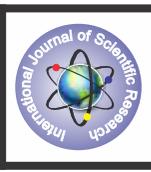


A STUDY ON CUSTOMER SATISFACTION ON THE SALES AT ARINGNAR ANNA SUGARS, THANJAVUR



Marketing
KEYWORDS: Sales strategy marketing strategy sugar industry consumer industry

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ABSTRACT

The sales force can be both a rich source of market intelligence and a key vehicle for implementing marketing strategy historically in many organisations. the sales function operated in tactical isolation from marketing strategy increasingly companies are exploring the advantages of integrating sales with marketing an approach which has been positively linked with improvements in business performance this study explores a specific aspect of the connection between sales and marketing integration and better performance.

INTRODUCTION:

Marketing strategy is the goal of increasing sales and achieving sustainable competitive advantages. Marketing strategy includes all basic and long-term activities in the field of marketing that deals which the analysis of the strategic initial situation of a company and the formulation evaluation and selection of market oriented strategy and therefore contribute for the goals of the company. Marketing strategies serve as the fundamental underplaying of marketing plans designed to fill market needs and reach marketing objectives, plans and objectives are generally tested for measurable results marketing strategy involves careful and precise scanning of the internal and external environments. Internal environments factors include the marketing mix and marketing mix modeling plus performance analysis and strategic constraints, external environment factors include customer analysis competitor analysis target market analysis as well as evaluation of any elements of the technological economic cultural or political /log all environment likely to impact success.

OBJECTIVES

- Primary objective:**
 To study on marketing strategy of sugar with reference to sales at Aringnar Anna sugar, Thanjavur.
- Secondary objectives:**
- To study the importance criteria the customer to purchase Aringnar Anna Sugars, Thanjavur.
 - To analyze the service rendered and level of customer satisfaction through delivery process

REVIEW OF LITERATURE

(Michael Baker 2008) It is the modus operandi that allows an organization to concentrate its limited resources on the best available opportunities to increase sales and achieve a sustainable competitive advantage.

(Movado 2000) says that marketing strategy has been a salient focus of academic inquiry.

(Li et al 2000) says that there are numerous definitions of marketing strategy in the literature and such definitions reflect different perspectives.

(Orville and Walker 2008; Theodosia, Lemonades, 2003; Kotler, Armstrong, 2009) says that a traditional definition of marketing strategy is a plan for pursuing the firm's objectives or how the company is going to obtain its marketing goals with a specific market segment.

Brodrechtova (2008) explains that marketing strategy is a roadmap of how a firm assigns its resource and relates to its environment and achieves corporate objective in order to generate economic value and keep the firm ahead of its competitors.

D.K. Pane et at (2005) examined various process and economics of refined sugar production followed by the Indian sugar industry and also made an attempt to explain the efficient manner By-products utilization. The concluding remark was if the By-products of the industry were utilized properly the sugar production cost could be reduced.

STATEMENT OF THE PROBLEM

Small business owners who are concerned about their sales and marketing capabilities could begin to see improvement by breaking down the term "sales and marketing" into discrete manageable elements you end up with a checklist that can be reviewed in order to prioritize areas needing improvement a checklist that will serve as the ground work for an effective marketing strategy.

RESEARCH DESIGN

Sampling technique:
 Sampling is the selection of some part of an aggregate to totality on the basis of which a judgment about the aggregate or totality is made. Convenient sampling was used in this project.

Sample size: 102

Data collection: Questionnaire method.

Tools analysis: simple percentage and chi-square test tools have been used to analyze the data. The data has been interpreted with the help of bar diagrams.

LIMITATION:

- As the time is just 4 weeks for the study, the survey is confined to Thanjavur district only.
- The result of the research depends upon data collected and analysis. So if any data from respondent data from respondent affect research findings.

DATA ANALYSIS AND INTERPRETATION

TABLE 1: COST OF SUGAR

Cost of sugar	No. of respondents	Percentage
Highly satisfied	33	32
Satisfied	62	61
Highly dissatisfied	5	5
Dissatisfied	2	2
Total	102	100

Inference:

From the above table it is clear that 61% of the respondents said satisfied, 32% of the respondents said that highly satisfied, 5% of the respondents said that there is highly dissatisfied of cost of sugar and remaining 2% of the respondents said dissatisfied of cost of the sugar.

FIGURE 1: COST OF SUGAR

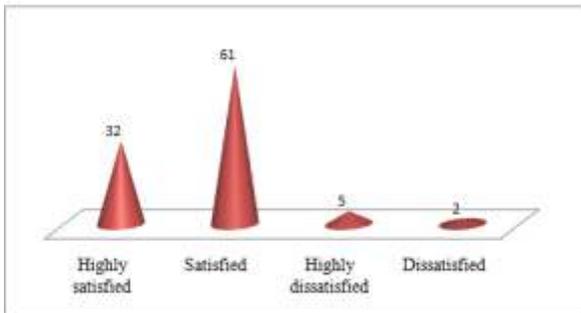


TABLE 2: SALES AND SERVICES

Sales & services	No. of respondents	Percentage
Highly satisfied	35	34
Satisfied	53	52
Highly dissatisfied	12	12
Dissatisfied	2	2
Total	102	100

Inference:

From the above table, it is clear that 52% of the respondents said satisfied, 34% of the respondents said highly satisfied, 12% of the respondents are said highly dissatisfied and remaining 2% of the respondents said dissatisfied with sales and service

FIGURE 2: SALES AND SERVICES

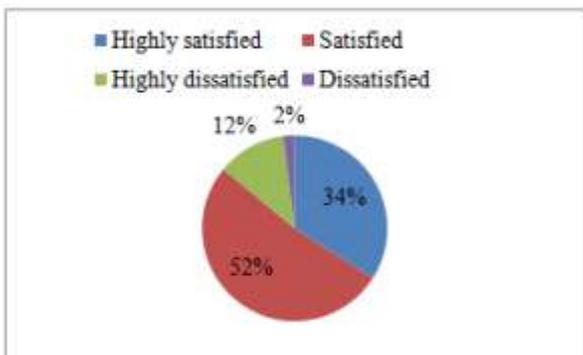


TABLE 3: LEVEL OF CUSTOMER SATISFACTION WITH DELIVERY PROCESS

Customer Satisfaction with Delivery process	No. of respondents	Percentage
Highly satisfied	27	26
Satisfied	53	52
Moderate	22	22
Dissatisfied	0	0
Total	102	100

Inference:

From the above table it is clear that 26% of the respondents Say highly satisfied with the level of customer satisfaction through delivery process, 52% of the respondents say satisfied, 22% of the respondents say moderate

FIGURE 3: DELIVERY PROCESS

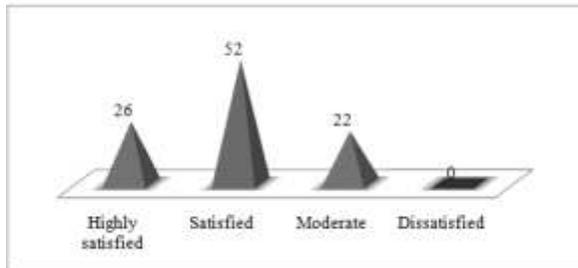


TABLE 4: EFFECTIVE IN PROVIDING SERVICE

Effective in providing service	No. of respondents	Percentage
Highly satisfied	24	23
Satisfied	70	69
Dissatisfaction	0	0
Highly dissatisfaction	8	8
Total	102	100

Inference:

From the above table, it is clear that 69% of the respondents said that satisfied with their providing service, 23% of the respondents said that satisfied with their providing service, 8% of the respondents said that satisfied with their providing service.

FIGURE 4: EFFECTIVE IN PROVIDING SERVICE

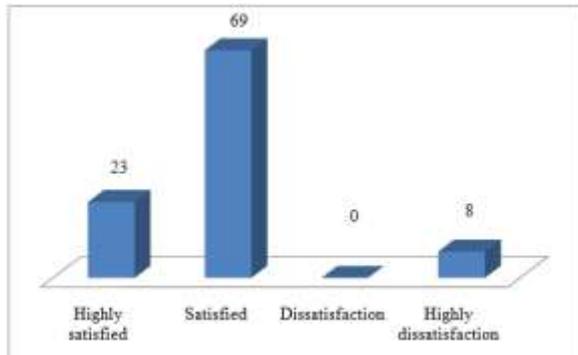


TABLE 5: HOLDING STOCK OF SUGAR

Other brands	No. of respondents	Percentage
Totally agree	18	18
Agree	57	56
Neutral	27	26
Disagree	0	0
Total	102	100

Inference:

From the above table, it is clear that 56% of the respondents said agree with AA sugar different than other brands, 26% AA sugar different than other brands, 18% AA sugar different than holding sugar stock

FIGURE 5: HOLDING STOCK OF SUGAR

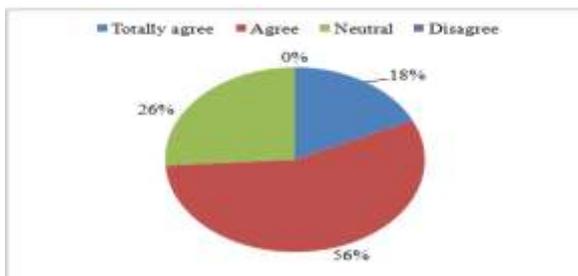


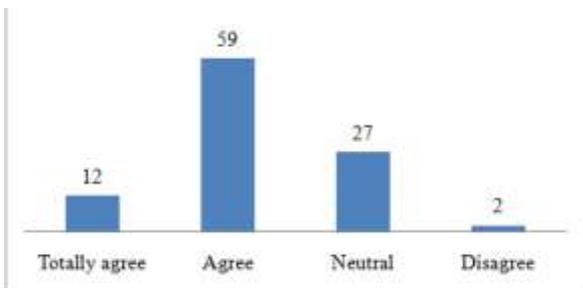
TABLE 6: COUPON

Coupons	No. of respondents	Percentage
Totally agree	12	12
Agree	60	59
Neutral	28	27
Disagree	2	2
Total	102	100

Inference:

From the above table, it is clear that 59% of the respondents said that there coupons are provided as AA sugar, 27% of the respondents said that there coupons are provided as AA sugar , 2% of the respondents said that there coupons are provided

FIGURE 6: COUPON



ASSOCIATION BETWEEN COST OF SUGAR AND CUSTOMER SATISFACTION WITH SALES AND SERVICES USING CHI-SQUARE TEST

Null hypothesis (H₀): There exists no significant association in cost of sugar sales and customer satisfaction with service in AA sugar.

Alternative hypothesis (H₁): There exists significant association cost of sugar and customer satisfaction with sales and service in AA sugar.

TABLE: 7

Cost of sugar	Highly satisfied	Satisfied	Highly dissatisfied	Dissatisfied	Total
Satisfaction with sales and service					
Highly satisfied	2	28	3	1	34
Satisfied	32	22	7	0	61
Highly dissatisfied	0	2	2	1	5
Dissatisfied	0	2	0	0	2
Total	34	54	12	2	102

Calculated value=41.5

Degree of freedom= 9

The table value at 5% level of significance is 16.919.

Calculated value of chi-square (41.5) is greater than the table value of chi-square (16.919). So accept the alternative hypothesis and reject the null hypothesis.

There exists significant association between cost of and sales and services

ASSOCIATION BETWEEN SATISFACTION THROUGH DELIVERY PROCESS AND PROVIDING SERVICE USING CHI-SQUARE TEST

Null hypothesis (H₀): There is no significant association between level of customer satisfaction through delivery process and providing service.

Alternative hypothesis (H₁): There is significant association between level of customer satisfaction through delivery process and providing service.

TABLE: 8

Satisfaction through delivery process	Highly satisfied	Satisfied	dissatisfied	Highly dissatisfied	Total
Providing service					
Highly satisfied	8	18	0	1	27
Satisfied	10	37	0	6	53
Dissatisfied	6	15	0	1	22
Highly dissatisfied	0	0	0	0	0
Total	24	70	0	8	102

Calculated value: 11.727

Degree of freedom =9

The table value at 5% level of significant is 16.919.

Calculated value is less than table value. So the reject alternative hypothesis and accept the null hypothesis.

There is no significant association between level of customer satisfaction through delivery process and providing service.

ASSOCIATION BETWEEN HOLDING STOCK OF SUGAR AND DELIVERY DEMAND

Null hypothesis (H₀): There is no significant association between level of strategy level of strategy of sugar assign the delivery and satisfied when deals to the factory.

Alternative hypothesis (H₁): There is significant association between level of strategy level of strategy of sugar assign the delivery and satisfied when deals to the factory.

Holding stock of sugar	Highly satisfied	Satisfied	Dissatisfied	Highly Dissatisfied	Total
Delivery demand					
Highly satisfied	1	25	4	0	30
Satisfied	16	20	10	0	46
Dissatisfied	5	16	4	0	25
Highly dissatisfied	0	0	0	1	1
Total	22	61	18	1	102

Calculated value: 17.632

Degree of freedom = 9

The table value at 5% level of significant is 16.919.

Calculated value is greater than table value. So accept the alternative hypothesis and reject the null hypothesis.

There is significant association between level of strategy level of strategy of sugar assign the delivery and satisfied when deals to the factory.

CONCLUSION

This paper is a study on the marketing strategy with regards to sales in Aringnar Anna sugars. The study was to analyse the various sales marketing like providing various financial schemes which will improve sales having a very effective distribution channel which is another strategy being used along with benefits for the rural community alongside the sugar factory to flourish i conclude by saying that AA sugar factory have very good sales marketing strategies to increase its profit.

REFERENCE

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