

# The study of Pistachio Production in Iran with Emphasis on Yazd

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**ABSTRACT:** Based on the theory of international trade, developing countries because of its relative advantages and plenty of inputs and raw materials are the basic economic expertise. In this regard, development economics, international specialization are criticized because of a severe economic dependence on exports. Economic policy in the international specialization of goods for a country that leads to a severe economic dependence of the country's commodity export earnings and due to the unpredictable nature of export price volatility and instability in export earnings has led to fluctuate, so this will have a negative effect and sometimes positive effects on the entire economy. 20-year effort to achieve goals and create new capacity for long-term strategies to promote the exports of the country's economy has been in recent years. Pistachios as one of the country's strategic products, it has the potential to be transformed as a moderator in other country's trade balance. Yazd province geographically as well as natural and appropriate capabilities in the manufacture of this product will be investigated in this study. After reviewing the status of national and global pistachio production in the country, the study results suggest that the city seal on average 28.4% share of pistachio production in the province has allocated to itself. Then Mehriz average 21.9 percent and 15.7 percent, followed by Taft that have the potential to increase this level.

**Keywords:** Pistachio production, Yazd Province, Non-Oil Export.

## INTRODUCTION

Study and research in agricultural economics and marketing literature marketing of agricultural products, has a long history. Operations and marketing processes of urbanization and agricultural development away from areas beforehand has been important consumption centers (Hosseini , 2008), such that un factors affecting the development of marketing of agricultural products from insisted more government attention to this important issue in the field of agricultural economics. In the country, Kerman province accounted for the bulk of their production (based on the latest official statistics) has a first position and production levels. Iranian pistachio flavor in the global markets and regular clients is unique, but in recent years under the influence of various factors, pistachio Iran's share in global trade and production has decreased although Iran is first major producer and exporter of pistachio in the world. Declining share in world trade of Pistachio is attributed to the emergence of new competitors (USA, Turkey, and China) and internal factors (decreased production and increased cost of production per hectare). As competition in the global market is increasing day by day, pistachio, pistachio preserve and enhance the global market seems necessary. In recent years, Pistachio have been growing in areas of the country, however, a suitable substrate for increased marketing of that product is not available. If this trend continues, when reviewing the rationale in this regard does not, you will have problems in producing and national levels. It is obvious that the production of each product, the main problem is the best way to deliver it to consumers and this is the marketing system more efficient and coherent from the important role marketing can be realized. However, the important item that pistachio exports constitute important sources of oil supply is the country's currency can be more understanding of this issue. Marketing involves various stages of processing, packaging, transport and storage is. Product value with the passage of each of these steps increases, thus causing a current value of the marketing process. Marketing process is costly and the

resulting dispute between the prices paid by the consumer price producer. The price gap is called the marketing margin. In the case of marginal agricultural marketing including farm-gate price and retail price difference is. According to Audoel (2004) effect of marketing margin is affected by each of these factors varies over time. Theoretically, factors affecting price elasticity of demand and supply functions are changing their marketing margins (Shahbazi, 2009). Therefore, the detection and identification of factors affecting agricultural marketing margin analysis, it is one of the factors that cause change in supply and demand of agricultural products. Among agricultural products, pistachio Iran as a strategic product and having a share of 50, 74, 68, 25 and 7.8 percent respectively in global production, global cultivated area, the pistachio export value, the total value of agricultural exports and the total value exports in recent years is a special place. Yazd pistachio crop in 2011 with acreage of approximately 35,472 hectares of fertile province ranks first among horticultural products and the production rate, equivalent to 44678 tons of production earns second place in the province. Given the importance of pistachio production in the agricultural prone conditions in Yazd province for the production and efficient use of water and soil resources salted pistachio marketing issues in the study of thiamine is important. In addition to problems with pistachio marketing in Yazd province, such as the lower portion of the price paid by the consumer to the producer, the lack of proper marketing, finally, high-margin market of this product is very necessary to address marketing issues pistachios and identify the factors affecting it. In this study, we investigate the global production of pistachio production in Iran and will be checked carefully, especially in Yazd province.

**Global production of pistachio and trend**

According to FAO statistics, an average of 376 tons of pistachio production in the world in 2000, with an average annual change of 0.9 percent has been decreased to 944 thousand tons in 2011. Despite pistachio production in different countries, five countries of Iran, the U.S., Turkey, China and Syria, more than 96.84% of the total world pistachio production accounted (in 2011). Table (1) yields the pistachio producing countries in the world and it shows the years 2000 to 2011.

Table 1. pistachio producer in the world producing countries during 2000-2011

Year	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	Country
376816	431624	517586	542037	444110	514359	593370	687371	805284	817610	954082	944873	World
2800	2800	2800	2200	2310	2457	2457	4200	4300	3000	3830	4203	Afghanistan
			10	10	11	15	3	3	2	2	3	Azerbaijan
22000	26000	28000	30000	32000	34000	36000	38000	40000	45000	58000	74000	China
15	15	15	15	14	15	12	25	24	75	19	24	Cyprus
113	133	145	116	132	148	162	187	206	226	242	288	Ivory Coast
9536	9540	8860	7930	7917	8847	8233	8148	8100	10124	8998	9580	Greece
112000	249000	249000	306192	184899	229657	250000	315500	446647	446647	446647	472097	Iran
2768	1762	1877	1993	2400	2719	1024	2782	2000	3110	9170	10801	Italy
0	0	0	0	0	0	0	0	618	469	623	630	Jordan
116	127	126	149	92	300	500	800	759	818	800	888	Kyrgyzstan
230	210	200	195	200	210	220	230	254	197	187	223	Malagazy
5	5	4	5	6	7	5	6	7	6	6	6	Morris
31	21	7	7	11	26	4	10	21	66	71	69	Mexico
50	30	27	50	47	56	65	66	69	88	78	75	Morocco
209	196	195	195	3425	597	632	536	773	773	663	659	Pakistan
39923	37436	52840	47600	21200	44642	73183	52066	52600	61484	57471	55610	Syria
1600	1100	800	1200	1800	2000	2700	2500	2500	2500	2300	2100	Tunisia
75000	30000	35000	90000	30000	60000	110000	73416	120113	81795	128000	112000	Turkey
110220	73030	137440	53980	157397	128367	107955	188696	126100	161025	236775	201395	America
200	219	250	200	250	300	203	200	190	205	200	222	Uzbekistan

Iran is the largest producer of pistachios in the world and more than 47.7% of the global productions of this product are available during the years 2000 to 2011, the rug, the pistachio is the greatest export of non-oil foreign income is a significant. Central and Eastern zones of about 440 thousand hectares of pistachio production is dedicated to the 388 thousand hectares of fertile and non-fertile 102 thousand hectares (plant) (the year 2005). After Iran, the U.S. accounted for 22.52% share of world production to be the world's second leading producer of fruit. State almost from the beginning of the 1980s, pistachios produced on a commercial scale has turned. 90 percent of American nuts, including almonds, pistachios and walnuts are grown in California. California pistachio production has never been commercially important in the early years, but the union pistachio producers in the state and local government authorities have broad support, to the development of pistachio large received credits. Although the California Pistachio flavor is by no means the quality Iranian pistachio; but due to proper packaging and physical

characteristics as whiteness and coarse grains in markets that are not very familiar with Iranian pistachio nuts or influenced by negative propaganda against Iran (Aflatoxin of infection to the hooves) was done and are of the has found demand. After Iran and the United States, which ranked first and second world producer of pistachios into account, Turkey, China and Syria respectively, having 12.34, 6.05 and 8.13% share of production third to fifth positions have been produced in the world. Table (3-2) is written in the share of global production of pistachio producing countries.

Table 2. Share-producing countries of the world production unit: percent

Country	Year	2010	2009	2008	2007	2006	2005	2004	2003	2002	2001	2000
World	100	100	100	100	100	100	100	100	100	100	100	100
Afghanistan	0.44%	0.40%	0.37%	0.53%	0.61%	0.41%	0.48%	0.52%	0.41%	0.54%	0.65%	0.74%
Azerbaijan	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
China	7.83%	6.08%	5.50%	4.97%	5.53%	6.07%	6.61%	7.21%	5.53%	5.41%	6.02%	5.84%
Cyprus	0.00%	0.00%	0.01%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Ivory Coast	0.03%	0.03%	0.03%	0.03%	0.03%	0.03%	0.03%	0.03%	0.02%	0.03%	0.03%	0.03%
Greece	1.01%	0.94%	1.24%	1.01%	1.19%	1.39%	1.72%	1.78%	1.46%	1.71%	2.21%	2.53%
Iran	49.96%	46.81%	54.63%	55.46%	45.90%	42.13%	44.65%	41.63%	56.49%	48.11%	57.69%	29.72%
Italy	1.14%	0.96%	0.38%	0.25%	0.40%	0.17%	0.53%	0.54%	0.37%	0.36%	0.41%	0.73%
Jordan	0.07%	0.07%	0.06%	0.08%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Kyrgyzstan	0.09%	0.08%	0.10%	0.09%	0.12%	0.08%	0.06%	0.02%	0.03%	0.02%	0.03%	0.03%
Malagazy	0.02%	0.02%	0.02%	0.03%	0.03%	0.04%	0.04%	0.05%	0.04%	0.04%	0.05%	0.06%
Morris	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Mexico	0.01%	0.01%	0.01%	0.00%	0.00%	0.00%	0.01%	0.00%	0.00%	0.00%	0.00%	0.01%
Morocco	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%
Pakistan	0.07%	0.07%	0.09%	0.10%	0.08%	0.11%	0.12%	0.77%	0.04%	0.04%	0.05%	0.06%
Syria	5.89%	6.02%	7.52%	6.53%	7.57%	12.33%	8.68%	4.77%	8.78%	10.21%	8.67%	10.59%
Tunisia	0.22%	0.24%	0.31%	0.31%	0.36%	0.46%	0.39%	0.41%	0.22%	0.15%	0.25%	0.42%
Turkey	11.85%	13.42%	10.00%	14.92%	10.68%	18.54%	11.67%	6.76%	16.60%	6.76%	6.95%	19.90%
America	21.31%	24.82%	19.69%	15.66%	27.45%	18.19%	24.96%	35.44%	9.96%	26.55%	16.92%	29.25%
Uzbekistan	0.02%	0.02%	0.03%	0.02%	0.03%	0.03%	0.06%	0.06%	0.04%	0.05%	0.05%	0.05%

As can be seen from the above table, during the years 2000 - 2011 the share of global production of pistachio has increased or decreased in the United States and Turkey share. It is obvious that in order to maintain a constant level of product markets should be introduced to the consumer market, but due to constant production is virtually absent in pistachio collected during two consecutive.

**Pistachio production in the provinces:**

Iranian pistachio cultivation in 2002, it is estimated that 380 hectares of the 114 hectares of trees and 266 hectares of pistachio orchards are fertilized. Figure four seedlings and fertilize gardens Iranian pistachio acreage changes from 1994 to 2002 shows. Since 1994, the average annual 8.9 percent pistachio acreage has increased. Available statistics indicate that in 2002 the provinces of Nova Scotia, only 10 were active production (Table 3).

Table 3. Statistics of pistachio acreage in different provinces of Iran in 2002

Province	Acreage	
	Fertile	Plant
Semnan	5843	7200
Kerman	236813	58236
Yazd	20483	-
Khorasan	12722	11454
Qom	452	2230
Qazvin	2335	1399
Sistan and Baluchestan	1938	3273
Fars	7953	7618
Esfahan	1541	2709
Markazi	3307	531916
Sum	293386	97476

But given the importance of the export value of pistachio, other provinces have also attempted to planning and production. Table 4 shows the breakdown of pistachio cultivation in provinces between 2010 and 2011.

Table 4. Pistachio cultivation in the provinces

Provinces	2011			2010		
	Sum	Fertile	Infertile	Sum	Fertile	Infertile
East Azarbaijan	293	125	168	258	109	149
West Azarbaijan	12	12	0	12	11	1
Ardabil	15.5	3.5	12	15.5	3	12.5
Esfahan	6237.5	4600	1637.5	5629	4050	1579
Alborz	198	192	6	185	185	0
Elam	34.78	0	34.78	24.67	0	24.67
Bushehr	0			0		
Tehran	4648	2300	2348	4338	2140	2198
Chaharmahal	0			0		
South Khorasan	12586	10441	2145	11830	10330	1500
Khorasan Razavi	53891	33539.7	20351.3	49990.2	31728.7	18261.5
North Khorasan	750.3	402	348.3	713	395	318
Khuzestan	4	0	4	4	0	4
Zanjan	46	24	22	52	24	28
Semnan	13045.5	11073.5	1972	12197.5	10525.5	1672
Sistan	7062.23	5531.11	1531.12	6762.2	5466.3	1295.9
Fars	22336	18265	4071	21302	18382	2920
Qazvin	3956	3103	853	3803	3043	760
Qom	5870	1892	3978	5800	1860	3940
Kurdistan	0			3	3	0
Kerman	293298	269464.5	23833.5	286891	265512.5	21378.5
Kermanshah	41.2	14.9	26.3	69	2	67
Kohkiloye	0			0		
Golestan	22	3	19	4.9	3	1.9
Gillan	2.5	0.5	2	2.5	0	2.5
Lorestan	176	35	141	155	35	120
Mazandaran	0			0		
Markazi	10375	8050	2325	10374.6	8050	2324.6
Hormozgan	430	294	136	420	313	107
Hamedan	0			0		
Yazd	42183	35472	6711	42000	34320	7680

As Table 4 indicates the province, with 293,298 hectares, 61.4 percent has the highest proportion among the provinces. After Khorasan Razavi Province with 11.2 percent and 8.8 percent are located in Yazd province. In other words, more than 80 percent pistachio acreage in the country belongs to these three provinces.

Table 5. Production and Performance pistachio provinces

Provinces	2011		2010	
	Production (tons)	Yield (kg per hectare)	Production (tons)	Yield (kg per hectare)
East Azarbaijan	648	81	357.79817	39
West Azarbaijan	1000	12	1000	11
Ardabil	1142.8571	4	416.66667	1.25
Esfahan	1568.6957	7216	1728.3951	7000
Alborz	1744.7917	335	1351.3514	250
Elam	1547.8261	3560	1492.9907	3195
Bushehr	1121.9998	11714.8	1066.0213	11012
Tehran	1449.7983	48625.8	1336.0144	42390
Chaharmahal	1042.2886	419	1050	414.75
South Khorasan	750	18	666.66667	16
Khorasan Razavi	2969.9734	32888	3061.3273	32222
North Khorasan	1474.4491	8155.34	1190.0005	6504.9
Khuzestan	1038.0509	18960	1020.9988	18768
Zanjan	899.77441	2792	950.04929	2891
Semnan	500	946	1000	1860
Sistan			1666.6667	5
Fars	537.77028	144910	647.48364	171915
Qazvin	616.66667	1.85	616.66667	1.85
Qom	1000	0.5		0
Kurdistan	428.57143	15	400	14
Kerman	1268.9441	10215	1018.3851	8198
Kermanshah	1224.4898	360	1200	375.6
Kohkiloye	1259.5286	44678	1165.5012	40000
Golestan	648	81	357.79817	39
Gillan	1000	12	1000	11
Lorestan	1142.8571	4	416.66667	1.25
Mazandaran	1568.6957	7216	1728.3951	7000
Markazi	1744.7917	335	1351.3514	250
Hormozgan	1547.8261	3560	1492.9907	3195
Hamedan	1121.9998	11714.8	1066.0213	11012
Yazd	1449.7983	48625.8	1336.0144	42390

Table (5) also shows that the provinces of Kerman, Khorasan and Yazd have the highest proportion of pistachio production in the country. According to the research objective is to examine the marketing margin pistachio in Yazd, we will continue to review the status of the province's districts

**Pistachio production in Yazd**

Table (6) mature pistachio acreage in Yazd province shows. The table shows that during the period of Khatam city has the largest area under cultivation in the province is infertile. After this city, Mehriz and Ardakan highest acreage are infertile.

Table 6. infertile pistachio acreage in Yazd province / Units: Hectare

City	2011	2010	2009	2008	2007	2006	2005	2004
Ardakan	1340	1523	1635	1725	1805	2040	2450	2630
Bafgh	425	465	509	1054	1064	1145	1227	1030
Bahabad	391	437	477					
Taft	330	368	398	415	405	385	350	300
Mehriz	638	725	771	815	835	853	908	976
Yazd	106	119	127	129	129	136	155	120
Meibod	118	133	141	146	146	153	168	154
Sadug	270	300	319	339	339	366	395	375
Abarkouh	565	640	693	745	845	915	1000	945
Khatam	2365	2790	3146	2760	2850	3260	3900	3800
Tabas	163	180	194	201	211	224	236	240
Province	6711	7680	8410	8329	8629	9477	10789	10570

Also check infertile cultivation in the province shows that the level of 10570 ha in 2004 6711 has been reduced to an average of 6% in 2011. Table (7) fertile acreage is shown in Yazd province. The table also shows the city seal with an average of 22.4 percent is allocated to the most productive acreage. Ardakan and Mehriz city are thereafter.

Table 7. mature pistachio acreage in Yazd province / Units: Hectare

City	2011	2010	2009	2008	2007	2006	2005	2004
Ardakan	5720	5530	5340	5130	4910	4660	4149	3886
Bafgh	1185	1130	1066	1927	1807	1676.7	1540	1445
Bahabad	1065	1014	964					
Taft	4702	4656	4606	4554	4509	4469	4430	4400
Mehriz	7540	7450	7351	7250	7100	7020	6920	6825
Yazd	555	540	524	509	489	473	453	445
Meibod	1359	1343	1327	1310	1290	1275	1255	1238
Sadug	1174	1137	1098	1056	966	929	890	860
Abarkouh	1910	1830	1750	1640	1485	1375	1280	1185
Khatam	9746	9196	8424	8100	7450	6640	5800	5420
Tabas	516	494	470	445	415	387	375	355
Province	35472	34320	32920	31921	30421	28904.7	27092	26059

The above results indicate that the fertile cultivated area in Yazd province, with average growth of 4.5 percent from 26,059 hectares to 35472 hectares in 2004 has been the year of 2011. Pistachio production in Yazd city breakdown is shown in Table 8. The results indicate that the city seal has the biggest production capacity in the province. Khatam city has allocated an average 28.4% share of its pistachio production in the province, after averaging 21.9% Mehriz and Taft, with 15.7% are located upstream.

Table 8. Share of Yazd province

City	2011	2010	2009	2008	2007	2006	2005	2004
Ardakan	10.8%	10.4%	10.7%	18.1%	12.3%	12.5%	12.9%	4.4%
Bafgh	2.5%	2.4%	2.2%	7.1%	6.4%	6.9%	6.1%	7.3%
Bahabad	2.9%	2.9%	3.0%					
Taft	13.6%	13.9%	13.1%	15.8%	15.6%	16.4%	22.0%	15.3%
Mehriz	25.2%	26.9%	26.2%	18.5%	25.0%	25.3%	8.6%	19.9%
Yazd	1.3%	1.5%	1.5%	2.1%	1.7%	1.7%	2.4%	3.0%
Meibod	3.6%	3.8%	3.9%	4.7%	3.6%	3.9%	4.3%	4.5%
Sadug	3.3%	3.4%	3.5%	4.6%	2.8%	2.5%	2.2%	1.8%
Abarkouh	5.5%	5.9%	5.8%	5.1%	4.9%	5.3%	7.6%	7.2%
Khatam	30.0%	27.6%	29.0%	22.8%	26.6%	24.6%	32.4%	34.4%
Tabas	1.3%	1.2%	1.2%	1.2%	1.1%	1.0%	1.5%	2.2%

Finally investigate the performance of Yazd province in pistachio production is indicated that Ardakan city is the city Khatam Darari has highest performance and lowest performance.

Table 9. Performance of Yazd province

City	2011	2010	2009	2008	2007	2006	2005	2004
Ardakan	843	754	743	654	967	860	500.12051	860.58691
Bafgh	937	835	778	680	1356	1326	640.25974	2984.5552
Bahabad	1208	1148	1140					
Taft	1290	1195	1062	643	1333	1177	800	2532.7246
Mehriz	1496	1443	1326	472	1356	1157	200	2177.5649
Yazd	1075	1094	1074	778	1354	1145	849.88962	4035.5805
Meibod	1179	1144	1086	668	1081	974	549.8008	2931.4815
Saduq	1261	1208	1182	800	1120	861	389.88764	1454.2424
Abarkouh	1295	1295	1226	576	1280	1235	950	3668.1068
Khatam	1374	1201	1280	522	1376	1192	900	4694.4484
Tabas	1109	1006	932	483	1051	867	648	4485.4084
Province	1260	1166	1130	580	1268	1112	594	2775.3743

## RESULTS AND DISCUSSION

### Discussion & Conclusion:

Outward-oriented policies, export promotion and economic development policy based on the expression "export sector" is based on the country of export incentives. (Akhavi , 1992, 28). Some economists believe that foreign trade is the engine of economic development believes that at least two of the country's export development can be assisted through the development and economic growth. Development and increased exports have a direct impact on the country's foreign exchange earnings and through the provision of financial resources for investments into the country's economy provides the path of growth and development. On the other hand, take advantage of the Export Development provides opportunities for growth in domestic and international markets. Through these manufacturing units and enables firms to break free of the limitations of the domestic market and the expansion of production scale in addition to exports to foreign markets, foreign currency income enough to take advantage of economies of scale resulting from the production well (Salehian Omran, 2003, 17). According to the experiences of other countries can be concluded that the most useful exporting the economic development of the country. Prerequisite for this strategy, the market acceptance mechanism limiting government intervention in the economy and the rapid integration of global markets that includes the freedom of the entry and exit of foreign capital, to borrow from international banks and measures are in order. Approaches tend to free trade and export promotion policies if they do not make any restriction in applying this policy, it can be an open door economic strategy called (Akhavi , 1992). Efforts to achieve the objectives of the 20-year-old and creating new capacity for long-term strategies is to promote the exports of the country is always in the economy in recent years (Moghimi, 1997). However, during the programs first, second and third in the country's economic development, the status of Iran's exports raised less than expected, but in the first year of the Fourth Development Plan for Economic, Social and Cultural rate exceeded the expected figure. According to the Vision goals, strategies, business development requirements and appropriate methodologies, new approaches to develop exports, with a fresh look at the opportunities and challenges ahead, the infrastructure needed to develop exports, according to the possibilities and limitations, organizing and facilitating the improvement and modernization of administrative processes in the development of non-oil exports, chain optimization products and services, to increase exports, global trade liberalization (globalization) with a fresh look at the capabilities of export-oriented production of important issues that will help us in the promotion of the country's exports. It should be noted that issues such as low productivity and high production costs, financial, competitive challenges, legal restrictions on the export of a negative effect on leaves. While incentives, actual and potential advantages in exports, the country continues to technical requirements on the path to achieve export targets. In this study, pistachio nuts are presented as a product that can be particularly valuable in promoting exports. In this study, pistachio nuts are presented as a product that can be particularly valuable in promoting exports. In Yazd, pistachio crop year 2011 with acreage of approximately 35472 hectares of fertile top position in terms of production of crops in the province, with 44678 tons of production equals the second place in the province. Given the importance of production and exports in Yazd province, recommended tax breaks for producers and exporters of this product is getting more and more attention, so we witnessed a boom in the economy in the medium term.

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