreign exporters. Finnish stone companies, and stone generally, are not well-known in global market and therefore natural stone exporter companies need to raise awareness and promote more stone qualities. Annual stone exhibitions have a great importance in collecting new contacts in stone business and could be used to find and establish long-term relations. The companies large scale production in India, strong Euro and rising costs of sea freights are all great challenges for exporters. To be able to overcome these challenges exporters should tailor and customize their materials and pricing to suit the local markets. A further study is required to find out how companies could find reliable agents in India and what marketing strategies could be used to make various natural stones well-known in the world.

According to the department of commerce-the Association has decided to strategically hold the exhibition and Fair to give India the focus which is very urgent and timely and will help to keep and maintain the image and the distinct identity of the Indian natural stones and to reinforce the dominant position of India as the main supplier of highest quality of granite and other natural stones in the world market.

6. Implications Of The Study

A) For Indian natural stones exporters from India

The study would help the natural stones exporters in identifying the potential market in various countries for stone export. It will help to know about global competitors, it would help them in knowing the reasons behind the increase of exports in various countries. At last it will also help them in understanding the current scenario of natural stones industry and future trends.

b) For researchers

The study being exploratory in nature highlights some areas where researchers can carry on further study to understand the working of natural industry.

c) For government

The study would also be beneficial for government; it will help them in identifying reasons behind decline in these markets and to know current situation and future trends of natural stones industry.

d) For students

Students, who are interested in exploring about natural stones industry, can know current scenario of and market potential of various countries with future trends.

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