

# Effect of Border Markets on the Economy of West Azerbaijan Province, Iran

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## *Abstract*

*The present study attempts to assess the performance of border markets and their effects on the sustainable development of border regions of Iran. Tamarchin, the oldest border market of Piranshahr, West Azerbaijan Province, Iran, was selected as the case for the study since it has ranked first in the country, both quantitatively and qualitatively. The data for the study was collected from two different sources: official statistics released by the Customs Office, the Ministries of Commerce and Corporation of Iran during 2001-2007 and data gathered from a questionnaire distributed among some active West Azerbaijan border traders and also from a face-to-face interview with those traders. The results of the study indicated that considering high growth potential and many other advantages of the province, West Azerbaijan can play a significant role in the creation and establishment of border markets of the country.*

**Keywords:** *West Azerbaijan; border market; economic activity; border; frontiersmen*

**JEL classification:** F59

## **Introduction**

The wilderness and barrenness of borders of Iran, especially in mountains and deserts, which have always been an acceptable cause for the increase of poverty and mobile population in these areas, have obliged the Islamic post-revolution Iranian governments to provide certain public amenities for frontiersmen. As a result of the imposed economic blockade and sanctions against Iran, due to the Islamic Revolution, border trade exchanges have been flourishing since 1994. These border trade exchanges, mainly exportation of advantageous non-oil goods and importation of consumer goods needed by frontiersmen, have been being carried out by border markets and cooperative companies. The basic goals ratified by these border markets and cooperative companies are: to raise the socioeconomic standard of living of frontiersmen, to create permanent legal jobs, to reduce smuggling, and finally to provide legal sources of revenue for frontiersmen.

The present study, then, aims to investigate the following issues:

1. Is there a balance between costs and customs duties on one hand and border market traders' income and profits on the other hand?
2. Is there a positive relationship between the establishments of more border markets? And increase of local foreign investment and attraction of capital in border markets?
3. Is there a negative relationship between the establishments of more border markets? And decrease of exodus of frontiersmen from borders?
4. Is there a balance between border stall rents and border traders' income?
5. Is there a negative relationship between the number of border markets being established and the rate of smuggling in the border towns?
6. Is there a positive relationship between the establishments of more border markets and development of border towns?
7. Is there a positive relationship between the level of familiarity and knowledge of border traders with modern methods and techniques of international marketing?

It seems that common border markets of Iran which have been established to improve the welfare and income of frontiersmen have not been so much successful in attainment of their goals, and unemployment, smuggling, and illegal trades in border towns are still tough problems for frontiers and government authorities.

Therefore, the ultimate goal of the present study is to assess the performance of common border markets and their effects on the sustainable development of border regions of Iran. The study will make certain suggestions to raise frontiersmen's income resources, to increase exports and therefore to raise foreign exchange revenues, to develop business knowledge of frontiersmen, and finally make some practical and useful suggestions to correct and improve the performance of common border markets.

### **1. Significance of Border Markets and Trades**

Commerce has existed among different nations since distant past and it plays such a significant role in economic organizations and institutes of the world, almost all of which have been founded after World War II, that different countries devote careful attention to it when they structure their economic relationships with other countries. The reason for this special consideration is rapid development of business and financial relationships among different countries especially in the last 50 years.<sup>(1)</sup>

Commerce is not an activity in which only one side benefits, i. e. only the country which has a surplus of goods benefits by exporting them to an intended country; rather it is an activity in which the two contract parties are intended to benefit. The aim of commerce is not accumulation of cash money; rather it is the exchange of surplus goods and products by the two parties.<sup>(2)</sup>

The border mark is a special zone with special official borders and special legal conditions which is established to attract foreign capitals in order to rapidly develop the socioeconomic condition of a given region.<sup>(3)</sup> Considering special features of border zones, nowadays, different countries, both developed and developing, establish border markets in order to achieve different goals, such as national economic development, attraction of world economic capitals, regional development, or promoting backward regions into development centers.<sup>(4)</sup>

Because of having thousands of kilometers of jointly-owned border lines with the two countries of Iraq and Turkey, western border markets of Iran, have recently received special attention. Not so much favorable conditions of agriculture and animal husbandry which are considered as the two most important economic growth indexes in border regions on one hand, and high profitability of smuggling and illegal border trades and late developments in Iraq, on the other, have multiplied the necessity of devoting special consideration to border regions and markets.<sup>(5)</sup>

By considering the true nature of capital and investment, it becomes clear that the world of capital and investment is not dependent on any kind of constraint, such as national geographical border lines or political and economic systems. For the selection of the place for their investment, capital investors always have their own criteria and values. Investors always seek places which have minimum risk and maximum profit for their investment. Investors are like birds which try to catch their worms wherever they feel safe; however, they will fly away as soon as they are endangered. They will try to catch their worms in another safe place. The same analogy can be made between investors and birds. Investors will nest and lay their capital eggs wherever they are not at risk. In order to obey this natural order, different governments in the world have tried to attract international investors and accordingly their capital by giving assurance to them for a safe, easy, profitable investment and by eliminating restrictive rules and regulations as much as possible. International investors in such loci are guaranteed to be free to transfer their capital to another locus for one reason or another whenever they wish to.<sup>(6)</sup> On the other hand, discovering relative advantages of a certain country for rational safe investment is one of the key elements in any model for economic development. Due to lack of security in border zones, foreign capital investment in Iran has had a negative growth; however, the Iranian government has made new policy decision to reverse this trend according to the third long-term plan for the socio-economic-cultural development of Iran and has had a positive approach to foreigners' capital investment in Iranian border markets.<sup>(7)</sup>

Considering high growth potential and many other advantages of the province, West Azerbaijan can play a significant role in the creation and establishment of border markets of the country.

## 2. Border Market Activities of Iran

Like free-trade zones, industrial zones, and special economic zones, border markets, as one of the Islamic Post-revolution newly-founded economic organizations, have had an active role in international trade exchanges of the country.

If the trend of border market exchanges is analyzed, it can be finally concluded that these exchanges have been successful in solving many of the existing problems in border regions among which the following can be mentioned:

1. Increasing the employment rate of the border regions and frontiersmen's participation in business activities;
2. Increasing the standard of living and social welfare of frontiersmen;
3. Paving the way for creation and development of local industries and products;
4. Preventing mass exodus of the frontiersmen from borders to large cities, thereby increasing border security;
5. Decreasing smuggling thanks to frontiersmen's and border traders' occupation and revenues.<sup>(8)</sup>

Since distant past in general and the foundation of the Customs Office of Iran in particular, frontiersmen, distinct from other agents, have had a significant role in the international trade of the country. They have been exporting or importing goods listed in Table 1. The tonnage and value of the imported/exported goods appear in Table 2. The reasons for this distinctiveness can be attributed to social, political, security, and economic affairs.

### Natural and Geographical Features and Importation and Exportation Items of Tamarchin Border Market<sup>(9)</sup>

**Table 1**

Tamarchin Border Market of Piranshahr is located in the south of West Azerbaijan Province, at a distance of 130 kms from Urmia, the capital town of the province. It neighbors Iraq.	
Main exports to Iraq	Ironware; steel; cement; air-conditioner; biscuit; bread; cakes; plastics; melamine; furniture and woodcraft; soft drinks; bottled mineral water; electrical appliances; potatoes; fruit juice and concentrate; apples, water melon and other kinds of fresh fruits; machine-made carpets; alcohols; food products; paint and resin; eggs; medicines; soap; glass and mirror
Main imports from Iraq	Industrial, mechanical, leather, textile, paper, printing, road construction, agricultural, electrical machinery / tools / spare parts; cardboard; ironware; plastics

**Piranshahr Border Market Accounting Reports (2001-2007) <sup>(10)</sup>**

**Table 2**

Market	Tamarchin, Piranshahr				Value in dollars		
	Export value	Export tonnage	Import value	Import tonnage	Import and export exchange quotas	Weight in tonnage	
						Number of traders	Number of the incumbents
	Y <sub>1</sub>	X <sub>3</sub>	Y <sub>2</sub>	X <sub>4</sub>	X <sub>1</sub>	X <sub>2</sub>	
Year	EX	Ton/EX	IM	Ton/IM	Exsh	Pil	Emp
2001	14595619	55718	7897386	15130	20000000	10408	18
2002	29581514	33047	2797739	3123	20000000	10408	20
2003	24978880	44964	5251170	4189	30000000	10726	16
2004	12049600	21988	1092267	1411	30000000	15750	20
2005	39529717	63513	1674481	1150	30000000	17350	22
2006	90085011	122495	25840800	20413	30000000	21730	27
2007	19187024	269489	56849760	44908	30000000	26110	29

With reference to historical evidence, whenever former governments have withdrawn their facilities and support from frontiersmen in one way or another, there has been immediate negative effect on frontiersmen's lives. This deprivation has caused outflow of frontiersmen from borders to big cities, increase of unemployment, smuggling (both goods and humans), drug traffic across borders, especially in certain critical periods after the Islamic Revolution of Iran.

Although the effect of border exchange on foreign commerce has been very low in its early stages of its development, it has been significant in other aspects of frontiersmen's life.

The agents of border trades include two groups of people: frontiersmen (or border corporations) and border traders.

Frontiersmen had been acting individually before the Islamic Revolution of Iran and also after the Islamic Revolution during 1977—1981, but in 1981 the Central Office for Corporation of Iran organized these individual activities under the auspices of Border Corporation to provide borders' basic needs. <sup>(11)</sup>

Border traders whose main job is business or trading, who do trade individual-lye, and who are supposed to reside in border regions for three consecutive years and have trading card, can do border trading activities. <sup>(12)</sup>

In general, frontiersmen and border traders favouring certain facilities for importation and exportation of goods can not only organize and legalize present illegal imports and exports being carried out here and there, both at land and sea borders of Iran, but also raise added value for the intended border regions.

Before the Islamic Revolution of Iran, the market for exported goods was not so much hot. However, after the Islamic Revolution it boomed because of imposed foreign trade restrictions and various foreign exchange rates. According to the report of West Azerbaijan Commerce Office, the export value from the border markets in the first quarter of 2003 was 17 million dollars which indicated a 57.4% increase in comparison with its previous year and 10 million dollars of the exports income in question was obtained from Tamarchin Border Market of Piranshahr.<sup>(13)</sup>

### **3. Data Collection**

To collect the necessary data from the sample for the present case study, a questionnaire was prepared. The data gathered from the questionnaire was used for the analysis of the variables and verification of the hypotheses. The questionnaire consisted of two different types of questions: general closed-item questions which were prepared on the basis of a 5-point Likert scale to test the hypotheses and open-ended questions to analyze and make suggestions to solve the possible problems. The questions aimed at investigating the effect of border markets on the traders' revenues, foreign local capital attraction, decrease of exodus of the frontiersmen, border stall rents, the volume of goods smuggled, development of border towns, border traders' level of familiarity with modern international marketing methods and techniques. Furthermore, on the basis of data gathered from the official statistics released by the Customs Office, the Ministries of Commerce and Corporation of Iran, data analysis was performed.

In the present study the economic condition of the frontiersmen of Piranshahr was the dependent variable and customs duties, the rate of the profitability of border traders' and frontiersmen's trades, the attraction of foreign local capitals, decrease of exodus of the frontiersmen, traders' and frontiersmen's revenues, and decrease of smuggling of goods were the independent variables.

### **4. Data Analysis**

Having gathered the necessary data for the present study from the questionnaire, the relationship between each pair of variables was first determined using quantitative analysis via descriptive statistics, tables, and graphs. Then SPSS was used to test the hypotheses.

## 5. Results of the Study

The questions asked on the questionnaire aimed at studying functioning of border markets for the purpose of attaining sustainable development in the border areas and finally to find an expected pattern for optimal functioning.

As defined by the law, a common border market refers to an enclosed zone at the zero border point at which the governments of the Islamic Republic of Iran and its neighboring countries have agreed to let traders of each country import or export their goods following the agreed-upon procedural rules and regulations for border markets.

Article 1 and its notes 1 through 3 of the rule book for establishing border markets<sup>(14)</sup> ordains that, “the residents of the border lines who have been residing in these regions for twelve consecutive months [one year] can benefit border trades facilities provided that they obtain border trades card”.

Trading between two border markets can have numerous development effects on the intended regions. The following are some of the most important effects of developing trading between two border zones: the growth of production and so increase of employment in the basic and non-basic activities, increase of foreign local investment (independent of savings function), and finally the self-increase of social and economic welfare of the society of frontiersmen. Such a development of border markets can not expand unless effects of direct trading are reflected in the market itself. Border markets and their realms, i.e. where the border markets have been established, have the function of midpoints. As far as results of regional studies indicate such regions do have the advantage of great potential and facilities for production which leads to increase and re-attraction of capital investment but not the advantage of service facilities which brings about an increase in employment in basic activities of the society.

## 6. Hypothesis Testing and the Results of the Analysis

Binominal was used to accept or reject research hypotheses. A rate of 75% was determined for the success of population. And the success of the case was determined on the basis of the frequency groups. The cumulative frequency for the first three groups of each table, i.e. choices very high, high, and moderate indicate success of border trading whereas the last two groups of each table, i.e. choices four and five, indicate failure of border trading. Furthermore, a probability of 0.5% was determined for probable errors. Table 10 illustrates a summary and the results of hypothesis testing.

### 6.1 Testing Hypothesis 1 (during 2001-2007)

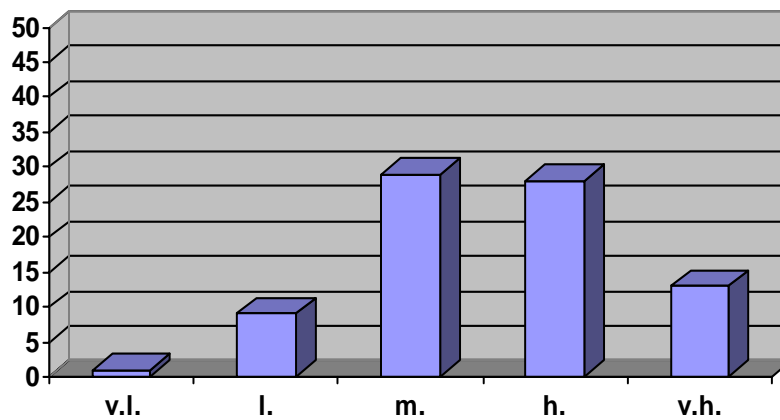
Since the rate of meaningfulness of hypothesis is lower than that of error, with 99.5% confidence it can be claimed that there is a balance between costs and customs duties on one hand and border market traders' income and profits on the other hand. So  $H_0$  is accepted and  $H_1$  is rejected.

By analyzing the result of hypothesis testing, it becomes clear that there were 70 choices of very high, high, and moderate, 10 choices of low and very low out of 80 choices. Therefore, the rate of success was 87.5% (See Table 3).

**Rate of Agreement and Balance between Costs and Customs Duties and Local Border Traders' Benefits and Revenues**

**Table 3**

Row No.	Quantity	Frequency	Percentage	Cumulative Frequency
1	Very high	13	16.25%	16.25%
2	High	28	35%	51.25%
3	Moderate	29	36.25%	87.5%
4	Low	9	11.25%	98.75%
5	Very Low	1	1.25%	100%
<b>Total</b>	<b>-----</b>	<b>80</b>	<b>100%</b>	<b>-----</b>



v. l. = very low    l. = low    m. = moderate    h. = high    v. h. = very high

**6.2 Testing Hypothesis 2 (during 2001-2007)**

There is a positive relationship between the establishment of more border markets and increase of local foreign investment and attraction of capital in border markets. So  $H_0$  is accepted and  $H_1$  is rejected.

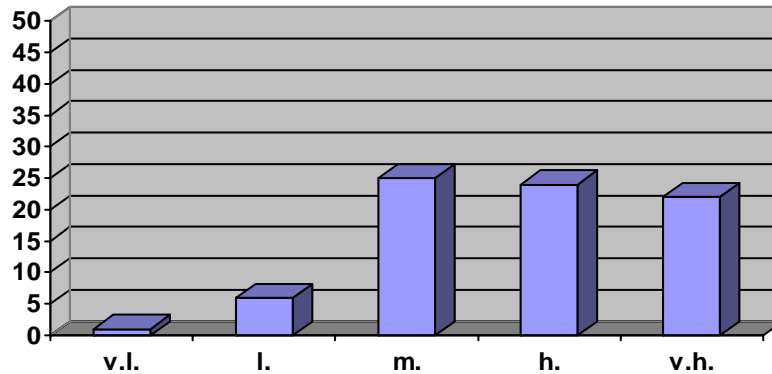
By analyzing the result of hypothesis testing, it becomes clear that there were 71 choices of very high, high, and moderate, 7 choices of low and very low out of 78 choices. Therefore, the rate of success was 87.75% (See Table 4).



**Rate of the Effect of Border Markets on the Increase of Local Foreign Capital Attraction and Investment**

**Table 4**

Row No.	Quantity	Frequency	Percentage	Cumulative Frequency
1	Very high	22	28.20%	28.20%
2	High	24	30.76%	58.96%
3	Moderate	25	32.05%	91.04%
4	Low	6	7.69%	98.73%
5	Very Low	1	1.28%	100%
Total	————	78	100%	————



v. l. = very low    l. = low    m. = moderate    h. = high    v. h. = very high

**6.3 Testing Hypothesis 3 (during 2001-2007)**

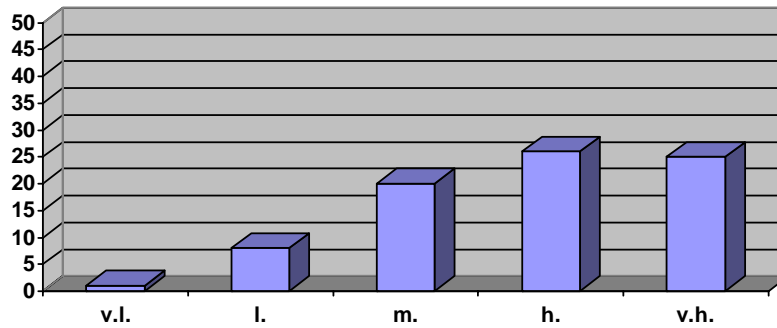
There is a negative relationship between the establishments of more border markets and decrease of exodus of frontiersmen from borders. So  $H_0$  is accepted and  $H_1$  is rejected.

By analyzing the result of hypothesis testing, it becomes clear that there were 71 choices of very high, high, and moderate, 9 choices of low and very low out of 80 choices. Therefore, the rate of success was 87.75% (See Table 5).

**Rate of the Effect of Border Markets on the Rate of Frontiersmen's Exodus**

**Table 5**

Row No.	Quantity	Frequency	Percentage	Cumulative Frequency
1	Very high	25	31.25%	31.25%
2	High	26	32.5%	63.75%
3	Moderate	20	25%	88.75%
4	Low	8	10%	98.75%
5	Very Low	1	1.25%	100%
Total	————	80	100%	————



v. l. = very low    l. = low    m. = moderate    h. = high    v. h. = very high

#### 6.4 Testing Hypothesis 4 (during 2001-2007)

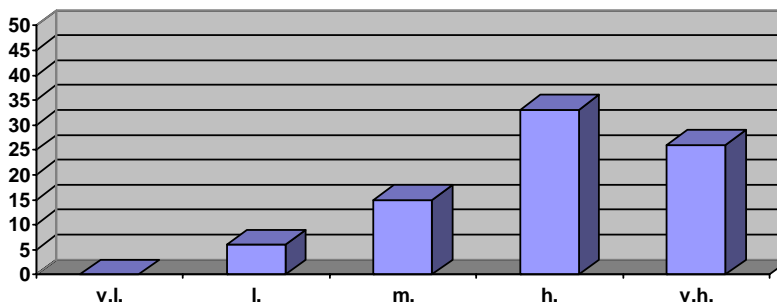
There is a positive relationship (viz. balance) between border stall rents and border traders' income. So  $H_0$  is accepted and  $H_1$  is rejected.

By analyzing the result of hypothesis testing, it becomes clear that there were 74 choices of very high, high, and moderate, 6 choices of low and very low out of 80 choices. Therefore, the rate of success was 92.5% (See Table 6).

#### Degree of Agreement and Balance between Border Stall Rents and Traders' Income

Table 6

Row No.	Quantity	Frequency	Percentage	Cumulative Frequency
1	Very high	26	32.5%	32.5%
2	High	33	41.25%	73.75%
3	Moderate	15	18.75%	92.5%
4	Low	6	7.5%	100%
5	Very Low	0	—	—
Total	————	80	100%	————



v. l. = very low    l. = low    m. = moderate    h. = high    v. h. = very high

**6.5 Testing Hypothesis 5 (during 2001-2007)**

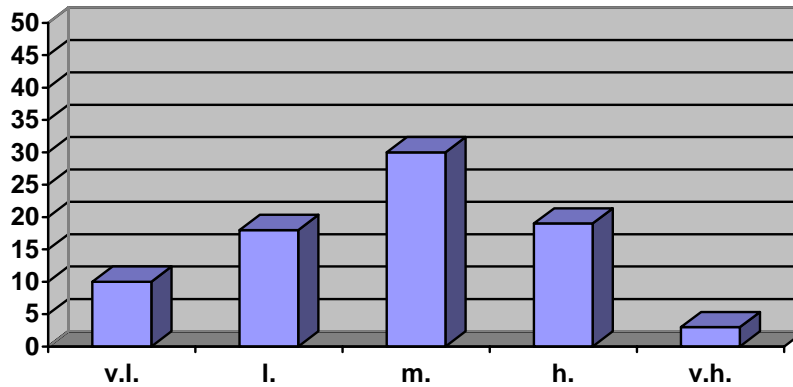
There is not a negative relationship between the numbers of border markets being established and the rate of smuggling in the border towns. So  $H_1$  is accepted and  $H_0$  is rejected.

By analyzing the result of hypothesis testing, it becomes clear that there were 52 choices of very high, high, and moderate, 28 choices of low and very low out of 80 choices. Therefore, the rate of success was 67.9% (See Table 7).

**Rate of the Effect of Establishment of Border Markets on Decrease of Smuggling**

**Table 7**

Row No.	Quantity	Frequency	Percentage	Cumulative Frequency
1	Very high	3	3.75%	3.75%
2	High	19	23.75%	27.75%
3	Moderate	30	37.5%	65%
4	Low	18	22.5%	87.5%
5	Very Low	10	12.5%	100%
Total	————	80	100%	————



**v. l. = very low    l. = low    m. = moderate    h. = high    v. h. = very high**

**6.6 Testing Hypothesis 6 (during 2001-2007)**

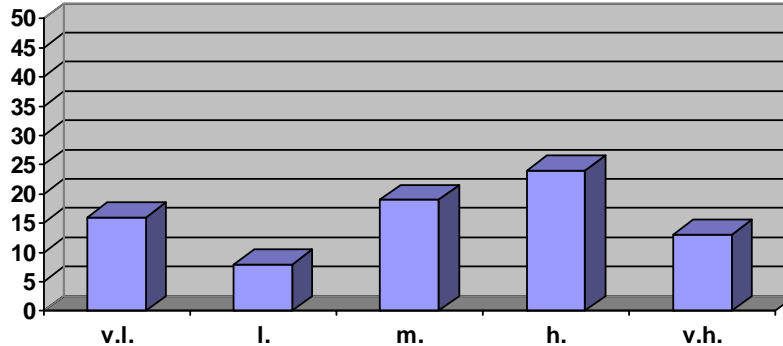
There is not a positive relationship between the establishment of more border markets and development of border towns. So  $H_1$  is accepted and  $H_0$  is rejected.

By analyzing the result of hypothesis testing, it becomes clear that there were 56 choices of very high, high, and moderate, 24 choices of low and very low out of 80 choices. Therefore, the rate of success was 73.75% (See Table 8).

**Rate of the Effect of Establishment of Border Markets on Development of Border Towns**

**Table 8**

Row No.	Quantity	Frequency	Percentage	Cumulative Frequency
1	Very high	13	16.25%	16.25%
2	High	24	30%	46.25%
3	Moderate	19	23.75%	70%
4	Low	8	10%	80%
5	Very Low	16	20%	100%
Total	————	80	100%	————



v. l. = very low    l. = low    m. = moderate    h. = high    v. h. = very high

**6.7 Testing Hypothesis 7 (during 2001-2007)**

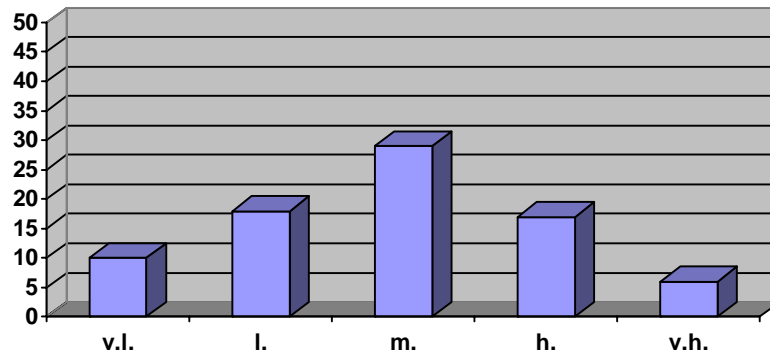
There is not a positive relationship between the level of familiarity and knowledge of Border traders with modern methods and techniques of international marketing. So  $H_1$  is accepted and  $H_0$  is rejected.

By analyzing the result of hypothesis testing, it becomes clear that there were 52 choices of very high, high, and moderate, 28 choices of low and very low out of 80 choices. Therefore, the rate of success was 65% (See Table 9).

**Rate of the Effect of Border Traders' level of Familiarity on Modern International Marketing Methods**

**Table 9**

Row No.	Quantity	Frequency	Percentage	Cumulative Frequency
1	Very high	6	7.5%	7.5%
2	High	17	21.25%	28.75%
3	Moderate	29	36.25%	65%
4	Low	18	22.5%	87.5%
5	Very Low	10	12.5%	100%
Total	————	80	100%	————



v. l. = very low    l. = low    m. = moderate    h. = high    v. h. = very high

### Summary and Results of Hypothesis Testing

Table 10

Hypothesis	Independent Variable X	Dependent Variable Y	Result of Hypothesis Testing	Interpretation of Hypothesis Testing
There is a relationship between custom duties and costs and border market traders' profits.	Custom duties and costs	Traders' income	H <sub>0</sub> accepted	There is a meaningful relationship between X and Y.
There is a relationship between establishment of border markets and attraction of local and foreign capital.	Establishment of border markets	Local and foreign capital attraction	H <sub>0</sub> accepted	There is a meaningful relationship between X and Y.
There is a relationship between establishment of border markets and decrease of frontiersmen's exodus.	Establishment of border markets	Decrease of frontiersmen's exodus	H <sub>0</sub> accepted	There is a meaningful relationship between X and Y.
There is a positive relationship (i. e. balance) between border stall rents and stall holders' income.	Border stall rents	Traders' income	H <sub>0</sub> accepted	There is a meaningful relationship between X and Y.

Hypothesis	Independent Variable X	Dependent Variable Y	Result of Hypothesis Testing	Interpretation of Hypothesis Testing
There is a relationship between establishment of border markets and decrease of goods smuggling rate.	Establishment of border markets	Goods smuggling rate	H <sub>1</sub> accepted	There is no meaningful relationship between X and Y.
There is a positive relationship between establishment of border markets and development of border towns.	Establishment of border markets	Development of border towns	H <sub>1</sub> accepted	There is no meaningful relationship between X and Y.
There is a relationship between traders' level of familiarity and modern international marketing methods.	Traders' level of familiarity	Modern methods of marketing	H <sub>1</sub> accepted	There is no meaningful relationship between X and Y.

### Conclusions, Implications, and Applications

A common border market refers to an enclosed zone at the zero border point next to the Customs Office which is permitted to perform goods formalities or it refers to a place which is permitted to perform customs formalities on the basis of an agreement between the government of the Islamic Republic of Iran and a neighbouring country or countries to import or export goods for trading.<sup>(15)</sup>

Since frontiersmen have always paid a lot consideration to the security of borders, especially after the Islamic Revolution, the official authorities of border provinces have been obliged to establish such common border markets with the purpose of satisfying frontiersmen's needs, helping frontiersmen to earn their livelihood, increasing frontiersmen's revenues, boosting importation and exportation, preventing frontiersmen from exodus, developing and supporting handicraft and local industries, preventing frontiersmen from smuggling goods and foreign exchange currencies, and finally strengthening human relationships between the two neighbouring countries.

In the present study, border traders who are active in and in charge of common border markets were referred to as one of the two main sources of data collection. The second reference for data collection was the official records, statistics, and library data available in the Customs Office of the Islamic Republic

of Iran, Ministry of Commerce, and Ministry of Corporation which were used in carrying out the practical stages of the research.

Because of the severe confidentiality observed by different government organizations and offices in providing the necessary data and statistics for users, the data gathered for the present study have been presented in tables, such as import-export exchange quotas, number of active border traders, and tonnage of import-export goods.

The general results of the data analyses presented in the different tables are as follows:

1. Border market activities have had a positive effect on the lives of most of the traders.
2. Border market activities have decreased border traders' and frontiersmen's tendency toward smuggling to some extent.
3. There is no relationship (i. e. Balance) between border stall rents and stall holders' income.
4. Border markets are considered as an opportunity for exporters to explore and have a better understanding of the potential market for the goods needed by the neighbour country/countries and to take the immediate and necessary steps for exporting those goods.
5. One of the most important effects of the development of border trades is the increase and development of employment in the border regions.
6. Agricultural products produced by provinces neighbouring to the common border markets have the advantage of easy exportation to foreign countries. For example, 90% of dollar value of the goods exported to foreign countries via West Azerbaijan border markets is allocated to agricultural products and goods. This has obliged the official authorities of the country to pay more attention to other potentials of the province in manufacturing agro-industrial by-products and to invest more in other related fields in border regions. The sales income of West Azerbaijan has had great influence on the development and betterment of socioeconomic welfare of frontiersmen and border traders.
7. An updated trading information bank should be created at Chamber of Commerce, Chamber of Industry and Mining, and Chamber of Corporation to provide border businessmen and traders with latest information and statistics on, and techniques for their better management of trade affairs.
8. High taxes should not be levied on border trading corporations and their occupational problems should be obviated.
9. Members of border trading corporations and border traders should be given practical education in commerce.
10. It is possible for border markets to export surplus local and even national products and goods or conversely to import their needed goods free from bureaucratic Hassle.

Since Iranian frontiersmen have too many needs, it is almost impossible to ratify a series of unified and coherent guidelines, rules, and regulations. This is also true about the neighbouring countries. Therefore, rules and regulations for border trading should be ratified regionally.

Since the border markets in West Azerbaijan spread throughout the province, there have arisen some problems: it is necessary to build good-quality roads, buildings, establishments, welfare centers, and public health centers, all of which will cost a lot for the government; it will not be easy for the government to provide the highly self-committed, qualified labor force for such centers; different border markets usually will apply their own inclinations instead of obeying rules; and so many other problems. Therefore, it seems necessary and wise to assemble all of the existing border markets in two main poles of the province: one in the north of the province, preferably in Makou, and the other one in the south of the province, preferably in Tamarchin, Piranshahr.

These two central border markets of the province can be highly well-equipped and manned with highly self-committed, qualified labor force. These two centers can be established, manned, and managed by with the cooperation of private sector. More importantly, by the application of modern techniques of packaging and sorting and the establishment of more small manufacturing agro-industrial by-products adjacent to border markets border traders will be able to save more time, energy, and money by less commuting between the border market and fruit orchards.

### Notes

- (1) Fanaei, Seid Montalba (13845), p. 162.
- (2) Motavessli, Mahmood (1375), p. 8.
- (3) Majalle Motalleaate Asiaye Markazi va Ghafghaz (1372), p. 403.
- (4) Mahnamehye Eghtesadi (1372), p. 42.
- (5) Rooznamehye Hamsfri (1383) p. 8.
- (6) Azizyanifar, Jammal (1376), p. 38.
- (7) Lattiffi, Gholam-Reza (354), p. 146.
- (8) West Azerbaijan Management and Planning Organization (1380), p. 16.
- (9) Border market's questionnaires, archived in the Planning and Border Systems Development Office (1381) p. 27.
- (10) West Azerbaijan Commerce Office (1383) p. 193.
- (11) West Azerbaijan Management and Planning Organization (1375) p. 45.
- (12) Laws of Importation and Exportation (1382) p. 22.
- (13) West Azerbaijan Commerce Chamber (1382) p. 16.
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- (15) Laws of Importation and Exportation (1382) p. 22.



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