APPENDIX – I

Dear Sir/Madam,

We are conducting a study on Himachal Pradesh Industrial units and various problems are being faced by the entrepreneurs for which following information as required:

PART I

1. Name of the project ________________________________
2. Date of establishment ________________________________
3. Location ________________________________
4. Forms of Business Organisation ________________________________
   a) Sole Proprietorship
   b) Partnership
   c) Company Public/Private Ltd.
   d) Association
5. Number of partners ________________________________
6. Qualification & Experience if any ________________________________
7. Nature of activity ________________________________

PART II

8. Capital Structure
   Own Investment
   Term/Loan
   Sanctioned
   Term Loan
   Disbursed
   Working Capital
   Requirement
   Working Capital
   Disbursed

   Subsidy ________
   Hired Capital ________

9. Assets
   Fixed Assets
   Other Current Assets
   Current Liabilities

10. Gross Turnover
    Years
    1993-94
    1994-95
    1995-96
    1996-97
    1997-98
    1998-99
    Amount Rs.

11. Operating Expenses ________________________________

12. Net Profit/Net Losses
    Years
    Net Profit Rs.
    1993-94
    1994-95
    1995-96
    1996-97
    1997-98
    1998-99
    Net Loss Rs.
PART III

13. Causes of Sickness

Please indicate by tick mark (✓) against appropriate problem for the incurring losses.

I. Financial Problem
   a) Cost over run Yes/No
   b) High interest rate Yes/No
   c) Higher wage Yes/No
   d) Non availability of finance from institutions Yes/No
   e) High cost of inputs/raw material Yes/No

II. Infrastructure Problem
   a) Locational disadvantage Yes/No
   b) Costly transportation Yes/No
   c) Distance from railway station
      i) Less than 10 Kms. Yes/No
      ii) 10 Kms. – 20 Kms. Yes/No
      iii) 20 Kms. – 30 Kms. Yes/No
      iv) 30 Kms. – 40 Kms. Yes/No
      v) 40 Kms and above Yes/No

III. Marketing Problem
   a) Lack of market for the product Yes/No
   b) Stiff competition Yes/No
   c) Market recession Yes/No
   d) Dependence of Govt. supply Yes/No

IV. Management Problem
   a) Large investment in fixed assets Yes/No
   b) Diversion of funds Yes/No
   c) Disputes of partners Yes/No

V. Production Problem
   a) Improper machinery Yes/No
   b) Under utilisation of capacity Yes/No
c) Shortage of supply
   d) Frequent break down
   e) Obsolete machinery

VI. Human Resource Problem
   a) Lack of skilled labour
   b) Labour invest

VII. Research & Development Problem
   a) Have you developed any research laboratory for quality control

VIII. Miscellaneous Problems
   a) More Government Control
   b) Natural calamity
   c) Govt. policy
      i) Favourable
      ii) Unfavourable
      iii) Inspectory Raj
      iv) Redtapism
      v) High tax structure

IX. Promoters View
   a) Regarding banker
   b) Regarding HPFC
   d) Reasons for sickness and remedial measures suggested
   e) Also furnish copies of balance sheet for the last 5 years.

Signature