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## ABSTRACT

The main purpose of the study is to analyze and study ways and means by which the amount of vegetable exports could be increased and the role of ABS in this respect.

To achieve this purpose, the study used two types of data, the first one is based on interviewing vegetable producers who are engaged in vegetable exports financed by ABS in El Saliat Agricultural scheme – Eastern Nile locality – Khartoum State, season 2002/2003, and the second type of data is secondary data collected from various publications, including AOAD, ABS and others.

However, budget analysis, descriptive statistics, regression analysis, Cobb-Douglas productions function in logarithmic form were used for analysis. The analysis showed the constraints facing the production of vegetable for exports, which are summarized in production costs , which revealed that, the cost of material inputs represent the highest share relative to the total cost of production for both crops (melon and green bean). Packing materials and air transport represent the highest costs of marketing.

The loans given by ABS to vegetable production were very small compared to actual farmer need (cost of production and marketing),and also poor market information abroad.

The budget analysis showed that the export of vegetables was more profitable to producers.

Regression analysis using Cobb-Douglas production function that considers the factors affecting the quantity of vegetable exports ( during 20 years (1982-2001) , indicates that, total production, the quantity of local consumption, and the export price (FOB price) were significant factors in explaining the variation of quantities of vegetable exports .

And also the result, revealed that credit or ABS services to vegetable producers was the insignificant factor in explaining the variation of quantity exported.

Finally, the study recommended that:-

- The ABS should give more efforts to provide enough amounts of credit to vegetable producers for covering agricultural inputs, cultural practices, and other services needed in reasonable quantities at proper time for production of exported vegetables.
- The government should reduce taxes on the horticultural products and minimize customs regulation.
- To find suitable ways for reducing cost of air transport and study of possibility of employing sea transport.
- To develop means of information about markets abroad and making it available for producers and exporters.

## الخلاصة

هدفت الدراسة الى بحث طرق وكيفية زيادة كمية الصادر من الخضراوات ودور البنك الزراعي السوداني فيها.

لتدقيق هذا الهدف استخدمت الدراسة المصادر الأولية التي جمعت خلال مقابلات ميدانية بمنطقة السليط (مشروع السليط الزراعي) - محلية شرق النيل - ولاية الخرطوم.

والمعلومات الثانوية جمعت من المطبوعات المتعددة أمثال المنظمة العربية للتنمية الزراعية البنك الزراعي السوداني والمصادر الاخرى.

لتحليل البيانات تم اسخدام نموذج (كوب دو قلاس) في صورتها الخطية . أوضح التحليل المعوقات التي تواجه انتاج الخضر للصادر وتتلخص في تكاليف الانتاج التي وضحت ان تكلفة المدخلات العينية هي الاعلى مقارنة بالتكلفة الكلية للانتاج من كل المحاصيل الزراعية (الشمام والفاصوليا الخضراء). بالاضافة الى ذلك فان تكاليف مواد التعبئة و الشحن الجوى تمثل تكاليف رئيسية للتسويق الخارجى.

تمويل البنك الزراعي السوداني لمنتجي الخضر ضعيف مقارنة بالاحتياجات المزارع (تكاليف الانتاج والتسويق) وكذلك ضعف المعلومات للسوق العالمى 0 أوضح التحليل الميزانية أن انتاج الخضر للصادر يحقق ربحية وعائدات مجزية للمزارعين.

أوضح تحليل دالة الإنتاج بأن العوامل تأثيراً على كمية الصادر من الخضر هي إجمالي الانتاج، كمية المستهلك محلياً واسعار الصادرات خلال 20 سنة (الموسم 1982-2001) 0 أيضاً أوضحت نتائج الدراسة بأن نسبة تمويل البنك الزراعى ليس له تأثير على كمية الصادر.

واخيراً خلصت الدراسة الى التوصيات الآتية:-

- ان يقوم البنك الزراعي السوداني بتوفير التمويل اللازم لمنتجي الخضر لتغطية كل تكاليف المدخلات الزراعية ، العمليات الزراعية، والخدمات الاخرى في الوقت المناسب لانتاج الخضر للصادر.
- أن تقوم الحكومة بتقليل الضرائب المنتجات البستانية وتخفيف الإجراءات الجمركية.
- إيجاد طرق لتقليل تكلفة الشحن الجوى وكيفية وصول كل المعلومات عن السوق العالمى للمنتجين والمصدرين للخضر والفواكه.

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## **List of Abbreviations :**

**ABS : Agricultural Bank of Sudan**

**AOAD :Arab Organization for Agricultural Development**

**FAO :Food and Agriculture Organization**

**FOB :Free On Board**

**GDP :Gross Domestic Products**

**M C :Marketing Cost**

**MoA:Ministry of Agriculture**

**MPT:Master Plan Team**

**MT:metric tons**

**NR: Net Return**

**SD : Sudanese Dinar**

**SPSS: Statistical Programme for Social Sciences**

**SR : Sales Return**

**TC : Total Cost**